

# Wharton Class of 2002 Career Plans Survey Report

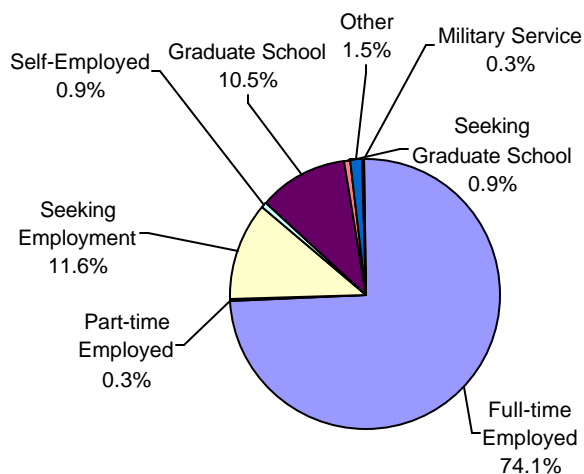
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	<u>2002</u>	<u>2001</u>
Number of Degrees Awarded	585	599
Number of Completed Surveys	344	391
Percentage Response	58.8%	65.3%

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## SUMMARY OF POST-GRADUATION PLANS

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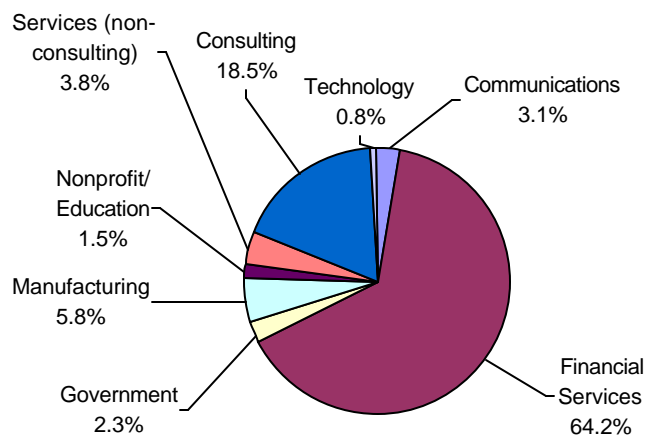
This report summarizes responses from December 2001 and May/August 2002 Wharton Bachelor of Science in Economics degree recipients.

The tight economy during the 2001-2002 academic year played a role in the postgraduate plans of Wharton seniors. A larger percentage of students than typical (10.5%) entered graduate school immediately upon graduation. While three quarters of Wharton seniors had secured full-time employment by July, over 11% were still seeking positions, which is much higher than in recent years. In addition, salaries were slightly lower for the Class of 2002.

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## INDUSTRIES EMPLOYING WHARTON GRADUATES

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Although the Financial Services industry was hit hard during the 2001-2002 year, it continued to be the most popular industry for Wharton seniors. While many of the large investment banks reported hiring fewer first year analysts, they continued to make recruiting visits to Penn to fill what positions they did anticipate.

Similar to the Class of 2001, this class took fewer Consulting positions, but landed more jobs in Investment Management, Insurance, and Real Estate. Respondents reported an average of 15 first round interviews and an average of two job offers.

## METHODOLOGY

Survey forms were distributed to Wharton seniors through their mail folders in Steinberg Hall-Dietrich Hall in April 2002. An online version of the survey was also utilized to provide an alternative method for students to submit their plans. A follow-up survey was sent to those students who indicated they were “still seeking” in July 2002. A total of 344 surveys were collected.

### POST-GRADUATION PLANS

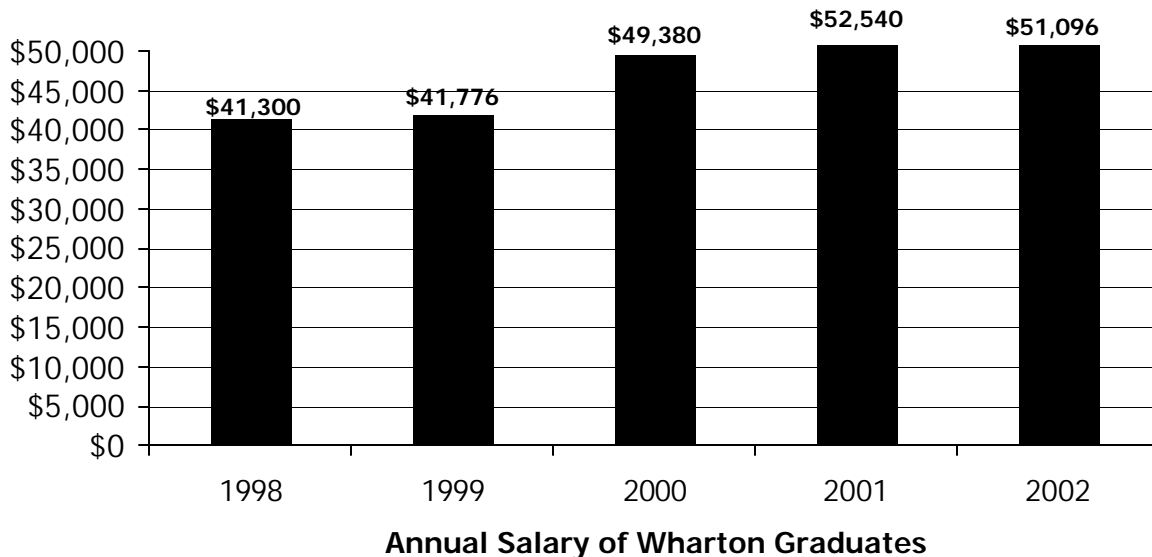
Plan	2002		2001	
	Number	Percent	Number	Percent
<b>Full-time Employed</b>	255	74.1%	344	88.0%
<b>Graduate School</b>	36	10.5%	14	3.6%
<b>Seeking Full-time Employment</b>	40	11.6%	19	4.8%
<b>Seeking Graduate School</b>	3	0.9%	0	0%
<b>Self-Employed</b>	3	0.9%	5	1.3%
<b>Part-time Employed</b>	1	0.3%	4	1.0%
<b>Continuing Current Employment</b>	0	0%	1	0.3%
<b>Entering Military Service</b>	1	0.3%	1	0.3%
<b>Other</b>	5	1.5%	3	0.7%
	344	100%	391	100.0%

