WHARTON UNDERGRADUATE CLASS OF 2017 - RISING SOPHOMORES
SUMMER 2014 PURSUITS REPORT

This report summarizes summer pursuits of Wharton undergraduates between freshman and sophomore year. Student responses were collected using an online survey. Of the 650 Wharton students scheduled to graduate during the 2016 – 2017 academic year, 231 completed the survey (35.5% response rate). 214 of 231 (92.6%) students indicated whether their primary summer activity was full-time employment, part-time employment, or other activities (17 students did not indicate hours worked).

<table>
<thead>
<tr>
<th>Full-Time Employment</th>
<th>Part-Time Employment</th>
<th>Other Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Respondents: 134</td>
<td>Number of Respondents: 33</td>
<td>Number of Respondents: 47</td>
</tr>
<tr>
<td>% of those Listing Primary Activity: 62.6%</td>
<td>% of those Listing Primary Activity: 15.4%</td>
<td>% of those Listing Primary Activity: 22.0%</td>
</tr>
<tr>
<td>Paid Experience: 103</td>
<td>Paid Experience: 21</td>
<td>Completed Classes: 36</td>
</tr>
<tr>
<td>Unpaid Experience: 31</td>
<td>Unpaid Experience: 12</td>
<td>Independent Research: 1</td>
</tr>
<tr>
<td>Number Reporting Salary: 78*</td>
<td>Number Reporting Salary: 14*</td>
<td>Other: 3</td>
</tr>
<tr>
<td>Average Monthly Salary: $2,107*</td>
<td>Average Monthly Salary: $743*</td>
<td>Travel: 7</td>
</tr>
<tr>
<td>Average Hours Worked Per Week: 45</td>
<td>Average Hours Worked Per Week: 17</td>
<td></td>
</tr>
<tr>
<td>Range of Hours: 30 - 100</td>
<td>Range of Hours: 7 - 25</td>
<td></td>
</tr>
<tr>
<td>Average Number of Weeks Employed: 8</td>
<td>Average Number of Weeks Employed: 8</td>
<td></td>
</tr>
<tr>
<td>Range of Weeks Employed: 3 - 17</td>
<td>Range of Weeks Employed: 2 - 14</td>
<td></td>
</tr>
</tbody>
</table>

*Does not include stipends.

Job Functions of Wharton Interns

Students interned in a wide array of job functions again this year. Marketing and education were the most popular functional roles – consulting and information technology were popular as well. Within financial services, investment management, private equity and financial planning and analysis were the most popular.

Chart is based on data from both full-time and part-time positions.*

Primary Summer Experience

78% of Wharton sophomores participated in some kind of internship during summer 2014 – a slight increase from the previous year. More students pursued unpaid internships this summer compared to last year’s class. Almost 25% opted to pursue other activities such as classes or travel during the summer.

Prepared by S. David Ross
Associate Director, Career Services
University of Pennsylvania
March 2015
Average Monthly Summer Salary By Industry

Data includes 78 respondents who indicated job industry, worked full-time and reported salary data. Does not include stipends.

<table>
<thead>
<tr>
<th>INDUSTRY</th>
<th># (%)</th>
<th>AVERAGE MONTHLY SALARY</th>
<th>MONTHLY SALARY RANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>4 (5.1%)</td>
<td>$2,702</td>
<td>$928 - $3,840</td>
</tr>
<tr>
<td>Communications</td>
<td>4 (5.1%)</td>
<td>$1,835</td>
<td>$1,350 - $2,880</td>
</tr>
<tr>
<td>Consulting</td>
<td>2 (2.6%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Education</td>
<td>10 (12.8%)</td>
<td>$2,143</td>
<td>$1,200 - $3,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>22 (28.2%)</td>
<td>$2,379</td>
<td>$700 - $5,000</td>
</tr>
<tr>
<td>Government</td>
<td>1 (1.3%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Insurance</td>
<td>1 (1.3%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Hospitality/Leisure</td>
<td>7 (9.0%)</td>
<td>$1,867</td>
<td>$800 - $3,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>5 (6.4%)</td>
<td>$2,296</td>
<td>$1,920 - $3,200</td>
</tr>
<tr>
<td>Nonprofit</td>
<td>1 (1.3%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Real Estate/Construction</td>
<td>2 (2.6%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Retail / Wholesale</td>
<td>6 (7.7%)</td>
<td>$1,597</td>
<td>$900 - $3,000</td>
</tr>
<tr>
<td>Technology</td>
<td>12 (15.4%)</td>
<td>$2,142</td>
<td>$1000 - $5,000</td>
</tr>
<tr>
<td>Transportation</td>
<td>1 (1.3%)</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

*Salary statistics not released for categories with less than 3 respondents. Salary statistics include positions outside of the U.S.

