By the numbers...

635 students
40.3% response rate

$2,504 average monthly salary

82% pursued internships

23.4% interned abroad

Industries include:
- Technology: 8.5%
- Government: 5.3%
- Education: 13.8%
- Manufacturing: 8.5%
- Nonprofit: 7.9%
- Finance: 20.1%
- Other: 35.9%
Student responses were collected using an online survey between August 2015 and December 2015. Of the 635 Wharton sophomores scheduled to graduate during the 2017 – 2018 academic year, 256 completed the survey (40.3% response rate). Of those, 211 students indicated they worked during the summer (144 full-time, 44 part-time and 23 did not specify number of hours worked) while 45 pursued other activities.

![Chart of Job Functions of Wharton Interns](chart.png)

**Employed Full-Time**
- # Respondents: 144
- % Respondents: 56.3%
- Paid Experience: 113
- Unpaid Experience: 31
- % Respondents: 17.2%
- Paid Experience: 28
- Unpaid Experience: 16
- # Respondents: 23
- % Respondents: 9.0%
- Paid Experience: 0
- Unpaid Experience: 1
- # Respondents: 45
- Paid Status Unknown: 22
- Other: 4

**Employed Part-Time**
- # Respondents: 44
- % Respondents: 17.2%
- Paid Experience: 28
- Unpaid Experience: 16
- % Respondents: 9.0%
- Paid Experience: 0
- Unpaid Experience: 1
- # Respondents: 23
- % Respondents: 9.0%
- Paid Experience: 0
- Unpaid Experience: 1
- # Respondents: 45
- Paid Status Unknown: 22
- Other: 4

**Employed (hours not specified)**
- # Respondents: 23
- % Respondents: 9.0%
- Paid Experience: 0
- Unpaid Experience: 1
- # Respondents: 45
- Paid Status Unknown: 22
- Other: 4

**Other Activities**
- # Respondents: 45
- Paid Status Unknown: 22
- Other: 4

*Does not include students who indicated receiving stipends. **Minimum of 3 weeks.

**Job Functions of Wharton Interns (including full and part-time positions)**

Marketing attracted the largest percentage of students with 11.4% pursuing internships in this area. Education continued to be popular with 10.3% reporting internships in this area – approximately 5% lower than last year.

Management/administration, consulting, information technology (IT), and various finance roles were also options pursued by students in significant percentages.

Data from the chart illustrates a wide variety of interests pursued by students for internships with some relative balance among the most popular areas.

**Primary Summer Experience**

Over 82% of Wharton sophomores participated in an internship during the 2015 summer as their primary summer experience – an increase from last year. Other Wharton sophomores pursued different activities such as classes and travel in smaller numbers.

Prepared by S. David Ross
Associate Director
Career Services, Division of VPUL
University of Pennsylvania
February 2016
Average Monthly Summer Salary By Industry
Data includes 77 respondents who indicated 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>2 (2.6%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Communications</td>
<td>4 (5.2%)</td>
<td>$2,063</td>
<td>$1,000 - $3,344</td>
</tr>
<tr>
<td>Consulting</td>
<td>2 (2.6%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Education</td>
<td>3 (3.9%)</td>
<td>$1,960</td>
<td>$1,500 - $2,400</td>
</tr>
<tr>
<td>Energy</td>
<td>1 (1.3%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Financial Services</td>
<td>20 (26.0%)</td>
<td>$3,252</td>
<td>$300 - $6,700</td>
</tr>
<tr>
<td>Government</td>
<td>1 (1.3%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Healthcare</td>
<td>1 (1.3%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Hospitality/Leisure/Sports</td>
<td>2 (2.6%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Insurance</td>
<td>7 (9.1%)</td>
<td>$2,626</td>
<td>$1,900 - $3,840</td>
</tr>
<tr>
<td>Legal Services</td>
<td>2 (2.6%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>10 (13.0%)</td>
<td>$2,392</td>
<td>$1,240 - $4,000</td>
</tr>
<tr>
<td>Nonprofit/Social Services</td>
<td>1 (1.3%)</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Other</td>
<td>4 (5.2%)</td>
<td>$1,276</td>
<td>$825 - $2,000</td>
</tr>
<tr>
<td>Real Estate/Construction</td>
<td>3 (3.9%)</td>
<td>$2,873</td>
<td>$1,900 - $4,800</td>
</tr>
<tr>
<td>Retail / Wholesale</td>
<td>3 (3.9%)</td>
<td>$1,579</td>
<td>$500 - $2,000</td>
</tr>
<tr>
<td>Technology</td>
<td>11 (14.3%)</td>
<td>$3,001</td>
<td>$1,600 - $5,384</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 188 students with internship location identified.

