

Career Planning and Placement Service  
*Wharton Undergraduate*

# Ten Year Alumni Survey

Classes of 1985, 1986, 1987

## Contents

I. General Information .....	2
II. Number Of Jobs Held .....	2
III. Salaries By Industry – Overall .....	2
IV. Salaries By Ethnic Origin .....	2
V. Degree Attainment By Ethnicity.....	3
VI. Degree Attainment By Gender .....	3
VII. Salaries By Degree .....	3
VIII. Degree Chart .....	4
IX. Geographic Distribution .....	4
X. Salaries By Industry - Detail .....	5
XI. Salaries By Job Type .....	6
XII. Organizations .....	8

## I. GENERAL INFORMATION

<b>Mailings</b>	1737		<b>Female</b>	<b>Male</b>
<b>Responses</b>	426	25%	152	274

### Salary Averages

	Average	Range
<b>Overall</b>	\$104,854	\$22,800 – 500,000
<b>Females</b>	\$90,550	\$25,000 – 200,000
<b>Males</b>	\$113,355	\$22,800 – 500,000

## II. NUMBER OF JOBS HELD

	ONE	TWO	THREE	FOUR	FIVE
<b>NUMBER OF PEOPLE</b>	75	102	117	94	36

## III. SALARIES BY INDUSTRY - OVERALL

INDUSTRY	%	AVG. SALARY	RANGE
<b>Communications</b>	7.2	\$79,371	\$32,000 – 85,000
<b>Energy/Environment*</b>	1.0	-	-
<b>Finance</b>	42.0	\$122,362	\$36,000 – 500,000
<b>Government</b>	1.2	\$58,767	\$41,000 – 75,300
<b>Manufacturing</b>	10.0	\$90,389	\$45,000 – 160,000
<b>Non Profit/Education</b>	3.0	\$55,800	\$25,000 – 107,000
<b>Services</b>	35.0	\$100,580	\$29,000 – 480,000

## IV. SALARIES BY ETHNIC ORIGIN

ETHNICITY	AVG. SALARY	RANGE	AVG. MALE SALARY	AVG. FEMALE SALARY
<b>Black/African American</b>	\$68,567	\$22,800 – 135,000	\$54,525	\$79,800
<b>Asian/Pacific Islander</b>	\$90,308	\$43,000 – 160,000	\$93,000	\$87,167
<b>White/Caucasian</b>	\$108,145	\$25,000 – 500,000	\$117,688	\$92,109
<b>Hispanic/Latino</b>	\$111,000	\$80,000 – 150,000	\$111,000	-
<b>No Origin Specified</b>	\$83,583	\$36,000 – 132,000	\$93,100	\$36,000

## V. DEGREE ATTAINMENT BY ETHNICITY

DEGREE	BLACK/AFRICAN AMERICAN (1)	ASIAN/PACIFIC ISLANDER (2)	(1) AND (2)	WHITE/ CAUCASIAN (3)	HISPANIC/ LATINO (4)	OTHER	TOTALS FOR DEGREES
BS	5	7		154	1	4	171
JD	1	4		57	4	5	71
JD/MBA				3			3
MA	2	1		25			28
MBA	2	8	1	115	3	4	133
MD				5			5
MM		1		7			8
PhD				7			7
<b>Totals for Ethnic Group</b>	10	21	1	373	8	14	426

## VI. DEGREE ATTAINMENT BY GENDER

DEGREE	TOTAL	FEMALES	MALES
BS	171	55	116
JD	71	21	50
JD/MBA	3	1	2
MA	28	13	15
MBA	133	59	74
MD	5	0	5
MM	8	1	7
PhD	7	2	5
<b>TOTAL</b>	426	152	274