Geographic Distribution of Interns

Includes 169 students who reported internship location.

<table>
<thead>
<tr>
<th>UNITED STATES</th>
<th>INTERNATIONAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>Bermuda</td>
</tr>
<tr>
<td>California</td>
<td>Botswana</td>
</tr>
<tr>
<td>Connecticut</td>
<td>Brazil</td>
</tr>
<tr>
<td>District of Columbia</td>
<td>Canada</td>
</tr>
<tr>
<td>Florida</td>
<td>Chile</td>
</tr>
<tr>
<td>Georgia</td>
<td>China (including Hong Kong)</td>
</tr>
<tr>
<td>Illinois</td>
<td>Ecuador</td>
</tr>
<tr>
<td>Indiana</td>
<td>Finland</td>
</tr>
<tr>
<td>Iowa</td>
<td>Germany</td>
</tr>
<tr>
<td>Louisiana</td>
<td>India</td>
</tr>
<tr>
<td>Maryland</td>
<td>Jordan</td>
</tr>
<tr>
<td>Massachusetts</td>
<td>Luxembourg</td>
</tr>
<tr>
<td>Michigan</td>
<td>Mexico</td>
</tr>
<tr>
<td>Minnesota</td>
<td>Panama</td>
</tr>
<tr>
<td>New Jersey</td>
<td>Philippines</td>
</tr>
<tr>
<td>New York</td>
<td>Puerto Rico</td>
</tr>
<tr>
<td>North Carolina</td>
<td>Republic of Korea</td>
</tr>
<tr>
<td>Ohio</td>
<td>Singapore</td>
</tr>
<tr>
<td>Oregon</td>
<td>United Kingdom</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td></td>
</tr>
<tr>
<td>Rhode Island</td>
<td></td>
</tr>
<tr>
<td>South Dakota</td>
<td></td>
</tr>
<tr>
<td>Texas</td>
<td></td>
</tr>
<tr>
<td>Utah</td>
<td></td>
</tr>
<tr>
<td>Virginia</td>
<td></td>
</tr>
<tr>
<td>Washington</td>
<td></td>
</tr>
</tbody>
</table>

38 students (22.5% of respondents) reported completing internships outside the United States.
**Date Internship Offer Was Received**
Includes 152 students who reported when they received their offers.

<table>
<thead>
<tr>
<th>Date</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prior to January 2014</td>
<td>7.9%</td>
</tr>
<tr>
<td>January 2014 - February 2014</td>
<td>9.9%</td>
</tr>
<tr>
<td>March 2014</td>
<td>20.4%</td>
</tr>
<tr>
<td>April 2014</td>
<td>23.0%</td>
</tr>
<tr>
<td>May 2014</td>
<td>24.3%</td>
</tr>
<tr>
<td>June 2014 or later</td>
<td>14.5%</td>
</tr>
</tbody>
</table>

**How Students Obtained Internships**

Compared to last year, more students landed their internships by applying directly to an organization (35%). A significant percentage continued to find opportunities through contacts (39%). 7% of students opted to find a position through a previous employer.

**Internships Completed By Industry**

Students responding to the summer survey were asked to provide the name and location of the organizations they worked for, along with their department (if applicable) and job title. The list of responses below is organized by job industry.

**Accounting**
McGladrey LLP, Risk Advisory Services, Intern, Blue Bell, PA
PwC, Internal Firm Services, Client Strategy Intern, Philadelphia, PA
PwC, Intern, Hamilton, Bermuda
Riley and Company Accounting and Investments, Investments and Consulting, Intern, Stroudsburg, PA

**Communications**
Doner, Project Management, Project Management Intern, Southfield, MI
Jamestown Associates, Department Not Provided, Political Consulting Intern, Philadelphia, PA
NBCUniversal, Global Security Department Intern, New York, NY
Opus Group, Operations Intern, McLean, VA
Select Advertising Agency, Strategic Planning, Brand Strategy Intern, New York, NY
Sony Pictures Entertainment, Digital Cinema Operations, Spectrum Summer Intern, Culver City, CA
The Search Agency, Finance, Financial Analyst Intern, Los Angeles, CA
Worksite Ventures, Department Not Provided, Summer Intern - Consulting, Philadelphia, PA
Education