<table>
<thead>
<tr>
<th>UNITED STATES</th>
<th>INTERNATIONAL/U.S. TERRITORY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>Brazil</td>
</tr>
<tr>
<td>Arizona</td>
<td>Cambodia</td>
</tr>
<tr>
<td>California</td>
<td>Canada</td>
</tr>
<tr>
<td>Colorado</td>
<td>China (including Hong Kong)</td>
</tr>
<tr>
<td>Connecticut</td>
<td>France</td>
</tr>
<tr>
<td>Delaware</td>
<td>Germany</td>
</tr>
<tr>
<td>District of Columbia</td>
<td>Ghana</td>
</tr>
<tr>
<td>Florida</td>
<td>Hungary</td>
</tr>
<tr>
<td>Georgia</td>
<td>India</td>
</tr>
<tr>
<td>Idaho</td>
<td>Indonesia</td>
</tr>
<tr>
<td>Illinois</td>
<td>Italy</td>
</tr>
<tr>
<td>Kentucky</td>
<td>Japan</td>
</tr>
<tr>
<td>Maine</td>
<td>Kuwait</td>
</tr>
<tr>
<td>Maryland</td>
<td>Netherlands</td>
</tr>
<tr>
<td>Massachusetts</td>
<td>Nicaragua</td>
</tr>
<tr>
<td>Michigan</td>
<td>Oman</td>
</tr>
<tr>
<td>Minnesota</td>
<td>Panama</td>
</tr>
<tr>
<td>Missouri</td>
<td>Paraguay</td>
</tr>
<tr>
<td>New Jersey</td>
<td>Peru</td>
</tr>
<tr>
<td>New York</td>
<td>Philippines</td>
</tr>
<tr>
<td>North Carolina</td>
<td>Republic of Korea</td>
</tr>
<tr>
<td>Ohio</td>
<td>Saudi Arabia</td>
</tr>
<tr>
<td>Pennsylvania</td>
<td>Singapore</td>
</tr>
<tr>
<td>Tennessee</td>
<td>Switzerland</td>
</tr>
<tr>
<td>Texas</td>
<td>Taiwan</td>
</tr>
<tr>
<td>Virginia</td>
<td>United Arab Emirates</td>
</tr>
<tr>
<td></td>
<td>United Kingdom of Great Britain and Northern Ireland</td>
</tr>
</tbody>
</table>

44 students (23.4% of students who reported internship location) completed internships outside the United States
**Date Summer Job or Internship Offer Was Received**
Includes 164 students who reported when they received their offers.

- Prior to January 2015: 3.7%
- January 2015 - February 2015: 11.6%
- March 2015: 23.2%
- April 2015: 23.8%
- May 2015: 28.0%
- June 2015 or later: 9.8%

**How Students Obtained Internships**

Most students secured their internships by either identifying and cultivating networking contacts or applying directly to employers. Non-OCR Career Services leads such as career fairs or internship listings in PennLink or iNet provided opportunities for approximately 7% of rising sophomores while Penn-sponsored Internship programs were also popular among students.

In aggregate, students utilized a variety of tactics and strategies to obtain summer internships.

**Summer Jobs and Internships Held**
Students responding to the summer survey provided the name and location of the organizations they worked for, along with their job titles. The list is organized by job industry.

**Accounting**
Johnson Mowdy CPA, Intern, Aquebogue, NY
KPMG, International Tax Compliance, Summer Intern, Budapest, Hungary

**Communications**
Adaptive Medias, Finance, Operations Intern, Irvine, CA
Cooperatize, Sales Analyst and Web Developer, New York, NY
Factory 360, Business Development Intern, New York, NY
Filmko Entertainment, Ltd., Marketing Intern, Beijing, China
Gin Lane Media, Strategy, Strategy Intern, New York, NY
Global Marketing Associates, International Marketing Intern, Philadelphia, PA
Goodspeed Musicals, Featured Dancer, East Haddam, CT
Jacobson Strategic Communications, Marketing and Communications Intern, Philadelphia, PA
West Coast Media, Intern, Ontario, CA