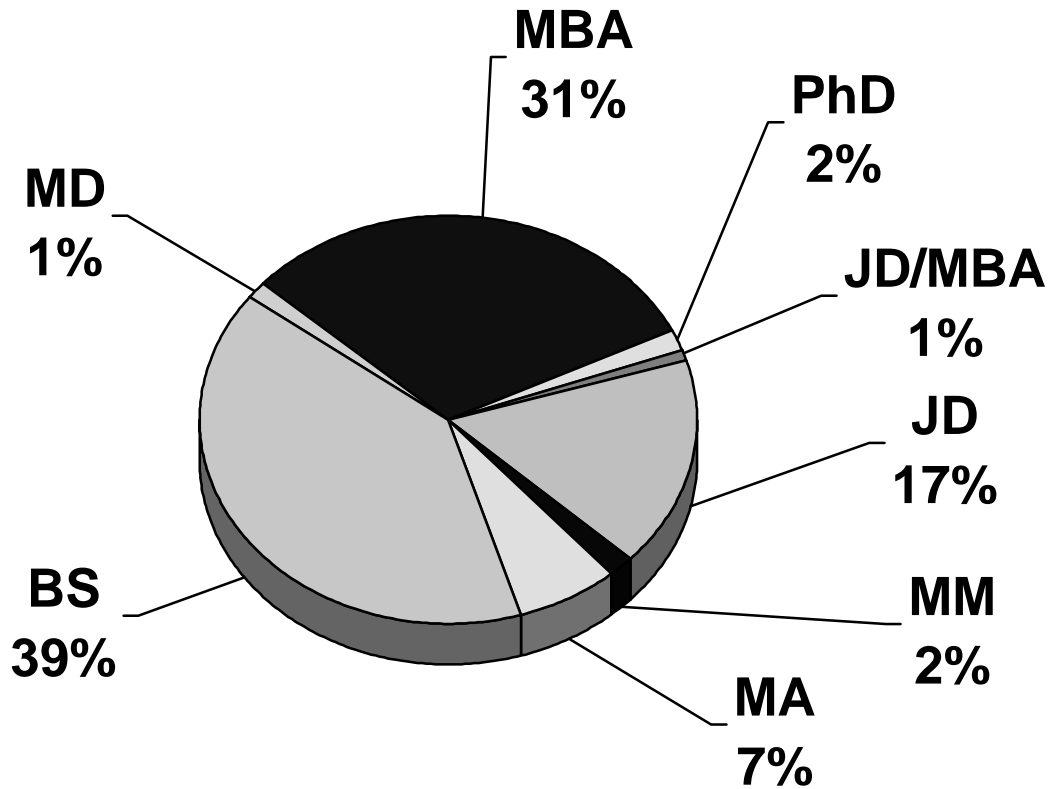
## VII. SALARIES BY DEGREE

DEGREE	AVG. SALARY	RANGE	AVG. MALE SALARY	AVG. FEMALE SALARY
BS	\$115,981	\$22,800 – 500,000	\$125,288	\$97,701
JD	\$99,333	\$40,000 – 187,000	\$96,739	\$107,857
JD/MBA	\$105,167	\$67,500 – 160,000	\$124,000	\$67,500
MBA	\$108,474	\$40,000 – 500,000	\$125,012	\$89,181
MD	\$67,000	\$32,000 – 102,000	\$67,000	-
PhD	\$50,667	\$41,000 – 120,000	\$120,000	\$66,000

MM = Business Masters

MA = All Non-Business Masters

## VIII. DEGREE CHART



## IX. GEOGRAPHIC DISTRIBUTION

REGION	RESPONSES	%
Northeast	271	64%
Southeast	40	9%
Midwest	30	7%
Mountain	5	1%
Southwest	9	2%
West	44	10%
Puerto Rico	2	1%
International <sup>†</sup>	25	6%

<sup>†</sup> Included China, Cyprus, England, France, Germany, Guam, India, Israel, Japan, Norway, Philippines, Poland, Portugal, Spain and Switzerland.

## X. SALARIES BY INDUSTRY - DETAIL

INDUSTRY	AVG. SALARY	RANGE	AVG. MALE SALARY	AVG. FEMALE SALARY
<b>Communications</b>				
Advertising/Public Relations	\$75,000	\$60,000 – 90,000	-	\$75,000
Film/Recording	\$127,250	\$73,000 – 200,000	\$80,000	\$143,000
Publishing/Printing	\$69,756	\$22,800 – 100,000	\$66,114	\$82,500
Telecommunications	\$69,333	\$52,000 – 75,000	\$56,000	\$70,667
<b>Energy</b>				
Petroleum*	-	-	-	-
<b>Financial Services</b>				
Accounting	\$101,450	\$60,000 – 250,000	\$106,071	\$90,667
Commercial Banking*	-	-	-	-
Insurance	\$64,400	\$36,000 – 78,000	\$66,000	\$64,000
Investment Banking	\$129,712	\$66,500 – 250,000	\$139,000	\$117,045
Investment Management/Counsel	\$148,704	\$40,000 – 500,000	\$162,718	\$111,333
Real Estate/Land Development*	-	-	-	-
Financial Services ( <i>other</i> )	\$97,043	\$44,000 – 175,000	\$107,958	\$82,489
<b>Government</b>				
State/Local Government*	-	-	-	-
U.S. Military Service*	-	-	-	-
<b>Manufacturing</b>				
Apparel*	-	-	-	-
Computer Products*	-	-	-	-
Electronics/Robotics	\$105,000	\$50,000 – 160,000	\$160,000	\$50,000
Consumer Products	\$77,875	\$60,000 – 93,000	\$74,000	\$79,167
Biomedical Products*	-	-	-	-
Manufacturing ( <i>other</i> )	\$86,125	\$60,000 – 135,000	\$94,167	\$62,000
Paper/Wood Products*	-	-	-	-
Pharmaceuticals	\$106,000	\$102,000 – 110,000	\$110,000	\$102,000
Polymers/Ceramics*	-	-	-	-
<b>Non-Profit/Education</b>				
Cultural Institutions/Arts*	-	-	-	-
Higher Education*	-	-	-	-
Public Interest/Non-Profit	\$59,250	\$25,000 – 107,000	\$45,000	\$64,000
Social Services*	-	-	-	-
<b>Services</b>				
Health Care	\$90,875	\$29,000 – 177,000	\$80,200	\$108,667
Computer Services	\$100,667	\$40,000 – 175,000	\$98,182	\$107,500
Construction/Transportation*	-	-	-	-
Consulting	\$119,765	\$42,000 – 480,000	\$140,958	\$68,900
Design*	\$41,074	\$32,000 – 48,222	\$32,000	\$45,611
Hotel/Restaurants *	-	-	-	-
Legal Services	\$105,591	\$43,000 – 187,000	\$108,656	\$97,417
Personal Care Services/Recreation*	-	-	-	-
Retail/Wholesale	\$89,000	\$50,000 – 132,000	\$85,500	\$96,000