### FIVE-YEAR TREND OF MAJOR PURSUITS AND AVERAGE SALARIES

	Employed	Graduate School	Average Salary and Range	
<b>2002</b>	75.3%*	10.5%	\$51,096	\$19,200 - \$75,000
<b>2001</b>	88.0%	3.6%	\$52,540	\$23,000 - \$80,000
<b>2000</b>	92.4%	1.5%	\$49,380	\$24,000 - \$110,000
<b>1999</b>	88.2%	5.0%	\$41,776	\$20,000 - \$80,000
<b>1998</b>	89.6%	4.9%	\$41,300	\$18,000 - \$62,000

\*includes full-time employed, self-employed, and military service

### AVERAGE SALARIES TREND



# ANALYSIS OF EMPLOYED RESPONDENTS

## Starting Salaries and Bonus Figures

236 students who accepted full-time employment provided salary data. Of those that provided this information, 75% indicated that they planned to receive an annual bonus, and 75% received a sign-on bonus. Salary averages included in the following tables are based only upon those 236 graduates reporting full-time employment and a salary figure.

### Average Salary by School and Gender

(The figures listed below are salary only; they do not include bonus information.)

SCHOOL/DEGREE PROGRAM	Average	Range	# of Respondents	% of Respondents
<b>Overall</b>	<b>\$51,096</b>	<b>(\$19,200 - \$75,000)</b>	<b>236</b>	<b>100%</b>
Women	\$48,901	(\$23,100 - \$60,000)	83	35%
Men	\$52,325	(\$19,200 - \$75,000)	153	65%
<b>Wharton Only</b>	<b>\$51,053</b>	<b>(\$23,100 - \$75,000)</b>	<b>164</b>	<b>69.5%</b>
Women	\$48,668	(\$23,100 - \$60,000)	64	27.1%
Men	\$52,580	(\$40,000 - \$75,000)	100	42.4%
<b>M &amp; T Program</b>	<b>\$53,804</b>	<b>(\$28,000 - \$75,000)</b>	<b>23</b>	<b>9.7%</b>
Women	\$51,000	(\$48,000 - \$57,000)	5	2.1%
Men	\$54,583	(\$28,000 - \$75,000)	18	7.6%
<b>Huntsman Program</b>	<b>\$52,133</b>	<b>(\$25,000 - \$65,000)</b>	<b>15</b>	<b>6.3%</b>
Women	\$51,167	(\$40,000 - \$55,000)	6	2.5%
Men	\$52,778	(\$25,000 - \$65,000)	9	3.8%
<b>Dual WH &amp; CAS</b>	<b>\$43,946</b>	<b>(\$19,200 - \$55,000)</b>	<b>15</b>	<b>6.3%</b>
Women	\$40,500	(\$27,000 - \$55,000)	4	1.7%
Men	\$45,200	(\$19,200 - \$55,000)	11	4.6%
<b>Dual WH &amp; SEAS</b>	<b>\$53,625</b>	<b>(\$45,000 - \$65,000)</b>	<b>16</b>	<b>6.8%</b>
Women	*	*	2	0.9%
Men	\$53,429	(\$45,000 - \$65,000)	14	5.9%
<b>Dual WH &amp; NURS</b>	<b>\$49,767</b>	<b>(\$45,000 - \$56,300)</b>	<b>3</b>	<b>1.3%</b>
Women	*	*	2	0.9%
Men	*	*	1	0.4%

\*Salary statistics not released for categories representing less than 1% of all respondents.

### Average Bonus Figures by Gender

BONUS TYPE	OVERALL AVERAGE	WOMEN	MEN
Sign-on Bonus	\$6,803	\$6,583	\$6,899
Annual Bonus (Estimated)	\$17,116	\$11,934	\$18,769

## **Interviewing Activity and Offer Information**

### **On-Campus Recruiting (OCR) Interview Activity**

	<b><u>2002</u></b>	<b><u>2001</u></b>
Total Number of Employers	324	383
Total Number of Interviews	11,306	15,948

### **Average Number and Range of Interviews Per Student (2002)**

	<b><u>First-Rounds</u></b>	<b><u>Second-Rounds</u></b>
Interviews via On-Campus Recruiting	13.1 (0-70)	5.1 (0-30)
Interviews via Career Services leads (Career Days, MonsterTrak, etc.)	1.4 (0-15)	.8 (0-6)
Interviews Via Own Job Search	2 (0-30)	1.3 (0-24)
All Interviews Combined	14.8 (0-75)	6.2 (0-36)

### **Average Number and Range of Job Offers Received Per Student**

	<b><u>2002</u></b>	<b><u>2001</u></b>
On-Campus Recruiting Offers	1.6 (0-20)	2.2 (1-11)
Career Services Offers (Career Days, MonsterTrak, etc.)	0.3 (0-5)	0.4 (1-6)
Offers Resulting from Own Job Search	0.9 (0-8)	1.1 (1-6)
All Offers Combined	2.1 (0-30)	2.7 (1-13)

### **Percentage of Accepted Offers**

	<b><u>2002*</u></b>	<b><u>2001*</u></b>
Accepted Offers through OCR & Career Services	70%	79%
Accepted Offers from Summer Internship	27%	30%

\* Some students indicated that they accepted an offer through both OCR and an internship (possibly because summer internship came through OCR).