**Consulting**
China Insights Consultancy, Consulting Department, Research Assistant, Shanghai, China
Deloitte Consulting, Corporate Finance Advisory, Corporate Finance Advisory Intern, Dubai, United Arab Emirates
Deloitte Touche Tohmatsu, Mergers and Acquisitions, Corporate Finance Intern, Ahmedabad, India
Ernst & Young, Business Tax Advisory, BTA Intern, Beijing, China
Global Business Brigades, Student Volunteer, Panama City - Pueblo Nuevo community, Panama
legalPAD, Innovation Consultant, Vicenza, Italy
PA Small Business Development Center, Consultant, Philadelphia, PA
PA Small Business Development Center, Intern, Philadelphia, PA
Sacred Valley Project, Lead Consultant, Ollantaytambo, Peru

**Education**
Internationale Schule Frankfurt Rhein Main, Secondary School, IB Math SL Secondary Summer School Teacher, Frankfurt, Germany
Ivy-Way, Teacher, Taipei, Taiwan
Leadership Education and Development, LEAD RTA, Philadelphia, PA
LearningWorks: A Breakthrough Program, English, 8th Grade English Teacher, Minneapolis, MN
New York University, Department of Chemistry, Student Researcher, New York, NY
Teach for the Philippines, Civic Engagement Consultant, Manila, Philippines
University of Delaware, Center for Translational Research, Research Associate, Newark, DE
University of Pennsylvania, Bioengineering, Research Assistant, Philadelphia, PA
University of Pennsylvania, Business Economics and Public Policy - The Wharton School, Research Assistant, Philadelphia, PA
University of Pennsylvania, Business Economics and Public Policy, Research Assistant, Philadelphia, PA
University of Pennsylvania, Computer Science Department, Research Assistant, Philadelphia, PA
University of Pennsylvania, Health Care Management, SPUR Scholar, Philadelphia, PA
University of Pennsylvania, Jerome Fisher Program in Management and Technology Program, Residential Teaching Assistant, Philadelphia, PA
University of Pennsylvania, Leadership in the Business World, Residential Team Adviser, Philadelphia, PA
University of Pennsylvania, Leonard Davis Institute of Health Economics, Research Assistant, Philadelphia, PA
University of Pennsylvania, Library Assistant, Philadelphia, PA
University of Pennsylvania, Management Department, Research Assistant, Philadelphia, PA
University of Pennsylvania, Marketing, Research Assistant, Philadelphia, PA
University of Pennsylvania, Position Title Not Provided, Philadelphia, PA
University of Pennsylvania, Position Title Not Provided, Philadelphia, PA
University of Pennsylvania, Psychology, Research Assistant, Philadelphia, PA
University of Pennsylvania, Radiation, Researcher, Philadelphia, PA
University of Pennsylvania, Residential Teaching Assistant, Philadelphia, PA
Vanderbilt University, Molecular Physiology and Biophysics, Summer Research Intern, Nashville, TN
Wharton Summer Program for Undergraduate Research (SPUR), Research Assistant, Philadelphia, PA

