



CAREER SERVICES

University of Pennsylvania

School of Engineering & Applied Science

Undergraduate Career Plans Survey Report 2002-2003

Overview

Each year Career Services surveys the SEAS graduating class to gather information about their post-graduation plans. This report summarizes the responses from December 2002, May and August 2003 SEAS Bachelor's degree recipients. The school awarded 355 undergraduate degrees. Career Services received 284 responses, which represents an 80% response rate.

Nearly 60% of the survey respondents were employed and over 24% were pursuing graduate work. Of those continuing their education, nearly 58% enrolled in engineering programs. There was a 1% increase from last year's class in the number of students entering graduate study. The percentage of those still seeking employment was 13.7%. The overall average salary of the employed respondents was \$51,252. The industry sectors reflecting the largest increases for employment were Technology (5.3%) and Manufacturing (3.6%).

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March 2004

Post Graduation Plans

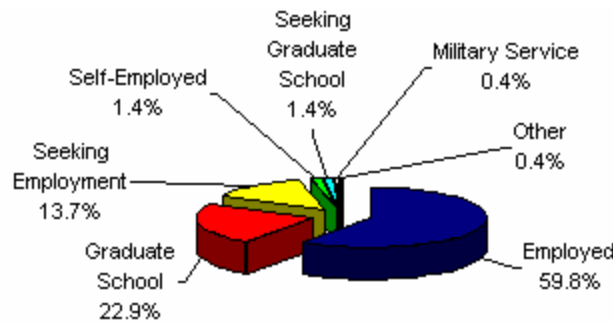


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SECTION 1 - RESPONDENTS

Percent Response by Year

<u>Year</u>	<u>Degrees Awarded</u>	<u>Surveys Returned</u>	<u>Percent Response</u>
2003	355	284	80.00%
2002	398	327	82.16%
2001	302	295	97.68%
2000	339	237	69.91%
1999	327	228	69.70%
1998	294	211	71.76%
1997	320	136	42.50%

SECTION 2 - PURSUITS

Pursuits Upon Graduation

<u>Plan</u>	<u>Number</u>	<u>2002-2003%</u>	<u>2001-2002%</u>	<u>2000-2001%</u>
Full-time Employment	170	59.8	63.0	65.8
Self-Employed	4	1.4	1.6	1.8
Attending Full-time Graduate School	65	22.9	22.3	14.6
Seeking Full-time Employment	39	13.7	11.0	14.9
Seeking Graduate School Admission	4	1.4	1.2	2.9
Military Service	1	0.4	0.9	0.0
Other	1	0.4	0.0	0.0
TOTAL:	284	100.0	100.0	100.0

SECTION 3 - ANALYSIS OF EMPLOYED RESPONDENTS

Employers with the Most Offers Accepted

Number Accepted	Company/Organization
10	American Management Systems
9	Accenture
7	Lockheed Martin
6	Microsoft
4	L-3 Communications, University of Pennsylvania
3	Boeing, Deloitte Consulting, Ernst & Young, MIT Lincoln Laboratory, Morgan Stanley
2	Appian, Campus Crusade for Christ, Citigroup, Foamex International Inc., Johnson & Johnson, JP Morgan Chase, Merck, Mother's Work, Inc., Salomon Smith Barney, Teach for America, Teletronics Technology Corporation, University of Pennsylvania Health System

Geographic Distribution of Jobs

<u>Area</u>	<u>Number</u>	<u>Percent</u>
United States		
Northeast	7	4.4
Mid-Atlantic	110	68.8
Southeast	19	11.9
Midwest	5	3.1
West	6	3.8
Southwest	4	2.5
Abroad	9	5.5
Total:	160	100%

Date Received Offer

123 graduates reported the date they received the offer for the position they accepted.