## XI. SALARIES BY JOB TYPE

<b>JOB TYPE</b>	<b>AVG. SALARY</b>	<b>RANGE</b>	<b>AVG. MALE SALARY</b>	<b>AVG. FEMALE SALARY</b>
<b>Accounting</b>				
Public Accounting	\$98,056	\$60,000 – 250,000	\$103,583	\$87,000
Internal Accounting	\$97,900	\$56,000 – 200,000	\$90,143	\$116,000
<b>Communications</b>				
Journalism/Other Writing*	-	-	-	-
Public Relations*	-	-	-	-
Production*	-	-	-	-
<b>Consulting</b>				
Research	\$101,029	\$60,000 – 175,000	\$106,577	\$83,000
Technical/Information	-	-	-	-
<b>Education</b>				
Teaching*	-	-	-	-
<b>Engineering</b>				
Design*	-	-	-	-
<b>Finance</b>				
<i>Commercial Banking</i>				
Commercial Lending*	-	-	-	-
<i>Corporate Finance</i>				
Financial Planning*	-	-	-	-
<i>Financial MGMT &amp; Marketing</i>				
Investment Management/Counsel	\$167,308	\$40,000 – 500,000	\$131,125	\$131,125
Financial Services Marketing	\$100,800	\$79,000 – 110,000	\$94,500	\$105,000
<i>Investment Analysis</i>				
Mergers & Acquisitions	\$107,000	\$70,000 – 175,000	\$107,000	-
Risk & Foreign Exchange*	-	-	-	-
Securities Research*	-	-	-	-
Capital/Money Market*	-	-	-	-
Financial Analysis	\$80,275	\$44,000 – 150,000	\$72,043	\$91,800
Real Estate Investment	\$89,500	\$52,500 – 110,000	\$98,750	\$52,500
<i>Sales &amp; Trading</i>				
Sales	\$119,800	\$75,000 – 160,000	\$112,500	\$124,667
Trading	\$141,426	\$40,000 – 250,000	\$141,429	-
<b>Government</b>				
Policy Research/Analysis*	-	-	-	-
<b>Health Care</b>				
Hospital/HMO Administration*	-	-	-	-

NOTE: Salary statistics are not released for categories representing less than 1% of all respondents.  
(Continued on Next Page)

## XI. SALARIES BY JOB TYPE (CONTINUED)

<b>JOB TYPE</b>	<b>AVG. SALARY</b>	<b>RANGE</b>	<b>AVG. MALE SALARY</b>	<b>AVG. FEMALE SALARY</b>
<b>Information Systems</b>				
Software Design/Development*	-	-	-	-
Systems Programming*	-	-	-	-
Applications Programming*	-	-	-	-
Database Management	\$106,667	\$80,000 – 150,000	-	\$150,000
<b>Insurance</b>				
Financial Services Marketing	\$70,667	\$36,000 – 109,000	\$109,000	\$51,500
<b>Law</b>				
Legal	\$101,833	\$50,000 – 175,000	\$115,455	\$60,000
<b>Management</b>				
General Management	\$110,833	\$50,000 – 175,000	\$115,455	\$60,000
Operations Management	\$101,667	\$70,000 – 145,000	\$101,667	-
Human Resources/Personnel	\$71,090	\$42,000 – 105,000	\$76,750	\$69,204
<b>Marketing</b>				
Account Management	-	-	-	-
Product/Brand Management	\$87,063	\$36,000 – 110,000	\$65,000	\$94,417
Sales/Sales Management	\$52,971	\$22,800 – 75,000	\$50,200	\$56,667
Marketing Research	\$121,529	\$47,000 – 480,000	\$148,333	\$91,375
Advertising Management*	-	-	-	-
Buyer/Merchandising*	-	-	-	-
Marketing Analysis*	-	-	-	-
<b>Not For Profit</b>				
Administration	\$47,867	\$25,000 – 60,000	\$48,333	\$47,400
<b>Scientific Research</b>				
Other Biomedical*	-	-	-	-
<b>Social Services</b>				
Direct Service – Medical	-	-	-	-

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

## **XII. ORGANIZATIONS**

### **COMMUNICATIONS**

#### ***ADVERTISING/PUBLIC RELATIONS***

Craig Communications, LTD., Melville, NY, President  
J. Walter Thompson-Detroit, Detroit, MI, Management Supervisor  
L-3 Communications Corporation, Camden, NJ, Manager-Labor Relations  
Loughlin Creative, Inc. Washington, DC, Account Director

#### ***FILM/RECORDING***

Directors Guild of America, Los Angeles, CA, Second Assistant Director  
Exoskeleton, Inc., New York, NY, Business Manager  
New Line Cinema, New York, NY, Senior Vice President, Controller  
Universal Studios, Inc., Universal City, CA, Director of Special Project & Finance Systems