ADVACE Program for Gifted Scholars, Department Not Provided, Residential Advisor, Nachitoches, LA
Allen Summer Enrichment Series, Department Not Provided, Instructor and Developer, Philadelphia, PA
Employer Name Not Provided, Department Not Provided, Co-Founder, Raleigh, NC
eSpark Learning, Marketing Intern, Chicago, IL
Harvard University, Department Not Provided, Fellow, Cambridge, MA
Harvard University, Radiochemistry, Research Intern, Boston, MA
JEI Learning Center, Department Not Provided, Tutor, Marlboro, NJ
MAC Testing and Consulting, Department Not Provided, Associate/Teacher/Consultant, Tinton Falls, NJ
Professional Server Certification Corporation, Department Not Provided, Marketing Intern, Madison, SD
Self-Employed, Department Not Provided, Private Tutor, Los Angeles, CA,
Shad Valley International, Department Not Provided, Program Assistant, Ottawa, Canada
Stepz 2 Success Childcare Center, Advertising/Community Outreach, Brand Strategist, Brooklyn, NY
Teach for the Philippines, Department Not Provided, Position Title Not Provided, Manila, Philippines
The Landon School, Financial Department, Administrative Assistant, Bethesda, MD
University of Pennsylvania, Economics Department, Research Assistant, Philadelphia, PA
University of Pennsylvania, Department Not Provided, Events Intern, Philadelphia, PA
University of Pennsylvania, Department Not Provided, PennCORP Student Director, Philadelphia, PA
University of Pennsylvania, Department of Economics and Public Policy, Research Assistant, Philadelphia, PA
University of Pennsylvania, Management and Technology Summer Institute, Residential Teaching Advisor, Philadelphia, PA
University of Pennsylvania, Management Department, Research Assistant, Philadelphia, PA
University of Pennsylvania, Political Science Department, Research Assistant, Philadelphia, PA
University of Pennsylvania, Wharton School, Business/Entrepreneurship, Residential Teaching Assistant, Philadelphia, PA
University of Pennsylvania, Wharton School, Department Not Provided, Residential Teaching Assistant, Philadelphia, PA
University of Pennsylvania, Wharton School, Lauder Institute, Position Title Not Provided, Philadelphia, PA
University of Pennsylvania, Wharton School, Leadership in the Business World, Residential Team Advisor, San Francisco, CA

Financial Services

Advent-Morro Equity Partners, Department Not Provided, Summer Analyst, San Juan, PR
Atlantic Trust Wealth Management, Wealth Management and Marketing, Summer Analyst, Atlanta, GA
AVM LP, Department Not Provided, Intern, Boca Raton, FL
Banco del Austro, Credit Cards & Credits/Loans, Intern, Cuenca, Ecuador
Bank of China, Corporate Banking, Summer Intern, Fuding, China
Bank of East Asia, Department Not Provided, Intern, Beijing, China
Bank of Singapore, Property Finance, Summer Intern, Singapore
Bankers Trust Company, Retail, Summer Intern, Des Moines, IA
Bayview Loan Servicing, Business Intelligence, Intern, Miami, FL
BlueCreek Investment Partners, Department Not Provided, Intern, Huntsville, AL
BNY Mellon, Department Not Provided, Summer Analyst, Lawrenceville, NJ
Brownson, Rehms & Foxworth, Investment Intern, Chicago, IL
Credit Suisse, Equity Research, Work Experience Intern, Hong Kong, China
Depository Trust and Clearing Corporation, Internal Audit Intern, Jersey City, NJ
Fidelity Investments, Asset Management, Intern, Financial Solutions, Boston, MA
Forbes Financial Center Development, Department Not Provided, Summer Intern, Hong Kong, China
Franklin Templeton Investments, Performance Analysis and Investment Risk, Intern, Fort Lauderdale, FL
Korea Fund Rating, Department of Government Housing Fund, Intern, Seoul, Republic of Korea
Linneman Associates, Finance, Summer Real Estate Analyst, Philadelphia, PA
Llenrock Group, Department Not Provided, Analyst, Philadelphia, PA
Lombardia Capital Partners, Marketing/Client Service, Intern, Pasadena, CA
Luminus Management, Department Not Provided, Intern, New York, NY
Macquarie Capital, Macquarie Korea Opportunities Management, Intern, Seoul, Republic of Korea
Manning & Napier Advisors, Investment Screening Team, Summer Intern, Rochester, NY
Moody's Corporation, Department Not Provided, Intern, New York, NY
Moody's Corporation, Administration, Intern - Product/Pricing, New York, NY
Morgan Stanley, Wealth Management, Summer Intern, Melville, NY
MTN Capital Partners, LLC, Private Equity Intern, New York, NY
Neuberger Berman, Investment Management, Intern, New York, NY
Noble Apex Advisors, Asset Management and Research Intern, Hong Kong, China
Peregrine Investments, Department Not Provided, Summer Intern, Dallas, TX
Portland Hill Capital, Investment Research Team, Analyst, London, United Kingdom
Raymond James Financial, Cross Technology Intern, St. Petersburg, FL
Societe Generale, Department Not Provided, Analyst, Guangzhou, China
Soros Fund Management, Long Short Equity, Summer Analyst, New York, NY
Srei Infrastructure Finance Limited, Department Not Provided, Summer Intern - Corporate Strategy and Planning, Kolkata, India
Standard & Poor's, Retail, Research Assistant, Mexico City, Mexico
The Philippine Stock Exchange, Inc., Capital Markets Development: Corporate Planning & Research, Summer Intern, Manila, Philippines
The Veloz Group, Marketing/Operations Management, Business Entrepreneurship Intern, Los Angeles, CA
Toyota Financial Services, Marketing, Position Title Not Provided, Torrance, CA
Tradeweb Markets, Trading Platforms, Fixed Income, Institutional Credit Intern, New York, NY
Wells Fargo, Department Not Provided, Intern, Bloomington, MN
West Capital Management, Department Not Provided, Position Title Not Provided, Philadelphia, PA
ZAIS Group, LLC, CLO Team, Credit Analyst, Shanghai, China