<u>Date Received Offer</u>	<u>Percent</u>
April – May 2002	0.8
June – August 2002	10.6
September – December 2002	28.4
January – March 2003	26.8
April – May 2003	17.1
June – September 2003	11.4
October – December 2003	4.9
Total:	100%

Range and Average Number of On-Campus Recruiting (OCRS) Interviews Per Student

	<u>Range</u>	<u>Average</u>
On-Campus Recruiting <u>First</u> Interviews	1-50	8.3
<u>Second</u> Interviews Resulting from OCRS	1-20	3.6

Range and Average Number of Job Offers Received Per Student

	<u>Range</u>	<u>Average</u>
On-Campus Recruiting Offers	1-5	2.0
Career Services Offers (Career Day, Resume Book, PennLink)	1-2	1.0
Offers from sources other than OCRS and Career Services	1-5	1.2
All Offers Combined	1-6	1.8

How Full-time Employed Respondents Received Their Job Offers

	<u>Number</u>	<u>Percent</u>
Through On-Campus Recruiting and Career Services	96	57
On Their Own*	72	43
Total:	168	100%

*19% of students reported that they accepted an offer through Career Services and their internship. This would indicate that their internship was a result of contact through Career Services.

Average Salary by Major

Major	Surveys w/ Salaries	Average	Range
Applied Science			
General	0		
Biomed. Sci.	3	\$47,333	\$25,000 – 65,000
Comp. & Cog. Sci.	1		
Comp. Sci.	6	\$51,833	\$40,000 – 56,000
Digital Media Design	1		

Average Salary by Major (continued)

Bioengineering	6	\$40,236	\$27,000 – 50,500
Chemical Eng.	10	\$50,062	\$38,000 – 58,000
Civil Eng.	1		
Computer & Telecommunications Eng.	9	\$54,611	\$51,500 – 58,000
Computer Science	35	\$55,626	\$30,000 – 80,000
Digital Media Design	2	\$47,800	
Electrical Eng.	11	\$48,127	\$30,000 – 58,500
Individualized	8	\$52,375	\$39,000 – 70,000
Materials Science & Eng.	0		
Mech. Eng. & Appl. Mech.	5	\$44,300	\$30,000 – 55,000
Systems Science & Eng.	14	\$48,857	\$30,500 – 60,000
SEAS/CAS – Dual Degree**	7	\$53,857	\$25,000 – 80,000
SEAS/WH – Dual Degree**	29	\$54,071	\$35,000 – 74,000
SEAS/SEAS – Dual Degree**	4	\$59,875	\$56,000 – 65,000

* Single salaries not reported

** Counted in both major and dual degree categories.

Average Salary By Sex

Male Average Salary (excluding SEAS/WH students)	\$50,859 (based on 57 responses)
Female Average Salary (excluding SEAS/WH students)	\$50,808 (based on 21 responses)
Male SEAS/WH Average Salary	\$54,452 (based on 21 responses)
Female SEAS/WH Average Salary	\$50,167 (based on 3 responses)

Average Salary by Job Type

Job Type (Surveys with Salaries)	Average Salary	Range
Accounting		
Internal Accounting (1)	*	*
Arts		
Administration (1)	*	*
Consulting		
Management/Strategy (4)	\$53,750	\$47,000 – 70,000
Technical/Info. Systems (22)	\$52,250	\$46,000 – 60,000
Education		
Teaching (3)	\$34,667	\$30,000 – 39,000
Engineering		
Construction (1)	*	*

Design (12)	\$51,975	\$30,500 – 74,000
Manufacturing/Production (3)	\$54,181	\$50,544 – 56,000
Research & Development (10)	\$52,665	\$38,000 – 70,000

Finance – Corporate

Financial Planning Non-Banking (1)	*	*
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Average Salary by Job Type (continued)

Finance – Investment Analysis

Mergers & Acquisitions (5)	\$53,000	\$40,000 – 60,000
Fin. Analyst (Generalist) (7)	\$53,500	\$45,000 – 55,000
Risk & Foreign Exchange (1)	*	*
Securities Research Analyst (1)	*	*