#### ***PUBLISHING/PRINTING***

Banta Corporation, Needham, MA, Service Account Executive  
Grolier, Inc., Danbury, CT, Director of Planning & Analysis  
New York Times, New York, NY, Project Director  
New York Times, New York, NY, Senior Financial Analyst  
Philadelphia Newspapers, Inc., Philadelphia, PA, Director of Finance  
Reuben M. Donnelley, Bala Cynwyd, PA, Account Representative  
The Times: Picayune, New Orleans, LA, Columnist  
USA Today, La Palma, CA, Assistant Controller

#### ***RADIO/TV/CABLE***

Connoisseur Communications, Westport, CT, CEO  
National Media, Encino, CA, Senior Director-New Business Development & Affairs

#### ***TELECOMMUNICATIONS***

AT&T, Basking Ridge, NJ, Market Management  
Air Touch Communications, San Francisco, CA, Senior Compensation Consultant  
Ameritech, Hoffman Estates, IL, Director-Capital Investments  
Bell Atlantic, Silver Spring, MD, Specialist-Market Management  
Comcast Metrophone, Wayne, PA, Director of Marketing  
Flycast Communications, San Francisco, CA, Director  
MCI, Washington, DC, Assistant Tax Counsel  
MCI, Washington, DC, Senior Manager  
Omnipoint Communications, Cedar Knolls, NJ, Business Marketing Manager  
Snyder Communications, Bethesda, MD, Commissions Director

**ENERGY/NATURAL RESOURCES**

***ENERGY PRODUCTS***

Applied, Power, Milford, CT, Operations Manager  
PECO Energy Company, Philadelphia, PA, Assistant General Counsel  
Woodland Cryogenics, Philadelphia, PA, Vice President

***PETROLEUM***

Mobil Corporation, Fairfax, VA, Lead-Structured Finance

**FINANCIAL SERVICES**

***ACCOUNTING***

Arthur Andersen LLP, Hartford, CT, Senior Manager  
Arthur Andersen LLP, New York, NY, Senior Manager  
Arthur Andersen LLP, Philadelphia, PA, Senior Manager  
Deloitte & Touche LLP, Detroit, MI, Partner  
Deloitte & Touche LLP, Zurich, Switzerland, Senior Consultant  
Ernst & Young LLP, Bombay, India, Partner  
Ernst & Young LLP, Boston, MA, Manager  
Ernst & Young LLP, New York, NY, Manager  
Ernst & Young LLP, San Diego, CA, Senior Manager  
Jefferson, Urian, Doane & Stearner, PA, Georgetown, DE, Director CPA/PFS  
KPMG Peat Marwick, Billings, MT, Auditor  
Price Waterhouse, Boston, MA, Principal Consultant  
Price Waterhouse, New York, NY, Senior Manager  
Price Waterhouse, New York, NY, Senior Manager  
Price Waterhouse, Philadelphia, PA, Staff & Senior Consultant  
Schwartz, Schwartz PC, Woburn, MA, Partner  
Solomon and Nislow, PA, Baltimore, MD, Vice President

***COMMERCIAL BANKING***

Bank of Cyprus, Nicosia, Cyprus, Credit Officer  
Mellon Bank, New York, NY, Vice President  
Trust Company Bank, Jersey City, NJ, Executive Vice President, Board Member

***INSURANCE***

American General, Houston, TX, Associate Director of Corporate Reporting  
Penn Mutual Life Insurance Company, Horsham, PA, Associate Actuary  
Royal Insurance, Charlotte, NC, Chief Auditor  
Sheldon Cohen Insurance, Chesnut Hill, MA, Partner  
The Guardian, New York, NY, Senior HR Consultant  
Travelers Property Casualty, Hartford, CT, Assistant Director