### **Date Job Offer was Received**

220 May graduates reported the date on which they received the full-time employment offer for the position they accepted. Over 95% received the offer prior to graduation, with 65% receiving the offer before or during the fall semester.

<b><u>Date Received Offer</u></b>	<b><u>% of May Graduates</u></b>
Prior to September 2001	8.2%
September - December 2001	56.8%
January - March 2002	18.2%
April - May 2002	12.3%
June 2002 or later	4.5%

## Geographic Distribution of Accepted Offers

	<u>2002</u>	<u>2001</u>	<u>2000</u>
<b>Mid-Atlantic</b> (includes NY)	68.1%	66.9%	67.1%
<b>West</b>	5.5%	10.5%	14.8%
<b>Northeast</b>	9.1%	6.0%	4.5%
<b>Southeast</b>	4.3%	2.7%	3.5%
<b>Midwest</b>	3.9%	3.9%	4.8%
<b>Southwest</b>	0%	2.7%	1.0%
<b>International</b>	9.1%*	6.9%	4.2%
<b>Puerto Rico</b>	0%	0.3%	0%

\*Includes England (5), Hong Kong (13), Norway (1) and Singapore (4)

## Employers with the Most Accepted Offers (3 or more acceptances)

	<b>2002</b>		<b>2001</b>	
	<b>Company Name</b>	<b># of Accepted Offers</b>	<b>Company Name</b>	<b># of Accepted Offers</b>
1.	Citigroup/Salomon Smith Barney	15	Salomon Smith Barney	20
2.	Morgan Stanley	14	Goldman Sachs & Co	18
3.	Goldman Sachs & Co.	12	Morgan Stanley Dean Witter	17
4.	Merrill Lynch	10	JPMorgan Chase	16
5.	Deutsche Bank	8	Credit Suisse First Boston	14
6.	JPMorgan Chase	7	Merrill Lynch	12
7.	UBS Warburg	7	Deutsche Bank Alex. Brown	10
8.	Lehman Brothers	6	UBS Warburg	10
9.	Deloitte & Touche	5	Arthur Andersen LLP	8
10.	The St. Paul Companies	4	Monitor Group	7
11.	AMS	3	Time Inc.	7
12.	Boston Consulting Group	3	Accenture	6
13.	Fannie Mae	3	Diamond Cluster International	6
14.	Johnson and Johnson	3	PricewaterhouseCoopers	6
15.	Mercer Management Consulting	3	Bain & Company	5
16.	Monitor Group	3	Banc of America Securities	5
17.	Oliver, Wyman & Co.	3	Jefferies & Company	5
18.	The Blackstone Group	3	Johnson & Johnson	5
19.	William M. Mercer, Inc.	3	McKinsey & Company	5
20.	ZS Associates	3	Oliver, Wyman & Co.	5

## SALARIES BY JOB TYPE

(Includes 235 respondents who reported salary figures and job type. One student did not report job type.)

JOB TYPE	%	AVERAGE SALARY	RANGE	AVERAGE MALE SALARY	AVERAGE FEMALE SALARY
<b>ACCOUNTING</b>	<b>3.0%</b>	<b>\$44,157</b>	<b>\$23,100 - \$60,000</b>	<b>\$46,750</b>	<b>\$40,700</b>
Public Accounting	2.1%	\$39,420	\$23,100 - \$47,000	\$42,333	\$35,050
Internal Accounting	0.9%	*	*	*	*
<b>CONSULTING</b>	<b>16.2%</b>	<b>\$50,132</b>	<b>\$32,000 - \$57,000</b>	<b>\$50,980</b>	<b>\$48,500</b>
Management/Strategy	12.8%	\$50,400	\$32,000 - \$55,000	\$51,238	\$48,444
Technical/Information Systems	2.1%	\$51,100	\$48,000 - \$57,000	\$49,500	\$53,500
Research	1.3%	\$45,833	\$37,500 - \$50,000	\$50,000	\$43,750
<b>ECONOMICS</b>	<b>0.4%</b>	*	*	*	*
Economic Research	0.4%	*	*	*	*
<b>EDUCATION</b>	<b>0.4%</b>	*	*	*	*
Teaching	0.4%	*	*	*	*
<b>ENGINEERING</b>	<b>0.9%</b>	*	*	*	*
Project Management	0.9%	*	*	*	*
<b>FINANCE</b>	<b>57.9%</b>	<b>\$53,484</b>	<b>\$36,000 - \$75,000</b>	<b>\$54,550</b>	<b>\$51,399</b>
<b>Commercial Banking</b>					
Commercial Lending	0.4%	*	*	*	*
Investment Analysis	0.9%	*	*	*	*
<b>Corporate Finance</b> (non-banking)					
Financial Planning & Analysis	3.4%	\$50,000	\$45,000 - \$55,000	\$50,750	\$49,250
<b>Financial Management/Marketing</b>					
Investment Management	4.7%	\$53,545	\$42,000 - \$65,000	\$52,714	\$55,000
<b>Investment Analysis</b>					
Financial Analyst (Generalist)	23.4%	\$52,952	\$43,000 - \$75,000	\$54,645	\$50,765
Capital/Money Markets Analyst	2.1%	\$56,000	\$55,000 - \$60,000	\$55,000	\$57,500
Energy Analyst	0.9%	*	*	*	*
Mergers & Acquisitions Analyst	10.6%	\$55,360	\$49,000 - \$65,000	\$55,409	\$55,000
Public Finance Analyst	2.1%	\$51,600	\$38,000 - \$55,000	\$55,000	\$49,333
Risk & Foreign Exch. Analyst	0.4%	*	*	*	*
Securities Research Analyst	1.3%	\$58,333	\$55,000 - \$65,000	\$60,000	\$55,000
Venture Capital Analyst	3.8%	\$51,778	\$36,000 - \$55,000	\$53,750	\$36,000
<b>Sales and Trading</b>					
Sales	0.9%	*	*	*	*
Trading	3.0%	\$54,500	\$41,500 - \$65,000	\$54,417	\$55,000
<b>GOVERNMENT</b>	<b>0.8%</b>	*	*	*	*
Lobbying	0.4%	*	*	*	*
Public Management	0.4%	*	*	*	*