Finance – Mgmt. & Marketing

Investment Management (1)	*	*
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Finance – Sales & Trading

Sales & Trading (3)	\$56,500	\$55,000 – 58,000
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Government

Legislative Aide/Staff (1)	*	*
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Health

Health Care Policy/Management (1)	*	*
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Information Services

Applications Programming (4)	\$51,750	\$40,000 – 65,000
Database Management (1)	*	*
Software Design/Develop. (10)	\$57,250	\$48,000 – 80,000
Systems Analysis (3)	\$53,000	\$48,000 – 56,000
Systems Programming (1)	*	*
Technical Training (1)	*	*

Insurance

Actuarial (3)	\$45,333	\$43,000 – 48,000
Sales (1)	*	*

Management

Management Training (2)	\$50,500	-----
Operations (2)	\$54,000	-----

Marketing

Research/Management (2)	\$51,000	-----
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Not For Profit

Fund Raising/Promotion (2)	\$32,500	-----
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Scientific Research

Biology/Biochemistry (3)	\$33,479	\$27,000 – 39,520
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Social Services

Policy/Program Planning (1)	*	*
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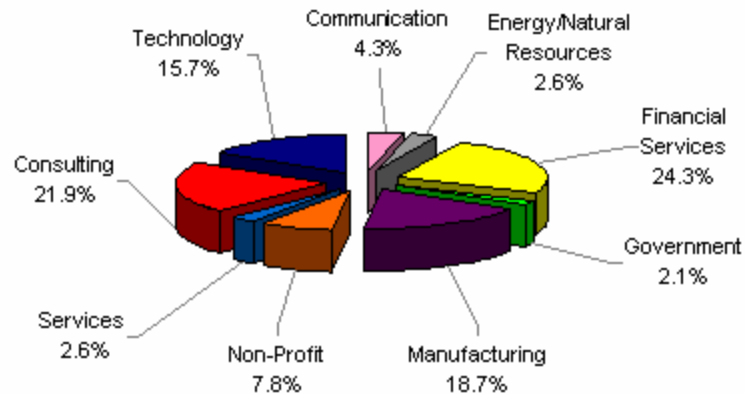
*Single salaries not reported

Average Salary by Industry

Industry	Number of Respondents	Average Salary	Range
Communications			
Publishing/Printing	1	*	*
Telecommunications	4	\$54,875	\$51,500 – 56,000
Energy/Natural Resources			
Energy Production	3	\$44,867	\$30,500 – 55,600
Financial Services			
Commercial Banking	2	\$48,000	-----
Insurance	2	\$51,500	-----
Investment Banking	13	\$56,615	\$53,000 – 65,000
Investment Mgmt. /Counsel	2	\$52,500	-----
Other	9	\$51,000	\$45,000 – 55,000
Government			
U.S. Executive Branch	1	*	*
U.S. Military Service	1	*	*
Manufacturing			
Aerospace	2	\$49,000	-----
Apparel	2	\$65,000	-----
Automotive	1	*	*
Biomedical Products	1	*	*
Chemicals/Gases	1	*	*
Computer Products (hardware)	1	*	*
Consumer Products	1	*	*
Other	6	\$47,786	\$27,000 – 57,600
Pharmaceuticals	5	\$54,704	\$39,520 – 65,000
Polymers/Ceramics	2	\$38,000	-----
Non-Profit/Education			
Elementary/Secondary School	3	\$34,667	\$30,000 – 39,000
Health Care	1	*	*
Higher Education/Sci. Research	1	*	*
Public Interest	4	\$28,467	\$20,400 – 35,000
Services			
Construction	1	*	*
Consulting	25	\$51,840	\$45,000 – 70,000
Legal Services	1	*	*
Retail/Wholesale	1	*	*
Technology			
Internet Services (other)	4	\$61,000	\$48,000 – 80,000
Online Information Provider	1	*	*
Software Products	13	\$56,923	\$47,000 – 74,000