**INVESTMENT BANKING**

ABN AMRO Chicago Corporation, Chicago, IL, Vice President  
BT Securities Corporation, New York, NY, Vice President  
Banc Boston Securities, Boston, MA, Director  
Bankers Trust Company, New York, NY  
Bankers Trust Company, New York, NY, Vice President  
Bear, Stearns & Company, New York, NY, Managing Director  
Charles Schwab & Company, Inc., San Francisco, CA, Project Manager  
Charles Schwab & Company, Inc., San Francisco, CA, Vice President-Corporate Finance  
Chase Manhattan Bank, New York, NY, Vice President  
Chase Manhattan Bank, New York, NY, Vice President  
Credit Suisse First Boston, New York, NY, Vice President  
Credit Suisse First Boston, New York, NY, Vice President  
Dawnay, Day Corporate Finance, London, England, Chief Executive  
Deutsche Morgan Grenfell, New York, NY, Managing Director  
Deutsche Telekom AG, Bonn, Germany, Director  
Dillon, Read, & Co., Inc., New York, NY, Managing Director  
Donaldson, Lufkin & Jenrette, New York, NY, Principal  
Donaldson, Lufkin & Jenrette, New York, NY, Senior Analyst  
Donaldson, Lufkin & Jenrette, New York, NY, Senior Vice President  
Donaldson, Lufkin & Jenrette, New York, NY, Vice President  
Donaldson, Lufkin & Jenrette Securities Corp., New York, NY, Senior Vice President  
GFB Securities, Forest Hills, NY, Municipal Securities Principal  
Goldman, Sachs & Company, New York, NY  
Goldman, Sachs & Company, New York, NY, Vice President  
Goldman, Sachs & Company, New York, NY, Vice President  
Goldman, Sachs & Company, New York, NY, Vice President  
Goldman, Sachs & Company, New York, NY, Vice President  
Goldman, Sachs & Company, New York, NY, Vice President  
J.P. Morgan & Company, New York, NY  
J.P. Morgan & Company, New York, NY, Vice President  
J.P. Morgan & Company, New York, NY, Vice President  
J.P. Morgan & Company, New York, NY, Vice President  
J.P. Morgan & Company, Newark, DE, Associate  
Janney, Montgomery, Scott, Philadelphia, PA, First Vice President  
Legg Mason, Baltimore, MD, Analyst/Portfolio Manager  
Lehman Brothers, Inc., London, England, Associate  
Lehman Brothers, Inc., London, England, Director  
Lehman Brothers, Inc., New York, NY, Senior Vice President  
Merrill Lynch, Hong Kong, China, Vice President  
Morgan Stanley & Company, London, England, Vice President  
Morgan Stanley & Company, New York, NY, Vice President  
Morgan Stanley & Company, New York, NY, Vice President  
Morgan Stanley & Company, Tokyo, Japan, Vice President  
Morgan Stanley, Dean, Witter, Discover, New York, NY, Associate  
Paine Webber, Inc., New York, NY, Vice President  
Salomon Brothers, New York, NY, Director  
Salomon Brothers, New York, NY, Managing Director  
Salomon Brothers Asset Management, New York, NY, Vice President  
Schroder Werthem, New York, NY, Vice President  
Smith Barney, New York, NY, Director  
Smith Barney, New York, NY, Vice President: Director of Finance

Swiss Bank Corporation, New York, NY, Director  
UBS Securities, New York, NY, Vice President  
Union Bank of Switzerland, San Francisco, CA, Director  
Yahr Southard Associates, Inc., Hollywood, FL, President/Owner

**INVESTMENT/MANAGEMENT COUNSEL**

AT&T Capital Corporation, Morristown, NJ, Director  
Acon Investments, Washington, DC, Partner  
Agio Capital Partners, Minneapolis, MN, Associate  
Amerimar Enterprises, Inc., Philadelphia, PA, Senior Vice President  
Berwind Financial, LP, Philadelphia, PA, Vice President  
CJM Planning Corporation, Fair Lawn, NJ, Financial Planner  
Calvert Group, Bethesda, MD, Money Market Analyst  
Cambridge Partners, New York, NY, Manager Director  
Credit Lyonnais Securities, New York, NY, Vice President  
DDJ Capital Management, Wellesley, MA, Vice President  
Dabney, Resnick, Imperial LLC, Beverly Hills, CA, Vice President  
Delaware Management, Philadelphia, PA, Portfolio Manager  
Doughty Hanson & Co., London, England, Partner  
Downtown Associates, Kennett Square, PA, Portfolio Manager  
Dresdner Heinwort Benson, Tokyo, Japan,  
EAB, Hauppauge, NY, Vice President  
EDF Man International, New York, NY, Tele Clerk  
EOS Partners, LP, New York, NY, Principal  
Fidelity Investments, Marlborough, MA, Systems Manager  
Fidelity Management & Research, Boston, MA, Senior Trader  
GATX Corporation, Chicago, IL  
GE Capital, Danbury, CT, Manager, Sales Initiatives  
HD Brous, Great Neck, NY, Equity Analyst  
Harvest Management, Manhattan, NY, General Partner  
High Associates, Ltd., Lancaster, PA, Senior Vice President  
Investment Advisors, Inc., Minneapolis, MN, Vice President-Portfolio Manager  
Jeffrey A. Parker & Associates, Ft. Lauderdale, FL, Director  
Keystone Investments, Boston, MA, Vice President  
Leads Group Inc., Advance Capital, New York, NY, Principal  
Miller, Anderson & Sherrerd, W. Coshohocken, PA, Principal  
Nomura Securities, New York, NY, Vice President  
Oertel Scheller GmbH, Munich, Germany, Founding Partner  
Par Capital Management, Boston, MA, Vice President  
Quad-C, Inc., Charlottesville, VA, Partner  
Rightline Econometrics, Rydel, PA, Director: Investment Operations  
Security Capital Pacific Trust, Finglewood, CO, Associate  
Texas Pacific Group, San Francisco, CA, Principal  
Trader Chicago Board Options Exchange, Chicago, IL  
Trevor, Stewart, Braun & Jacobsen, Inc., New York, NY, Vice President, Portfolio Manager  
Trust Company of the West, Los Angeles, CA, Managing Director/Portfolio Manager  
Tudor Investment Corporation, New York, NY, Associate General Counsel  
Tuttle & Company, Mill Valley, CA, Partner/Research Director  
UGI Corporation, Valley Forge, PA, Senior Financial Planning Analyst  
Vanguard Group, Inc., Malvern, PA, Financial Counselor  
Vector Securities International, Deerfield, IL, Vice President/Assistant Vice President  
Wellington Management Co., LLP, Boston, MA, Vice President