<b>INFORMATION SYSTEMS/ COMPUTER SCIENCE</b>	<b>0.4%</b>	*	*	*	*
Software Design & Development	0.4%	*	*	*	*
<b>INSURANCE</b>	<b>2.1%</b>	\$48,500	\$47,000 - \$50,500	\$48,625	\$48,000
Actuarial	1.7%	\$48,625	\$47,000 - \$50,500	\$48,833	\$48,000
Benefits & Pension Planning	0.4%	*	*	*	*
<b>LEGAL SERVICES</b>	<b>0.4%</b>	*	*	*	*
Paralegal	0.4%	*	*	*	*
<b>MANAGEMENT</b>	<b>5.6%</b>	<b>\$48,269</b>	<b>\$20,000 - \$60,000</b>	<b>\$47,909</b>	<b>\$50,250</b>
General Management	1.7%	\$45,250	\$20,000 - \$55,000	\$45,250	*
HR/Personnel/Labor Relations	0.4%	*	*	*	*
Management Training	2.6%	\$46,917	\$40,000 - \$55,000	\$48,200	\$40,5000
Operations Management	0.9%	*	*	*	*
<b>MARKETING</b>	<b>6.9%</b>	<b>\$45,644</b>	<b>\$30,000 - \$55,000</b>	<b>\$47,000</b>	<b>\$44,830</b>
Account Management	0.4%	*	*	*	*
Buyer/Merchandising	0.9%	*	*	*	*
Marketing Analysis	0.9%	*	*	*	*
Product/Brand Management	3.8%	\$48,000	\$40,000 - \$50,000	\$46,750	\$49,000
Sales/Sales Management	0.9%	*	*	*	*
<b>NURSING</b>	<b>0.9%</b>	*	*	*	*
Staff Nurse	0.9%	*	*	*	*
<b>REAL ESTATE</b>	<b>3.8%</b>	<b>\$49,778</b>	<b>\$28,000 - \$75,000</b>	<b>\$51,857</b>	<b>\$42,500</b>
Real Estate Investment Analyst	3.8%	\$49,778	\$28,000 - \$75,000	\$51,857	\$42,500
<b>SCIENTIFIC RESEARCH</b>	<b>0.4%</b>	*	*	*	*
Biology/Biochemistry	0.4%	*	*	*	*

\* Salary statistics are not released for categories representing less than 1% of all respondents.

## SALARIES BY INDUSTRY

Includes the 236 respondents who reported salary figures.

INDUSTRY	% OF RESPONDENTS	AVERAGE	RANGE
<b>COMMUNICATIONS</b>	<b>2.5%</b>	<b>\$42,000</b>	<b>\$30,000 - \$45,000</b>
Advertising/Public Relations	0.4%	*	*
Film/Recording	1.3%	\$45,000	\$45,000- \$45,000
Publishing/Printing	0.4%	*	*
Telecommunications	0.4%	*	*
<b>FINANCIAL SERVICES</b>	<b>64.4%</b>	<b>\$52,898</b>	<b>\$23,100 - \$75,000</b>
Accounting	2.5%	\$41,183	\$23,100 - \$50,000
Commercial Banking	2.1%	\$47,800	\$43,000 - \$55,000
Insurance	3.0%	\$53,214	\$47,000 - \$55,000
Investment Banking	38.1%	\$54,498	\$41,500 - \$65,000
Investment Management/Counsel	8.9%	\$54,238	\$38,000 - \$75,000
Real Estate/Land Development	3.8%	\$50,667	\$28,000 - \$75,000
Financial Services (other)	5.9%	\$48,714	\$36,000 - \$60,000
<b>GOVERNMENT</b>	<b>0.8%</b>	*	*
Local Government	0.4%	*	*
State	0.4%	*	*
<b>MANUFACTURING</b>	<b>5.9%</b>	<b>\$47,986</b>	<b>\$40,000 - \$53,000</b>
Aerospace	0.4%	*	*
Electronics/Robotics	0.4%	*	*
Consumer Products	4.7%	\$49,182	\$40,500 - \$53,000
Pharmaceuticals	0.4%	*	*
<b>NON PROFIT/EDUCATION</b>	<b>1.7%</b>	<b>\$41,075</b>	<b>\$27,000 - \$56,300</b>
Elementary/Secondary Education	0.4%	*	*
Health Care (Nonprofit)	1.3%	\$42,767	\$27,000 - \$56,300
<b>SERVICES</b>	<b>23.7%</b>	<b>\$49,250</b>	<b>\$20,000 - \$60,000</b>
Consulting	19.5%	\$50,043	\$32,000 - \$57,000
Food Services	0.4%	*	*
Legal Services	0.4%	*	*
Retail/Wholesale	2.1%	\$47,000	\$40,000 - \$55,000
Transportation	0.4%	*	*
Other Services	0.8%	*	*
<b>TECHNOLOGY</b>	<b>0.8%</b>	*	*
Internet Services - Other	0.4%	*	*
Software Products	0.4%	*	*

\*Salary statistics are not released for categories representing less than 1% of all respondents.