*Single salaries not reported

All Employed Respondents by Industry



Employers Reported by Major

Applied Science – Biomedical Science

Johnson & Johnson, New Brunswick, NJ; Title Not Provided
University of Pennsylvania, Philadelphia, PA; Research Assistant
Wyeth Pharmaceuticals, Philadelphia, PA; Associate Director

Applied Science – Computer & Cognitive Science

Accenture, Philadelphia, PA; Analyst
Pfizer, Sydney, Australia; Title Not Provided

Applied Science – Computer Science

Accenture, New York, NY; Analyst
Boenning & Scattergood, West Conshohocken, PA; Analyst
JP Morgan Chase, New York, NY; Analyst
JP Morgan Chase, New York, NY; Application Delivery Analyst
Morgan Stanley, New York, NY; Analyst
Xspand, Morristown, NJ; Project Manager

Applied Science – Digital Media Design

Art Institute of Philadelphia, Philadelphia, PA; Title Not Provided
Religious Action Center of Reform Judaism, Washington, DC; Legislative Assistant

Bioengineering

Accenture, Philadelphia, PA; Analyst
Accenture, Reston, VA; Analyst
Appian, Tyson's Corner, VA; Consultant
Campus Crusade for Christ, Philadelphia, PA; Title Not Provided
Columbia University, New York, NY; Sr. Lab Technician
Prior Art/Patent Search Firm, Boston, MA; Researcher
Teach for America, Miami, FL; Special Education Teacher
Teach for America, New Orleans, LA; Teacher
University of Pennsylvania Medical School, Philadelphia, PA; Research Assistant
University of Pennsylvania, Philadelphia, PA; Laboratory Assistant

Employers Reported by Major (continued)

Chemical Engineering

Accenture, Philadelphia, PA; Analyst
Bristol Myers Squibb, New Brunswick, NJ; Assistant Research Scientist II
Colgate-Palmolive, Piscataway, NJ; New Product Developer
ExxonMobil, Fairfax, VA; Industrial Sales Engineer
Foamex International Inc., Eddystone, PA; Research and Development Engineer
Johnson & Johnson - Centocor, Malvern, PA; Title Not Provided
Merck, West Point, PA; Engineer
Merck, Whitehouse Station, PA; Merck Management Dev. Program
Procter and Gamble, Cincinnati, OH; Title Not Provided
Uniqema, Wilmington, DE; Management Trainee

Civil Engineering Systems

Evercore Partners, New York, NY; Analyst

Computer & Telecommunications Engineering

Accenture, Houston, TX; Title Not Provided
American Management Systems, Fairfax, VA; Associate
American Management Systems, New York, NY; Associate
American Paralegal Institute, Spring Valley, NY; Technical Director
Citigroup, New York, NY; Analyst
CSR Logic, LLC, New York, NY; Director of Technology
Ernst & Young, New York, NY; Title Not Provided
L-3 Communications, Camden, NJ; Title Not Provided
Lockheed Martin, King of Prussia, PA; Systems Engineer Associate
Log-Net, Inc., Little Silver, NJ; Software Developer
Microsoft, Redmond, WA; Associate Financial Analyst
ZS Associates, Princeton, NJ; Business Information Specialist