Career Planning and Placement Service - Wharton Undergraduate Ten Year Alumni Survey

Westbrook Partners, LLC, New York, NY, Managing Principal  
William R. Hough & Co., St. Petersburg, FL, Vice President

**REAL ESTATE/LAND DEVELOPMENT**

Cooper Properties, Inc., Portland, ME, Self-Employed  
Corridor Commercial Real Estate Group, Owings Mills, MD, Vice President  
DANAC Corporation, Bethesda, MD, Vice President of Finance/Treasurer  
Falcon Real Estate, La Jolla, CA, Vice President  
Freddie MAC, McLean, VA, Senior Business Analyst  
Horboragel, Ltd., La Jolla, CA, Vice President of Development  
JMB Realty, Chicago, IL, Senior, Portfolio Manager  
The Related Companies, New York, NY, Senior Vice President  
The Weitzman Group, Inc., New York, NY, Vice President  
Walton Street Capital, LLC, Chicago, IL, Principal

**FINANCIAL SERVICES (other)**

American Express, Fort Lauderdale, FL, Director  
American Express, New York, NY, Senior Manager  
American Express, New York, NY, Senior Manager  
Banco Popular, San Juan, Puerto Rico, Senior Vice President  
Bank of New York, Tokyo, Japan, Vice President  
Barclays, PLC, London, England, Deputy Director  
Beneficial Corporation, Peapack, NJ, Manager-External Reporting  
Capsure Holdings Corporation, Atlanta, GA, Vice President  
Citibank, N.A., Lisbon, Portugal, General Director/CCO  
Congree Financial, Boston, MA, Vice President, Business Development  
Corestates Financial Corporation, Philadelphia, PA, Vice President  
Cross Country Group, Boston, MA, Vice President/Principal  
Dai-Ichi Kangyo Bank, Chicago, IL, Senior Assistant Manager  
Dow Jones & Company, Inc., South Brunswick, NJ, Supervisor  
Epsilon, Burlington, MA, Senior Director  
Equitable, New York, NY, District Manager  
First USA Bank, Wilmington, DE, Marketing Analysis  
Heller Financial, Inc., Chicago, IL, Senior Vice President  
Internal Revenue Service, Washington, DC, Attorney  
J&H Marsh & McLennan, Parsipanny, NJ, Vice President  
MBNA Bank, Newark, DE, Vice President  
Mansur & Company, Chicago, IL, Senior Vice President  
Mass Mutual, Washington, DC, Investment Director  
Montgomery Securities, New York, NY, Principal  
Oscar Gruss & Son, New York, NY, Salesman  
Richard Ellis, Geneva, Switzerland, Director  
Siemens Corporation, New York, NY, Tax Counsel  
Srenska Handelsbanken, Warsaw, Poland, Resident Vice President, General Manager  
Warburg Pincus Funds, New York, NY, Managing Director

## **GOVERNMENT**

### **STATE**

Commonwealth of Pennsylvania, Wilkes-Barre, PA, Assistant Counsel  
Public Service Commission of Nevada, Las Vegas, NV, Transportation Auditor Analyst  
State of Florida, Tallahassee, FL, Senior Management Analyst

### **LOCAL**

Nassau County, Mineola, NY, Deputy Director

### **U.S. MILITARY SERVICE**

US Department of Defense, Fort Meade, MD, Special Assistant

## **MANUFACTURING**

### **CHEMICALS/GASES**

Engelhard Corporation, Iselin, NJ, Manager, Globe Capital Market

### **APPAREL**

Warnaco, New York, NY, Regional Merchandise Manager

### **AUTOMOTIVE**

Renault, Boulogne-Billancourt, France

### **COMPUTER PRODUCTS**

Centerline Software, Cambridge, MA, Vice President, Marketing & Product Management  
Hewlett-Packard Co., Palo Alto, CA, Business Consultant  
Soft Easy Software, Inc., Conshohocken, PA, President  
Tandem Computers, Cupertino, CA, Product Manager

### **ELECTRONICS/ROBOTICS**

Cincinnati Time Recorder, New York, NY, Vice President  
General Electric, Miami, FL, Counsel America, Sales  
Mine Safety Appliances Co., Cranberry Twp., PA, Marketing Product Line Manager  
Osram Sylvania, Danvers, MA, Manager, Reporting + Budgets  
Universal Electronics, Inc., Twinsburg, OH, Senior Vice President, C. F. O.  
Wyle Electronics, Oradell, NJ, Vice President Marketing

### **CONSUMER PRODUCTS (FOOD, HOUSEHOLD & PERSONAL CARE)**

Colgate-Palmolive, New York, NY, Product Manager  
Estee Lauder International, New York, NY, Executive Director  
Germantown International, LTD, Broomall, PA, President & CEO  
Guinness Import Company, Stamford, CT, Brand Manager  
Hershey Foods, Moscow, Russia, Country Manager, Russia & CIS  
Kraft Foods, Glenview, IL, Brand Planning Manager