# PERMANENT POSITIONS

## WHARTON DEGREE ONLY

### ACCOUNTING

Arthur Andersen, New York, NY: 1st Year  
Citigroup, New York, NY: Analyst  
Deloitte & Touche, Richmond, VA: Title Not Provided  
Houlihan Lokey Howard & Zukin, New York, NY: Financial Analyst  
JP Morgan Chase and Co., London, England: Analyst  
Morgan Stanley, New York, NY: Junior Associate

### ACCOUNTING/FINANCE

Bear Stearns, New York, NY: Analyst  
Ernst and Young, Iselin, NJ: Audit Dept.  
Grant Thornton, LLP, Philadelphia, PA: Audit Dept.  
Morgan Stanley, New York, NY: Analyst  
Putnam Investments, Boston, MA: Investment Associate

### ACCOUNTING/FINANCE/MANAGEMENT

First Annapolis Consulting, Linthicum, MD: Analyst

### ACTUARIAL SCIENCE

Prudential Insurance Company of America, Newark, NJ: Actuarial Leadership Development Program  
William M. Mercer Inc., Stamford, CT: Actuarial Analyst

### BUSINESS AND PUBLIC POLICY

McKinsey & Company, New York, NY: Business Analyst

### DECISION PROCESSES

Morgan Stanley, London, England: Analyst

### DECISION PROCESSES/FINANCE

Jefferies & Company, Los Angeles, CA: Analyst

### FINANCE

Analect, Great Neck, NY: Analyst  
Andersen, Washington D.C.: Analyst  
Asset Management Firm (name not provided), Berwyn, PA: Security Analyst  
Bear Stearns, New York, NY: Analyst  
BMG Entertainment, New York, NY: Finance Management Trainee  
Boston Pacific, Washington D.C.: Research Assistant  
Capital One, Glen Allen, VA: Business Analyst  
Carnegie ASA, Oslo, Norway: Analyst  
Chubb Insurance, Philadelphia, PA: Title Not Provided  
CIBC World Markets, Westwood, CA: Analyst  
Citigroup Asset Management, Stamford, CT: Equities Research  
Citigroup Asset Management, Stamford, CT: Associate  
Citigroup/Salomon Smith Barney, Hong Kong, China: Analyst  
Citigroup/Salomon Smith Barney, New York, NY: Analyst  
Citigroup/Salomon Smith Barney, New York, NY: Analyst  
Citigroup/Salomon Smith Barney, New York, NY: Analyst  
Citigroup/Salomon Smith Barney, New York, NY: Financial Analyst  
Credit Suisse First Boston, New York, NY: Analyst  
Deutsche Bank, Hong Kong, China: Analyst  
Deutsche Bank, New York, NY: Analyst  
Deutsche Bank, New York, NY: Analyst  
Deutsche Bank, New York, NY: Analyst  
Dresdner Kleinwort Wasserstein, New York, NY: Analyst  
Dresdner Kleinwort Wasserstein, New York, NY: Financial Analyst  
Fannie Mae, Washington D.C.: Associate Business Analyst  
Gerard Klauer Mattison, New York, NY: Analyst

Gleacher Partners, LLC, New York, NY: Analyst  
Goldman Sachs & Co., New York, NY: Analyst  
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Goldman Sachs & Co., New York, NY: Financial Analyst  
Goldman Sachs & Co., New York, NY: Financial Analyst  
Houlihan Lokey Howard & Zukin, Los Angeles, CA: Analyst  
International Finance Corporation, The World Bank Group, Washington, D.C.: Investment Analyst  
Johnson and Johnson, Location Not Provided: Corporate Finance  
Johnson and Johnson, Jacksonville, FL: Financial Analyst  
JPMorgan Chase, Hong Kong, China: Analyst  
JPMorgan, Hong Kong, China: Analyst  
JPMorgan, Hong Kong, China: Analyst  
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Lazard, New York, NY: Analyst  
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Lehman Brothers, New York, NY: START Analyst  
Lockheed Martin, Washington D.C.: Financial Analyst  
Mercer Management Consulting, New York, NY: Analyst  
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Merrill Lynch, New York, NY: Analyst  
Merrill Lynch, New York, NY: Analyst  
Merrill Lynch, New York, NY: Analyst  
Merrill Lynch, New York, NY: Analyst  
Military Service, Location and Position Not Provided  
Monitor Group, Boston, MA: Consultant  
Morgan Stanley, New York, NY: Analyst  
Morgan Stanley, New York, NY: Analyst  
Morgan Stanley, New York, NY: Analyst  
Morgan Stanley, New York, NY: Investment Banking Analyst  
Peter J. Solomon Co., New York, NY: Financial Analyst  
PricewaterhouseCoopers, Hong Kong, China: Accountant  
Public Financial Management, Harrisburg, PA: Consultant  
Redstone Capital Group, New York, NY: Principal  
Rothschild North America, New York, NY: Analyst  
SEI Investments, Oaks, PA: Associate  
The Blackstone Group, New York, NY: Analyst  
The Blackstone Group, New York, NY: Analyst  
The St. Paul Companies, Baltimore, MD: Management Associate  
The St. Paul Companies, Baltimore, MD: Management Associate  
The St. Paul Companies, St. Paul, MN: Management Associate  
UBS Warburg, New York, NY: Analyst  
UBS Warburg, New York, NY: Analyst  
W.P. Carey and Associates, New York, NY: Associate  
Wachovia Securities, Philadelphia, PA: Analyst  
William Blair and Company, Chicago, IL: Analyst  
WR Hambrecht, San Francisco, CA: Analyst