Computer Science & Engineering

ABN AMRO Bank, Dubai; Content Manager
Accenture, New York, NY; Analyst
Accenture, Philadelphia, PA; Analyst
Algorithmics, Inc., Mount Laurel, NJ; Associate Software Engineer
American Management Systems, Fairfax, VA; Associate
American Management Systems, New York, NY; Associate
Analog Method LLC, New York, NY; Managing Partner
Appian, Vienna, VA; Title Not Provided
BizRate, Mannadel Ray, CA; Asst Programmer
Campus Crusade for Christ, Philadelphia, PA; Intern
Citigroup, Rutherford, NJ; Trainee Analyst
Community Action Agency, Idaho Falls, ID; Information Systems Manager
Cornerstone Software Development Inc., Morgantown, PA; Software Engineer
Credit Suisse First Boston, New York, NY; Technical Associate
Deloitte Consulting, New York, NY; Systems Analyst
Diamond Cluster, Chicago, IL; Analyst
Ernst & Young; Consultant
Ernst & Young, Dallas, TX; Staff Consultant
GlobeOp, Harrison, NY; Business Analyst
Google, Inc., Mountainview, CA; Software Engineer
Jefferies and Co., New York, NY; Analyst
Li & Tung Trading, Hong Kong, China ; Title Not Provided
Lockheed Martin, Gaithersburg, MD; Title Not Provided
Lockheed Martin, King of Prussia, PA; Systems Engineer Associate

Employers Reported by Major (continued)

Lockheed Martin, Moorestown, NJ; Title Not Provided
Microsoft, Redmond, WA; Software Development Engineer
Microsoft, Seattle, WA; Associate Product Manager
MISO; Program Analyst
MIT Lincoln Laboratory, Lexington, MA; Assistant Staff
Morgan Stanley, Houston, TX; Analyst
Morgan Stanley, New York, NY; Analyst
Mother's Work, Inc., Philadelphia, PA; Analyst
Motorola, Inc., Plantation, FL; Engineer
ProcureStaff, New York, NY; Application Help Desk Support
SAIC, McLean, VA; Title Not Provided
Smiling Screens, Inc., Philadelphia, PA; CTO, CFO
Teletronics Technology Corporation, Bristol, PA; Software Engineer
U.S. Air Force; Title Not Provided
Vanguard, Valley Forge, PA; Title Not Provided
Watson Wyatt Worldwide, New York, NY; Actuarial Analyst

Digital Media Design

Acclaim Entertainment, Glen Cove, NY; Game Tester
Chin Music Press, Seattle, WA; Art Director
Governor Pitacki, New York, NY; Assistant Press Secretary
The Lighting Practice, Philadelphia, PA; Lighting Designer

Electrical Engineering

Albert Einstein Healthcare Network, Philadelphia, PA; Senior Training
Bain & Co, Hong Kong, AB; Associate
FactSet Research Systems, New York, NY; Consultant
Frito-Lay, Inc, Wooster, OH; Operations Resource
Goldman Sachs and Co., New York, NY; Analyst
IFEC Capital, New York, NY; Analyst
L-3 Communications, Camden, NJ; Software Engineer
Lockheed Martin, Fairfax, VA; Title Not Provided
Lockheed Martin, Owego, NY; Systems Engineering Associate
Microsoft, Redmond, WA; Developer Evangelist
Murray, Devine & Company, Philadelphia, PA; Financial Analyst
NYC2012, New York, NY; Marketing Coordinator
Port of Singapore Authority, Singapore, AB; Title Not Provided
Salomon Smith Barney, New York, NY; Analyst
U.S. Patent and Trademark Office, Arlington, VA; Patent Examiner
University of Penn Health System, Philadelphia, PA; Financial Analyst
University of Pennsylvania, Philadelphia, PA; Title Not Provided
Wireless Microsystems, Reading, PA; Member of Technical Staff

Individualized

Accenture, Philadelphia, PA; Analyst
Corporate Executive Board, Washington, DC; Research Assistant
Financo, Inc., New York, NY; Analyst
Hulbert Outdoor Center, Fairlee, VT; Outdoor Education Instructor
Marsh Inc, Philadelphia, PA; Risk Analyst
Mercer Oliver Wyman, New York, NY; Consultant
Merrill Lynch & Co., New York, NY; Analyst
Miller Buckfire Lewis, New York, NY; Analyst
Monitor Group, Zurich, AB; Consultant
NYC Teaching Fellowship, New York, NY; Teacher
Salomon Smith Barney, New York, NY; Analyst
University of Pennsylvania, Philadelphia, PA; Assistant Manager