M&M/Mars, Hackettstown, NJ, Senior Franchise Manager  
Nabisco, Inc., East Hanover, NJ, Senior Manager, Organization Effectiveness  
Perrier Group of America, Brooklyn, NY, Area Leader  
Proctor & Gamble, Caracas, Venezuela, Associate Manager  
Sunbeam Corporation, Dolvey Beach, FL, Vice President Category Leader

**BIOMEDICAL PRODUCTS**

Dornier Medical Systems, Munich, Germany, Director of Controlling  
New Hampshire Pharmacy & Medical Equipment, Washington, DC, President  
Stryker Corporation, Kalamazoo, MI, Sales Representative

**MANUFACTURING (other)**

Axel Johnson, Inc., Stamford, CT, Manager-Benefits  
Byers Choice Ltd., Chalfont, PA, Production Management  
Eastman Kodak Company, Rochester, NY, Assistant Controller  
Fairfield Mint LLC, Stamford, CT, President  
Ingersoll-Rand, Union, SC, Human Resource Manager  
MBI, Inc., Norwalk, CT, Controller  
WIRSBO US, Elverson, PA, Mid Atlantic Regional Manager

**PAPER/WOOD PRODUCTS**

Avery Dennison, Diamond Bay, CA, Senior Financial Analyst-Index

**PHARMACEUTICAL**

Merck, Whitehouse, Station, NJ, Director of Business Strategy  
Pfizer, Inc., Exton, PA, Associate Director IT  
Pfizer, Inc., New York, NY, Manager-Business Technology  
Pfizer, Inc., New York, NY, Senior Marketing Manager

**POLYMERS/CERAMICS**

Hexcel Corporation, Stamford, CT, Vice President: Corporate Development  
Solvay Polymers, Inc., Houston, TX, Sales Manager

**NON PROFIT/EDUCATION**

**CULTURAL INSTITUTIONS/ARTS AND CULTURAL AFFAIRS**

Los Angeles County Public Library, Rosemead, CA, California Librarian  
Temple Jeremiah, Northfield, IL, Associate Rabbi

**HIGHER EDUCATION**

University of Maryland, College Park, MD, Assistant Professor  
University of Southern California, Los Angeles, CA, Instructor

***PUBLIC INTEREST/NON-PROFIT RESEARCH***

Ford Foundation, New York, NY, Senior Securities Analyst  
National Endowment for the Humanities, Washington, DC, Assistant General Counsel  
Peachtree Road United Methodist Church, Atlanta, GA, Associate Minister  
Sustainable Conservation, San Francisco, CA, Executive Director  
The Nature Conservancy, Arlington, VA, Finance Manager  
University of Pennsylvania, Philadelphia, PA, Business Administrator

***SOCIAL SERVICES***

New York City Housing Authority, New York, NY, Honors Associate  
West Philadelphia Partnership CDC, Philadelphia, PA, Executive Director

***HEALTH CARE***

Blanton-Peale Counseling Center, New York, NY, Client Coordinator  
Dermatology Associates of NE Florida, Palm Coast, FL  
Eastern Mercy Health System, Radnor, PA, Vice President, Strategic Development  
Harvard Medical School, Boston, MA, Instruction-Medicine & Health Care Policy  
Henry Schein, Inc., Port Washington, NY, EDI Coordinator/S. C. Analyst  
John Hopkins University: School of Medicine, Baltimore, MD, Post Doctoral Fellow  
John Hopkins University: School of Medicine, Baltimore, MD, Post-Doctoral Fellow  
Lincare Holdings, Inc., Clearwater, FL, CFO  
Self-Employed, Concord, MA, Pediatric Psychologist  
Spoquelabs Medical, Redmond, WA, Manager, Financial Reporting  
University of California-Davis, Sacramento, CA, Chief Resident  
University of Chicago Health System, Chicago, IL, Corporate Counsel

***SERVICES***

***COMPUTER SERVICES***

@Home Network, Redwood City, CA, Vice President: Media Development  
America Online, Dulles, VA, Director of Business Development  
Brunner, Slosberg & Humphrey, Boston, MA, Associate Marketing Director  
Comdisco, Inc., Rosemont, IL, Senior Vice President  
Data General Corporation, Southboro, MA, Senior Materials Manager  
First Data Corporation, Omaha, NE, Vice President  
Frontier Technology, Inc., Fremont, CA, Oracle Database Administrator  
GE Information Services, Rockville, MD, Counsel  
Gartner Group, Stamford, CT, Vice President- Business Operations  
Information Resources, Inc., Chicago, IL, Vice President  
Instinet, New York, NY, Director  
Lockheed Martin, Portsmouth, England, Senior Program Manager  
NCCI, Inc., Boca Raton, FL, Director, Profitability & Capital Planning  
New Horizons Computer Learning, Miami, FL, President/Owner  
One Source Information Services, Cambridge, MA, Director, New Product Development  
Oracle Corporation, Berwyn, PA, Technical Manager  
Platinum Technology, Vienna, VA, Vice President  
Self-Employed, Software Consultant