#### **FINANCE/BUSINESS AND PUBLIC POLICY**

Fannie Mae, Washington D.C.: Analyst

#### **FINANCE/HEALTHCARE MANAGEMENT & POLICY**

Deutsche Bank, Baltimore, MD: Analyst

Urdang & Associates, Philadelphia, PA: Analyst

#### **FINANCE/INFORMATION SYSTEMS**

Morgan Stanley, New York, NY: Analyst

Rosetta Marketing Strategies Group, Princeton, NJ: Associate Consultant

## **FINANCE/LEGAL STUDIES**

UBS PaineWebber, New York, NY: Public Finance Analyst

## **FINANCE/MANAGEMENT**

Boston Consulting Group, Washington D.C.: Associate  
Johnson and Johnson, New Brunswick, NJ: Financial Analyst  
JPMorgan Chase & Co., New York, NY: Analyst  
Guardsmark, Los Angeles, CA: Unit Manager  
Merrill Lynch, Hong Kong, China: Financial Analyst  
Palantir Capital, New York, NY: Equity Analyst  
Sovereign Bank, Reading, PA: Senior Financial Analyst  
The St. Paul Companies, St Paul, MN: Management Associate  
Time Inc., New York, NY: Assistant Marketing Manager  
Warner Bros./AOL Time Warner, Burbank, CA: Management Development Trainee  
Wells Fargo, Boston, MA: Relationship Management Trainee

## **FINANCE/MANAGEMENT/MARKETING**

Bain and Company, Boston, MA: Associate Consultant  
Boston Consulting Group, Atlanta, GA: Associate

## **FINANCE/MANAGING ELECTRONIC COMMERCE**

ING Clarion Partners, New York, NY: Analyst

## **FINANCE/MARKETING**

Bank One, Chicago, IL: Analyst  
Johnson and Johnson, Fort Washington, PA: Analyst  
Verizon Communications, New York, NY: Financial Analyst

## **FINANCE/OPERATIONS MANAGEMENT**

A.T. Kearney, Chicago, IL: Business Analyst

## **INFORMATION SYSTEMS**

Cisco Systems, San Jose, CA: Financial Analyst

## **INSURANCE & RISK MANAGEMENT**

Deloitte & Touche, New York, NY: Consultant

## **MANAGEMENT**

C & S Wholesale Grocers, Brattleboro, VT: Internal Consultant  
Commerce Bank, Philadelphia, PA: Investment Banking Analyst  
Corporate Executive Board, Washington D.C.: Research Associate  
Ellington Management Group, New Greenwich, CT: Operations Analyst  
Freeman & Company, New York, NY: Analyst  
General Mills, Horsham, PA: Business Management Associate  
General Mills, Minneapolis, MN: Business Management Associate  
Genex Technologies, Kensington, MD: Technical Marketing Manager  
Guardsmark, San Francisco, CA: Human Resources Specialist  
Lancome [L'Oreal], New York, NY: Marketing  
MBI Inc., Norwalk, CT: Product Manager  
Monitor Group, New York, NY: Consultant  
Paul, Weiss, Rifkind, Wharton & Garrison, New York, NY: Paralegal  
SEI Investments, Oaks, PA: Technology Solutions  
UBS PaineWebber, Philadelphia, PA: Investment Banking Analyst  
UBS Warburg, Stamford, CT: Sales and Trading

## **MANAGEMENT/MARKETING**

Deloitte Consulting, New York, NY: Business Analyst  
J. Walter Thompson, New York, NY: Assistant Account Manager  
Fieldstone, New York, NY: Analyst  
Kraft Foods, Tarrytown, NY: Assistant Brand Manager  
Marketing and Planning Systems (MaPS), Waltham, MA: Research Analyst  
MBNA America, Wilmington, DE: Accelerated Development Program  
Pepsi Cola North America, Purchase, NY: Financial Analyst  
ZS Associates, Princeton, NJ: Business Analyst