Government
Environmental Protection Agency (EPA), Office of International and Tribal Affairs, Summer Intern, Washington, DC
Federal Trade Commission (FTC), Bureau of Competition, Honors Paralegal Intern, Washington, DC
Franklin County Recorder, Department Not Provided, Deputy Recorder, Columbus, OH
United States Senator Kirsten Gillibrand’s Office, Outreach, Operations, Intern, New York, NY
United States House of Representatives, Department Not Provided, Congressional Intern, Washington, DC
United States House of Representatives, Legislative Branch, Intern, Washington, DC

Healthcare
Children's Hospital of Philadelphia, Pathology, Research Intern, Philadelphia, PA
UCSF Benioff Children's Hospital, Department Not Provided, Administrative Nursing Intern, San Francisco, CA
University of Pennsylvania Hospital, Translational Research Program, Business Operations, Business Operations Intern, Philadelphia, PA
SughaVazhvu Healthcare, Department Not Provided, Research Intern, Thanjavur, India

Hospitality/Leisure/Sports
Camp Landerwood, Hospitality - Child Care, Founder and Head Counselor, Cleveland, OH
gloveler GmbH, Marketing, Business Entrepreneurship Intern, Karlsruhe, Germany
Hindu Heritage Summer Camp, Department Not Provided, Assistant Director, Rochester, NY
Julian Krinsky Camps & Programs, Department Not Provided, Residential Teaching Assistant, Philadelphia, PA
Julian Krinsky Camps & Programs, M&TSI (Summer Program at Penn), Residential Teaching Assistant, Philadelphia, PA
Julian Krinsky Camps & Programs, Wharton Sports Business Academy, Residential Team Advisor, Philadelphia, PA
Moose Hillock Camping Resort, Office Management, Position Title Not Provided, Fort Ann, NY
Plano Sports Authority, Department Not Provided, Basketball Referee, Plano, TX
Shawnee Country Club, Department Not Provided, Head Tennis Pro, Lima, OH
Suffolk Y Jewish Community Center, Camp, Senior Camp Counselor, Commack, NY
SuitePad GmbH, Marketing & Business Development Intern, Berlin, Germany
The Julian Krinsky Group, Department Not Provided, Residential Team Advisor, Philadelphia, PA
Tom Sawyer Camps, Department Not Provided, Senior Counselor, Pasadena, CA
Urban Baseball Experience, Department Not Provided, Intern, Bowie, MD
Insurance
Aflac, Department Not Provided, Sales Associate Intern, Recruiting Intern, Santa Ana, CA

Legal Services
CJI International Group, U.S. Immigration, Summer Associate, Shanghai, China
Employer Name Not Provided, Department Not Provided, Legal Intern, New Orleans, LA
Law Offices of Louis Leibowitz, Department Not Provided, Position Title Not Provided, Rockville, MD