Employers Reported by Major (continued)

Mechanical Engineering & Applied Mechanics

American Management Systems, Atlanta, GA; Associate
Boeing, PA; Manufacturing Engineer
CCRD, Dallas, TX; Engineer
Country Day School, Escasu; Teacher
Exelon Nuclear, Peach Bottom, PA; Engineer
Fish & Neave, New York, NY; Technical Advisor/Patent Agent
Honda, Marysville, OH; Engineer
JFTI, MD; Title Not Provided
Lambda Chi Alpha, Indianapolis, IN; Educational Leadership Consultant

Systems Science & Engineering

American Express Financial Advisors, Conshohocken, PA; Financial Advisor
American Management Systems, Fairfax, VA; Associate
Boeing, Philadelphia, PA; Engineer Analyst
Boeing Company, Seal Beach, CA; Management Trainee Level II
Booz Allen Hamilton, Washington, DC; Title Not Provided
Childrens Hospital of Philadelphia, Philadelphia, PA; Research Assistant
Clark Construction Group, Inc., Bethesda, MD; Office Engineer
Deloitte Consulting, Glen Mills, PA; System Analyst
Deloitte Consulting, Philadelphia, PA; Systems Analyst
Deutsche Bank, London, AB; Analyst
George Weiss Associates, New York, NY; Quantitative Analyst
Inductis Consulting, New York, NY; Business Analyst
L-3 Communications, Camden, NJ; Associate Member of Engineering Staff
Lord and Taylor, New York, NY; Executive Trainee
Marsh McClelland Corp., New York, NY; Risk Analyst
Microsoft, New York, NY; Business Development Representative
Northwestern Mutual, Smithtown, NY; Financial Representative
Soleil Securities, New York, NY; Associate
Susquehanna Group, PA; Assistant Trader
Tetra Tech, Inc, Fairfax, VA; Associate Environmental Engineer
The Radian Group, Philadelphia, PA; Analyst

SECTION 4 - ANALYSIS OF GRADUATE STUDY RESPONDENTS

Fields of Full-time Graduate Study

<u>Field</u>	<u>2003</u>	<u>2002</u>	<u>2001</u>	<u>2000</u>
Engineering	57.8%	45.7%	71.1%	48.9%
Medicine/Dentistry	18.8%	17.1%	13.2%	21.3%
Business	3.1%	10.0%	5.3%	6.4%
Architecture	3.1%	0.0%	2.6%	0.0%
Biotechnology	4.7%	0.0%	0.0%	0.0%
Education	3.1%	2.9%	2.6%	0.0%
Law	1.6%	12.9%	0.0%	6.4%
Multimedia	3.1%	5.7%	2.6%	6.4%
Other	9.4%	5.7%	2.6%	10.6%

Degrees Being Pursued

MAJOR	MSE/MA MS/MFA	PhD	MD/ DMD	MD/PhD	JD	MBA	Not Specified/Other
AS – Biomedical Science			5				
AS – Computer & Cognitive Science	1						
AS – Computer Science	1		1				1
Bioengineering	4	1	5				
Chemical Engineering		3					1
Civil Engineering	1						
Computer Science & Eng.	5	2					
Computer & Tel.	3						
Digital Media Design	2						
Electrical Engineering	7	3					
Individualized Major						1	
Materials Science & Eng.	2	4					1
Mechanical Eng. & Applied Mechanics	2	2					
Systems Science & Engineering	1	2			1	1	1
TOTAL	29	17	11		1	2	4

Graduate Schools Attended by Major

APPLIED SCIENCE – BIOMEDICAL SCIENCE

Case Western Reserve University, MD; Medicine
 Temple University School of Medicine, MD; Medicine
 Temple University School of Medicine, MD; Medicine
 University of Maryland Medical School, MD; Medicine
 University of Michigan, M.D.; Medicine