**MANAGEMENT/MARKETING/COMMUNICATIONS**

Pepsi Cola Company, Purchase, NY: Marketing Analyst

**MANAGING ELECTRONIC COMMERCE/OPERATIONS MANAGEMENT**

Morgan Stanley, New York, NY: Analyst

**MARKETING**

American Express, New York, NY: Marketing Analyst

Eli Lilly, Location Not Provided, Sales

First USA Bank, N.A., Wilmington, DE: Marketing Manager

Lincoln Financial Group, Fort Wayne, IN: Regional Account Manager

Lord & Taylor, New York, NY: Assistant Buyer

Lord & Taylor, New York, NY: Assistant Buyer

MBI Inc., Norwalk, CT: Assistant Program Manager

Morgan Stanley, New York, NY: Finance Analyst

Rothschild North America, New York, NY: Analyst

Teach For America, Los Angeles, CA: Special Education Teacher

The Crawford Group, Shreveport, LA: Title Not Provided

ZS Associates, Princeton, NJ: Business Associate

**OPERATIONS MANAGEMENT**

UBS Warburg, Stamford, CT: Analyst

**REAL ESTATE**

Credit Suisse First Boston, Los Angeles, CA: Analyst

L.E.K. Consulting, Boston, MA: Associate

Wells Fargo, Philadelphia, PA: Associate

**WHARTON AND COLLEGE OF ARTS AND SCIENCES****ACCOUNTING/BIOLOGY**

Goldman Sachs & Co., New York, NY: Analyst

**ACTUARIAL SCIENCE/ENGLISH**

Mercer Human Resource Consulting, Philadelphia, PA: Actuarial Analyst

**ACTUARIAL SCIENCE/MATH**

William M. Mercer Inc., Boston, MA: Actuarial Consultant

**BUSINESS AND PUBLIC POLICY/BIOCHEMISTRY**

Children's Hospital of Philadelphia, Philadelphia, PA: Laboratory Technician

**BUSINESS & PUBLIC POLICY/OPERATIONS MANAGEMENT/ASIAN & MIDDLE EASTERN STUDIES**

Singapore Airlines, Singapore: Management Executive

**BUSINESS & PUBLIC POLICY/INTERNATIONAL STUDIES & BUSINESS/GERMAN**

Ellington Management Group, Old Greenwich, CT: Trading

**FINANCE/ANTHROPOLOGY**

Citigroup/Salomon Smith Barney, New York, NY: Associate

**FINANCE/ASIAN & MIDDLE EASTERN STUDIES**

Lehman Brothers, New York, NY: Finance Analyst

**FINANCE/CLASSICAL STUDIES**

Deutsche Bank, New York, NY: Investment Banking Analyst

**FINANCE/HISTORY**

Deutsche Bank, New York, NY: Analyst

**FINANCE/INTERNATIONAL RELATIONS**

Securitas Capital LLC, New York, NY: Financial Analyst

UBS Warburg, New York, NY: Analyst

**FINANCE/INTERNATIONAL STUDIES & BUSINESS**

Citigroup/Salomon Smith Barney, New York, NY: Analyst  
Morgan Stanley, Hong Kong, China: Analyst  
Morgan Stanley, New York, NY: Analyst  
UBS Warburg, New York, NY: Analyst, Investment Banking Division

**FINANCE/INTERNATIONAL STUDIES & BUSINESS/FRENCH**

Citadel Investment Group LLC, Chicago, IL: Associate

**FINANCE/INTERNATIONAL STUDIES & BUSINESS/SPANISH**

Oliver, Wyman & Company, New York, NY: Consultant

**FINANCE/MANAGEMENT/COMMUNICATIONS**

Warner Brothers, Los Angeles, CA: Financial Analyst

**FINANCE/MANAGEMENT/INTERNATIONAL RELATIONS**

Deutsche Bank, New York, NY: Analyst

**FINANCE/MANAGEMENT/INTERNATIONAL STUDIES & BUSINESS**

Rosetta Marketing Strategies Group, Princeton, NJ: Consultant

**FINANCE/MANAGEMENT/POLITICAL SCIENCE**

Novantas, New York, NY: Business Consultant

**FINANCE/POLITICAL SCIENCE**

Fannie Mae, Washington, D.C.: Credit Policy Analyst

**FINANCE/REAL ESTATE/INTERNATIONAL STUDIES & BUSINESS**

Starwood Capital Group, Greenwich, CT: Analyst  
Walton Street Capital, Chicago, IL: Analyst

**MANAGEMENT/HISTORY**

Reporter

**MANAGEMENT/INTERNATIONAL STUDIES & BUSINESS**

New York City Fellowship Programs, New York, NY: Urban Fellow  
Sunshine Bouquet Company, Dayton, NJ: Management Trainee

**MANAGEMENT/POLITICAL SCIENCE**

McCall for Governor Campaign, New York, NY: Statewide College Coordinator

**MARKETING/COMMUNICATIONS**

Gap International, Inc., Springfield, PA: Consultant

**OPERATIONS MANAGEMENT/INTERNATIONAL STUDIES AND BUSINESS**

Johnson and Johnson, Bridgewater, NJ: Finance Analyst

**WHARTON AND SCHOOL OF NURSING****HEALTH CARE MANAGEMENT/NURSING**

Children's Hospital of Denver, Denver, CO: Registered Nurse, Cardiac Critical Care/Burn Care  
L.E.K. Consulting, Boston, MA: Associate  
New York University Medical Center, New York, NY: Staff Nurse, Pediatric Intensive Care Unit

**WHARTON AND SCHOOL OF ENGINEERING AND APPLIED SCIENCE****FINANCE/APPLIED SCIENCE - COMPUTER SCIENCE**

Bridgewater Associates, Westport, CT: Analyst

**FINANCE/APPLIED SCIENCE-GENERAL**

Ziff Brothers Investments, New York, NY: Analyst

**FINANCE/APPLIED SCIENCE - MANAGEMENT & TECHNOLOGY**

Deloitte & Touche, Washington D.C.: Economics Consultant

**FINANCE/APPLIED SCIENCE - SYSTEMS SCIENCE**

Merrill Lynch, Hong Kong, China: Analyst  
Merrill Lynch, Hong Kong, China: Corporate Finance Analyst  
William M. Mercer Inc., Princeton, NJ: Title Not Provided

**FINANCE/COMPUTER & COGNITIVE SCIENCE**

Goldman Sachs & Co., New York, NY: Analyst

**FINANCE/COMPUTER & INFORMATION SCIENCE**

Morgan Stanley, New York, NY: Analyst

**FINANCE/COMPUTER SCIENCE & ENGINEERING**

American Management Systems, Fairfax, VA: Business Analyst  
Appian Corporation, Washington D.C.: Consultant  
Citigroup/Salomon Smith Barney, New York, NY: Analyst  
Fletcher Spaght, Inc., Boston, MA: Research Associate  
Novantas, New York, NY: Associate  
UBS Warburg, New York, NY: Analyst

**FINANCE/ELECTRICAL ENGINEERING**

Rho Capital Partners, New York, NY: Analyst

**FINANCE/MANAGEMENT/MATERIALS SCIENCE & ENGINEERING**

Capital Trust, New York, NY: Analyst

**FINANCE/MANAGEMENT/SYSTEMS SCIENCE & ENGINEERING**

Greenhill & Co Inc., New York, NY: Analyst

**FINANCE/MATERIALS SCIENCE & ENGINEERING**

First Equity Development, Westport, CT: Analyst

**FINANCE/SYSTEMS SCIENCE & ENGINEERING**

Boston Consulting Group, New York, NY: Associate  
Citigroup, New York, NY: Management Associate  
McKinsey & Company, New York, NY: Business Analyst  
Merrill Lynch, New York, NY: Analyst  
O.S.S. Capital Management, New York, NY: Analyst  
The Blackstone Group, New York, NY: Analyst