**Energy**
Alcoa, Financial Department - Smelting Division, Financial Analyst, Geneva, Switzerland

**Financial Services**
Athlone Financial, Financial Analyst, Toronto, Canada
Banco Brasil Plural, Asset Management, Summer Analyst, Rio de Janeiro, Brazil
Bank Muscat, Position Title Not Provided, Muscat, Oman
Baring Private Equity Asia, Southeast Asia, Summer Associate, Singapore
BNY Mellon, Continuous Process Improvement Intern, Pittsburgh, PA
Boubyan Capital, Asset Management Internship, Kuwait City, Kuwait
BTG Pactual Capital, Operations, Summer Intern, New York, NY
BV Capital LLC, Position Title Not Provided, Managua, Nicaragua
Cabrera Capital Markets, Intern, Philadelphia, PA
Client 1st Advisory Group, Summer Intern, Clearwater, FL
Delaware Investments, Asset Management, Intern, Philadelphia, PA
Dinan & Company, Intern, Phoenix, AZ
Everbright Securities, Risk, Summer Analyst, Shanghai, China
First Republic Investment Management, Luminous, Intern, Los Angeles, CA
Goldman Sachs, Technology, Summer Analyst, New York, NY
Gorelick Brothers Capital, Summer Analyst, Charlotte, NC
Guggenheim Partners, Investment Banking, Summer Analyst, New York, NY
HSBC, Commercial Banking Small and Middle Sized Enterprises, Student Trainee, Hong Kong (S.A.R.)
HSBC, Receivables Finance, Student Trainee, Hong Kong (S.A.R.)
J.P. Morgan, High Yield and Distressed Credit, Summer Analyst, New York, NY
J.P. Morgan, Investment Banking, Financial Institutions, Summer Analyst, New York, NY
Kayne Anderson Capital Advisors, Accounting, Summer Intern, Los Angeles, CA
Kings Peak Asset Management, Analyst, New York, NY
Kotak Financial Services, Summer Intern, Dubai, United Arab Emirates
Lazard, M&A Advisory, Intern, Amsterdam, Netherlands
Morgan Stanley, Fixed Income Sales and Trading, Summer Analyst, New York, NY
Morgan Stanley, Sales & Trading, Summer Analyst, New York, NY
Government
Consumer Financial Protection Bureau, Consumer Response, Intern, Washington, DC
Ministry of Technical Planning and Economic Development, Management by Objectives, Summer Analyst, Asuncion, Paraguay
National Institutes of Health, Eunice Kennedy Shriver National Institute of Child Health and Human Development, Summer Intern, Bethesda, MD
SLAC National Accelerator Laboratory, Laser Physics, Research Intern, Menlo Park, CA
U.S. Department of Defense, Office of Health Affairs, Health Policy Intern, Washington, DC
U.S. Department of Treasury, Office of Strategic Planning and Performance Improvement, Intern, Washington, DC
U.S. House of Representatives, Budget Committee, Intern, Washington, DC
U.S. Marine Corps, NROCT, Midshipman, San Diego, CA
U.S. Senator Cory Booker, Legislative Intern, Camden, NJ
White House, Office of Management and Administration, White House Intern, Washington, DC

Healthcare
Atlantic Health System, Office Assistant, Summit, NJ
Cape Cod Healthcare, Finance and Budget Intern, Hyannis, MA
CenterPointe Hospital, LLC, Financial Consultant, St. Louis, MO
Cleveland Clinic, Finance Intern, Cleveland, OH
Princeton Windrows, Food Service, Server/Busser, Plainsboro, NJ
University of Pennsylvania Health System, Orthopaedic Surgery, Research Assistant, Philadelphia, PA
World Health Organization - Pan American Health Organization, Knowledge Management Bioethics and Research Intern, Washington, DC
Wright Patterson Air Force Base Hospital, Oncology, Point of Contact, Dayton, OH

Hospitality/Leisure/Sports
Julian Krinsky Camps & Programs, Residential Teaching Assistant, Philadelphia, PA
Lobster Cove Restaurant, Oven Cook, York, ME
Shoal Creek Country Club, Caddy, Birmingham, AL
YMCA, Camp Counselor, Flemmington, NJ

Insurance
Aflac, Business Consultant, Los Angeles, CA
Blue Cross Blue Shield Association, Medical Policy, Position Title Not Provided, Washington, DC
Construction Risk Partners and CRISP Insurance Agency, Private Client Group, Intern, New York, NY
John Hancock, Summer Intern in U.S. Annuities IFRS Valuation and Financial Reporting, Boston, MA
Lincoln Financial Group, Business Strategy Analyst/Intern, Radnor, PA
Lincoln Financial Group, Underwriting and Pricing, Business Analytics and Risk Management Intern, Atlanta, GA
Manulife Japan, Operations, Intern, Tokyo, Japan
New York Life, Intern, Vienna, VA
Total Insurance Services, Property and Casualty, Summer Intern, Northbrook, IL
WKF&C Underwriting Managers, Operations, Summer Analyst, Melville, NY

Legal Services
D.F. King, Position Title Not Provided, New York, NY
Mills, PLLC, Corporate, Assistant to General Counsel of Connected Nation Exchange, Inez, KY

Manufacturing
Acero Precision, HR Intern, West Chester, PA
Applied DNA Sciences, Inc., Production, Summer Intern, Stonybrook, NY
Bosch-Rexroth, Corporate Finance, Intern/Co-Op, Hoffman Estates, IL
Dutch Valley Food Development, Seasonal Employee, Myerstown, PA
Esquire Lighting Group, Summer Intern, Tappan, NY
Fizzics Group LLC, Intern, White Plains, CT
General Motors, Contract Management, Intern, Warren, MI
Johnson and Johnson, Marketing Department, Intern, Seoul, Republic of Korea
Kadmon Corporation, Research Department, Intern, New York, NY
LVD Strippit, Marketing Intern, Akron, NY
Lyondellbasell, Strategic Planning and Transactions, Summer Analyst, Houston, TX
Philadelphia Style Magazine, Intern, Philadelphia, PA
Pinnacle Foods, Supply Chain Planning Intern, Parsippany, NJ
Qualcomm, Software Engineering Intern, San Diego, CA
Regal Industrial Sales, Business Development, Intern, Victor, NY
Regeneron Pharmaceuticals, Genetics Center, Intern, Tarrytown, NY