Manufacturing
Aekyung Industry, Marketing, Marketing Summer Intern, Seoul, Republic of Korea
COOK Medical, Technology Assessment & Healthcare Policy Intern, Bloomington, IN
General Electric Aviation, IT Security, Military Systems and Assurance Intern, Cincinnati, OH
Gridless Power, Department Not Provided, Summer Intern, Collingswood, NJ
L’Oreal, Marketing Intern, London, United Kingdom
Nestle, MAGGI Noodles, Marketing Intern, New Delhi, India
Regeneron Pharmaceuticals, Translational Medicine, Intern, Tarrytown, NY
Summit Jewellery and Moksh Jewels, Operations, Marketing and Management Intern, Mumbai, India
Tarkett, Production Analytics, Summer Analyst, Luxembourg
The Coca-Cola Company, Marketing, Fanta Marketing Assistant, New Delhi, India

Nonprofit
Eli Whitney Museum, Department Not Provided, Senior Apprentice, Hamden, CT
English Classes at Cháchara do Céu, Department Not Provided, Teacher for the "Advanced Class", Rio de Janeiro, Brazil
Generations for Peace, Department Not Provided, Consultant, Amman, Jordan
Gina Raimondo Campaign for Governor, Department Not Provided, Intern, Providence, RI
Hammonton Chamber of Commerce, Department Not Provided, Position Title Not Provided, Hammonton, NJ
International Education and Research Network, Technology and Accounting, Summer Intern, New York, NY
National Student Leadership Conference, Entrepreneurship Incubator, Business & Entrepreneurship Programs, Asst. Team Advisor, New York, NY
Partnership for Public Service, Center for Government Leadership, Center for Government Leadership Fellow, Washington, DC
Penn International Internship Program, Department Not Provided, Consultant, Amman, Jordan
Sierra Club, Digital Strategies, Digital Strategies Production Intern, San Francisco, CA
Susan G. Komen Philadelphia, Department Not Provided, Community Health and Education Intern, Philadelphia, PA

Other
PRD Group, Department Not Provided, Intern, Santiago, Chile

Real Estate
Adams & Company Real Estate, Department Not Provided, Position Title Not Provided, New York, NY
CBRE, Capital Markets, Summer Analyst, Fort Lauderdale, FL
Hybrid Capital, Finance, Summer Analyst, New York, NY
Next Realty, Real Estate/ Acquisitions, Acquisitions Intern, Northbrook, IL

Retail/Wholesale
Abercrombie & Fitch, Sales Associate, Salt Lake City, UT
B. Good, Department Not Provided, Cashier, Bedford, MA
Bib + Tuck, Strategy/Marketing, Business Development Intern, Orlando, FL
Croscill-Excelsior-Glenoak, Finance Intern, New York, NY
Dagne Dover, Operations and Business Intelligence Intern, New York, NY
Glass-U, Department Not Provided, Director of Sales, Philadelphia, PA
Ix Style, Department Not Provided, Research Intern, New York, NY
Jim Ellis Audi, Sales, Salesman, Atlanta, GA
Joseph Abboud, Marketing / Sales, Intern, New Bedford, MA
Merchants of Beverage, Department Not Provided, Special Initiatives Intern, San Francisco, CA
Nike, Department Not Provided, Athlete, Pismo Beach, CA
Nordstrom, Kidswear, Salesperson, Seattle, WA
Wine Warehouse, Department Not Provided, Merchandiser, San Francisco, CA

**Technology**
4D Global Software Inc., Autohuoltaja.fi web portal, Business Development Consultant, Turku, Finland
Caradigm, Department Not Provided, Front End Development Intern, Bellevue, WA
CB Insights, Research Analyst, New York, NY
CB Insights, Research Analyst, New York, NY
Facebook, Software Engineering, iOS Engineering Intern, Menlo Park, CA
Google, Ads Quality, Intern, Mountain View, CA
Helmet Hub, Electrical and Electronics Engineering, Intern, Boston, MA
Plantronics, Marketing, Product Marketing Intern, Santa Cruz, CA
Point, Department Not Provided, Software Engineer, Mountain View, CA
Pozible, Crowdfunding, Marketing Intern, Shanghai, China
Quovo, Inc., Department Not Provided, Back-End Developer, Data Analyst, New York, NY
SmartyPAL, Inc., Department Not Provided, Business Development Intern, Philadelphia, PA
Soloplay Inc., Department Not Provided, Intern, Toronto, Canada
StoryCall, Department Not Provided, Sales Development Representative (SDR), Buckhead, GA
UTC Retail, Marketing Coordinator, Victor, NY
UTC Retail, Marketing Intern, Rochester, NY

**Transportation**
AAA, Mail Operations Specialist, Portland, OR
Copa Airlines, Human Resources, Communications Intern, Panama City, Panama