**FINANCE/SYSTEMS SCIENCE & ENGINEERING/TELECOMMUNICATIONS AND NETWORKING**

Oliver, Wyman & Company, New York, NY: Consultant

**INFORMATION SYSTEMS/COMPUTER SCIENCE & ENGINEERING**

American Management Systems, Fairfax, VA: Federal Defense Group

**MANAGEMENT/APPLIED SCIENCE - MANAGEMENT & TECHNOLOGY**

Capital One, Falls Church, VA: Business Analyst

**MANAGEMENT/COMPUTER SCIENCE & ENGINEERING**

Appian Corporation, Tysons Corner, VA: IT Consultant  
Microsoft, Redmond, WA: Program Manager  
Tigris Consulting, New York, NY: Consultant

**MANAGEMENT/COMPUTER SCIENCE/MATH**

Insurance Services Office, Inc., Jersey City, NJ: Actuarial Assistant

**MANAGEMENT/MANAGING ELECTRONIC COMMERCE/MECHANICAL ENGINEERING & APPLIED MECHANICS**

American Management Systems, Fairfax, VA: Business Analyst

**MANAGEMENT/SYSTEMS SCIENCE & ENGINEERING**

JP Morgan Fleming, New York, NY: Analyst  
Schoor DePalma, Manalapan, NJ: Engineer II  
ZS Associates, Princeton, NJ: Operations Research Analyst

**MANAGEMENT & TECHNOLOGY/BIOENGINEERING/ECONOMICS**

Morgan Stanley, New York, NY: Analyst

**MARKETING/COMPUTER SCIENCE**

Monitor Group, Hong Kong, China: Analyst

Pennsylvania Real Estate Investment Trust, Philadelphia, PA: Intern

**MARKETING/COMPUTER SCIENCE & ENGINEERING**

Deloitte &amp; Touche, New York, NY: Consultant

**MARKETING/OPERATIONS MANAGEMENT/SYSTEMS SCIENCE & ENGINEERING**

Deloitte Consulting, Atlanta, GA: Business Analyst

**GRADUATE STUDY RESPONSES****Graduate Study Pursuits By Undergraduate Concentration/Major**

	<b><u>DEGREE</u></b>	<b><u>FIELD OF STUDY</u></b>
<b>ACTUARIAL SCIENCE</b>		
University of Pennsylvania	MS Ed	Mathematics/Secondary Education
<b>BUSINESS &amp; PUBLIC POLICY/PHILOSOPHY, POLITICS &amp; ECONOMICS</b>		
Harvard University	PhD	Political Economy
<b>BUSINESS &amp; PUBLIC POLICY/PHILOSOPHY/POLITICAL SCIENCE</b>		
Columbia University	JD	Law
<b>ENVIRONMENTAL POLICY &amp; MANAGEMENT</b>		
University of Pennsylvania	MES	Environmental Studies
<b>FINANCE</b>		
Columbia University, SIPA	MIA	International Monetary Relations
University of Chicago	PhD	Finance
University of Pennsylvania Law School	JD	Law
University of Pennsylvania School of Medicine	MD	Medicine
University of Pennsylvania, The Wharton School	PhD	Management
<b>FINANCE/ACCOUNTING</b>		
University of Pennsylvania Law School	JD	Law
<b>FINANCE/APPLIED SCIENCE – MANAGEMENT AND TECHNOLOGY</b>		
Stanford University	MS	Management Science
<b>FINANCE/COMPUTER SCIENCE &amp; ENGINEERING</b>		
London School of Economics	MSc	Economic Theory: International Markets
Stanford University	MS	Computer Science
University of Pennsylvania	MSE	Telecommunication and Networking
University of Pennsylvania	MA	Mathematics
<b>FINANCE/ECONOMICS</b>		
Northwestern University	PhD	Economics
<b>FINANCE/INFORMATION SYSTEMS</b>		
Arizona State University	BS	Computer Science
<b>FINANCE/INTERNATIONAL STUDIES &amp; BUSINESS</b>		
London School of Economics	MSc	European Politics and Policy
<b>FINANCE/MATH</b>		
University of Pennsylvania	MA	Math

**FINANCE/MARKETING**

Georgetown University Law Center	JD	Law
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**FINANCE/ PHILOSOPHY, POLITICS & ECONOMICS**

Harvard University	PhD	Political Economy
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**FINANCE/SYSTEMS SCIENCE & ENGINEERING**

London School of Economics	MSc	Finance and Economics
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**HEALTH CARE MANAGEMENT & POLICY/BIOLOGICAL BASIS OF BEHAVIOR**

Columbia College of Physicians and Surgeons	MD	Medicine
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**HEALTH CARE MANAGEMENT & POLICY/CHEMICAL ENGINEERING**

University of Cambridge	PhD	Biochemistry
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**HEALTH CARE MANAGEMENT & POLICY/SOUTH ASIAN REGIONAL STUDIES**

University of Pittsburgh	MD	Not Provided
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**MANAGEMENT**

Harvard University Law School	JD	Law
University of Pennsylvania, The Wharton School	MBA	Strategic Management
William and Mary Law School	JD	Law

**MANAGEMENT/APPLIED SCIENCE – MANAGEMENT AND TECHNOLOGY**

University of Cambridge	MPhil	Management Studies
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**MANAGEMENT/GLOBAL ANALYSIS**

University of Pennsylvania, The Wharton School	MBA	Not Provided
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**MANAGEMENT/HISTORY**

London School of Economics	MSc	Politics of the World Economy (IR)
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**MANAGEMENT/MARKETING**

Georgetown University Law Center	JD	Law
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**MARKETING/BIOENGINEERING**

University of California	PhD	Bioengineering
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**REAL ESTATE**

University of Pennsylvania	MA	Urban Planning
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\*\*One student reported receiving a Fulbright and one student reported a deferred matriculation to the University of Pennsylvania for graduate school, but did not report the specific field.