Nonprofit
Agatston Nonprofit, Chicago, IL
Ashoka, Global Communications and U.S. Venture/Fellowship, Organizational Design and Stakeholder Engagement Intern, Washington, DC
Blue Sparrow, Microfinance, Position Title Not Provided, Huancayo, Peru
Effective Altruism Global, Logistics and Volunteer Coordinator, Oakland, CA
iFLIP4, Human Resources, Recruiting Manager, East Hanover, NJ
John S. and James L. Knight Foundation, Arts, Intern, Miami, FL
Let’s Get Ready, Site Director, Philadelphia, PA
New Hope for Cambodian Children, Business Consultant, Phnom Penh, Cambodia
Peachtree Presbyterian Church, Position Title Not Provided, Atlanta, GA
Philadelphia Chinatown Development Corporation, Intern, Philadelphia, PA
Philadelphia–Israel Chamber of Commerce, Intern, Philadelphia, PA
Third Way, Economics Program, Capital Markets Initiative Intern, Washington, DC
Yonso Project, Fundraising and Promotion Intern, Apaah, Ghana
Yonso Project, Intern, Jamasi–Asante, Ghana
Youth Empowering Parents, Development Associate, Toronto, Canada

Other
Aloha Lawn Maintenance, Lawn Care Associate, Westminster, CO
Frieze Ice Cream Factory, Administrative Assistant, Miami Beach, FL
HRnetOne, Healthcare and Finance, Intern, Hong Kong (S.A.R.)
Ingage, Security Guard, Philadelphia, PA
J.R. Simplot Company, Corporate Hedging, Treasury Department Analyst, Boise, ID
Kimmers Ice Cream, Assistant Manager, Saint Charles, IL
Sealed Inc., Customer Operations and Marketing Intern, New York, NY

Real Estate/Construction
A. Perry Homes, Intern, Winnetka, IL
Colliers International, Investment Intern, Jakarta, Indonesia
Eastdil Secured, Position Title Not Listed, Santa Monica, CA
Jacobson and Co., Carpenter’s Apprentice, New York, NY
M Capital Partners, Asset Management, Analyst, Los Angeles, CA
Nest Seekers International, Serhant Team Brokerage, Intern, New York, NY
Urban Analytics Inc., Market Analysis, Summer Intern, Vancouver, Canada

Retail/Wholesale
Adelphia Seafood, Salesman, Reading, PA
American Eagle Outfitters, Retail Sales Associate, Queens, NY
Berkeley Wine Company, Stock Manager, Berkeley Heights, NJ
Bloomingdales, Mens’ Designer, Sales Professional, New York, NY
Fauchon S.A.S, Project Coordinator, Paris, France
Maison Ullens, Intern, Hong Kong (S.A.R.)
Williams Sonoma, Inc., Global Finance Intern, San Francisco, CA
Wirtz Beverage, Intern, Cicero, IL
**Technology**
Bentley Systems, Bentley Software, LEARNservices Intern, Exton, PA
Depository Trust and Clearing Corporation, Quantitative Risk Management, Intern, Jersey City, NJ
Facebook, iOS Intern, Menlo Park, CA
Fundera, Business Analyst, New York, NY
Google, Corporate Engineering, Applications Developer Intern, Mountain View, CA
Humin, Product Manager, San Francisco, CA
IBM, Software Engineer, New York, NY
Kalibrr, Video Marketing Intern, Manila, Philippines
Picwell, Software Engineering Intern, Philadelphia, PA
PymWym (Stealth Startup), Product & Business Development Intern, Santa Clara, CA
SalesWise, Finance/Accounting/Marketing, Summer Intern, Atlanta, GA
SimpleReach, Finance and Operations Intern, New York, NY
Taboola, Strategic Account Manager, New York, NY
Tassl LLC, Software Development Intern, Camden, NJ
TouchTunes, Media Advertising and Sales Intern, New York, NY
Varagesale Inc., Engineering, Android Development Intern, Toronto, Canada

**Transportation**
Port Authority of NY & NJ, Comptroller's Department/Lease Accounting, Management Intern, Jersey City, NJ