APPLIED SCIENCE – COMPUTER & COGNITIVE SCIENCE

University of Cambridge, M. Phil; Pharmacology

APPLIED SCIENCE – COMPUTER SCIENCE

Columbia University, MPA; Earth Systems Science, Policy, Mgmt
 Temple University School of Medicine, MD; Medicine
 University of Pennsylvania, Post-Baccalaureate, Field Not Specified

BIOENGINEERING

Boston University Medical School, MA; Medicine

Graduate Schools Attended by Major (continued)

Johns Hopkins School of Medicine, MD; Medicine
New York School of Medicine, MD; Medicine
Northwestern University, PhD; Bioengineering
Temple University Medical School, MD; Medicine
University of Pennsylvania, Masters; Architecture
University of Pennsylvania, MB; Biotechnology
University of Pennsylvania, MB; Biotechnology
University of Pennsylvania, MB; Biotechnology
University of Washington, M.D.; Medicine

CHEMICAL ENGINEERING

Northwestern University, PhD; Materials Science and Engineering
University of Innsbruck, Degree Not Provided; Biomedical Science
University of Notre Dame, PhD; Chemical Engineering
Vanderbilt University, PhD; Chemical Engineering

CIVIL ENGINEERING

University of Pennsylvania, Masters; Architecture

COMPUTER SCIENCE AND ENGINEERING

Cambridge University, PhD; Computer Science
Stanford University, MS; Management Science and Engineering
UC Berkeley, PHD; Computer Science
University of Michigan, Masters; Aerospace
University of Pennsylvania, Master's; Education
University of Pennsylvania, MSE; Computer & Information Science
University of Pennsylvania, MSE; Computer & Information Science

COMPUTER & TELECOMMUNICATIONS ENGINEERING

University of Pennsylvania, MSE; Electrical Engineering
University of Pennsylvania, Master's; Electrical Engineering
University of Pennsylvania, MSE; Telecommunications and Networking

DIGITAL MEDIA DESIGN

Carnegie Mellon, Master's; Entertainment Technology
University of Pennsylvania, MCP; City and Regional Planning

ELECTRICAL ENGINEERING

Columbia University, M.S.; Electrical Engineering
George Washington University, Master's; Education
Massachusetts Institute of Technology, PhD; Electrical Engineering
Stanford University, M.S; Management Science and Engineering
Stanford University, MS; Management Science and Engineering
UC Berkeley, PhD; Bioengineering
University of California - LA, PhD; Electrical Engineering
University of Pennsylvania, MSE; Electrical Engineering
University of Pennsylvania, MSE; Electrical Engineering
University of Pennsylvania, MSE; Systems Engineering

INDIVIDUALIZED MAJOR

University of Pennsylvania, MBA; Business

MATERIALS SCIENCE AND ENGINEERING

Cambridge University, MPhil; Materials Science
Stanford University, PhD; Materials Science and Engineering
University of California Santa Barbara, PhD; Materials Science

Graduate Schools Attended by Major (continued)

University of California, Santa Barbara, PhD; Materials
University of Edinburgh, Beng; Mechanical Engineering
University of Michigan, Ph.D.; Materials Science and Engineering
University of Virginia, Masters; Materials Science and Engineering

MECHANICAL ENGINEERING AND APPLIED MECHANICS

Columbia University, MS; Industrial and Operations Engineering
Georgia Institute of Technology, PhD; Aerospace Systems Design
Massachusetts Institute of Technology, Master's; Mechanical Engineering - Design
Princeton University, PhD; Mechanical and Aerospace Engineering

SYSTEMS SCIENCE AND ENGINEERING

Cornell University, Masters; Operations Research and Industrial Engineering
Cornell University, PhD; Physics
Indian School of Business, MBA; Business
Massachusetts Institute of Technology, PhD; Electrical Engineering and Computer Science
University of Pennsylvania, Post-Baccalaureate; Pre-Health
University of Southern California, J.D.; Law