**CONSTRUCTION**

Powers-Hunter Group, Fort Lauderdale, FL, President

**CONSULTING**

Andersen Consulting, New York, NY, Senior Manager  
Andersen Consulting, Phoenix, AZ, Manager  
Blue, Inc., McLean, VA, Owner  
Bodega Partners, Palo Alto, CA, Principal  
Booz, Allen & Hamilton, Inc., New York, NY, Associate  
Booz, Allen & Hamilton, Inc., New York, NY, Principal  
Boston Consulting Group, Inc., New York, NY, Manager  
CFGW, Inc., Concord, MA  
Capital Relations, Inc., Thousand Oaks, CA, Controller  
Civil Service Employees Association, Inc., Commack, NY, Labor Relations Specialist  
Denver Career & Business Strategists, Denver, CO, Vice President  
Dove Associates, San Francisco, CA, Senior Associate  
HRDG/Organization Design & Development, Inc., King of Prussia, PA, Senior Research Associate  
Insignia/Edward S. Gordon Company, New York, NY, Managing Director  
Lyons Consulting, Norristown, PA, Principal  
Management Recruiters, Philadelphia, PA, Partner  
McKinsey & Company, Bedminsky, NJ, Consultant  
McKinsey & Company, New York, NY, Consultant  
Mental Models, Santa Clara, CA, Product Realizer  
Mercer Management Consulting, New York, NY, Senior Associate  
Mercer Management Consulting, San Francisco, CA, Vice President  
N. W. Ayer & Partners, New York, NY, Senior Vice President, Partner  
Piper Jaffray, Minneapolis, MN, Managing Director  
Roberston, Stephens & Company, New York, NY, Principal, Senior Research Analyst  
Roy F. Weston, Inc., Philadelphia, PA, Marketing Coordinator  
SCA Consulting, Chicago, IL, Principal  
Self-Employed, Boca Raton, FL  
Self-Employed, Montralé, NJ, Career Consultant  
Tempest Consulting, Inc., New York, NY, CEO  
The Cornerstone Group, Coral Gables, FL, Director of Business Development  
The Globecon Group, Ltd., New York, NY, Consultant  
The North Bridge Group, Boston, MA, Principal  
Towers Perrin, Philadelphia, PA, Corporate, Counsel  
Weiser Consulting Group, Roswell, GA, President/Owner  
William M. Mercer, Inc., Philadelphia, PA, Consulting Actuary  
William Morris Agency, Beverly Hills, CA, Agent

**DESIGN**

Color Graphics, Inc., Moorestown, NJ, Manager  
Froners, Caufmann, Foley & Hoffmann, Philadelphia, PA, Architect  
OZ Architecture, Denver, CO, Architect-Principal  
Peter Gluck Architects, New York, NY, Project Architect  
Self-Employed, Venice, CA, Production

**FOOD SERVICE**

Hampton Chutney Co., Amagansett, NY, Owner

**HOTEL/RESTAURANT**

Host Marriott, Bethesda, MD, Vice President-Acquisitions  
Seven Circle Resorts, Denver, CO, Financial Controller

**IMPORT/EXPORT**

H. D. Mercantile Ltd., Hong Kong, China

**LEGAL SERVICES**

Akerman, Senterfitt & Eidson, PA, Fort Lauderdale, FL, Shareholder/Attorney  
Akerman, Senterfitt & Eidson, PA, Miami, FL, Of-Counsel Attorney  
Altera Corporation, San Jose, CA, Corporate Attorney  
Andrew S. White, Attorney at Law, Hamden, CT, Lawyer  
Arnold & Porter, Washington, DC, Attorney  
Berger & Bornstein, Morristown, NJ  
Clark County Public Defender, Las Vegas, NV, Assistant Public Defender  
Cleary, Gottlieb, Stean & Hamilton, New York, NY, Associate  
Finn Dixon & Herling, Stamford, CT, Attorney  
Fried, Frank, Harris, Shriver & Jacobson, Los Angeles, CA, Associate  
Fullbright & Jaworski, LLP, New York, NY, Associate  
Goodman, Phillips & Vineberg, New York, NY, Attorney  
Greenebaum, Dolle, McDonald, PLLC, Lexington, KY, Associate Attorney  
Horwood, Marcus & Berk Chartered, Chicago, IL, Partner  
Kaye, Scholer, Fierman, Hays & Handler, New York, NY  
Kaye, Scholer, Fierman, Hays & Handler, Washington, DC  
Kirtland & Ellis, Chicago, IL, Partner  
Kitt, Muchen & Zaves, Chicago, IL, Partner  
Levene, Neale, & Bender, Los Angeles, CA, Partner/Founder  
McLane, Graf, Raulersan & Middleton, Manchester, NH, Attorney  
Meltzer, Lippe, Goldstein, Wolf & Schlissel, P.C, Mineola, NY, Associate  
Morgan, Lewis & Bockius, LLP, Philadelphia, PA, Associate  
Morgan, Lewis & Bockius, LLP, Philadelphia, PA, Attorney  
O'Connor, Cavanagh, et al, Tucson, AZ, Member  
O'Melvery & Myers, Los Angeles, CA, Special Counsel  
Office of Independent Counsel, Washington, DC, Associate Independent Counsel  
Office of US Attorney, S.D.N.Y., New York, NY, Assistant U.S. Attorney  
Osborne, Lowe, Helman & Smith, Austin, TX, Attorney  
Public Defender Service Corporation, Agana, Guam, Assistant Public Defender  
Reed, Smith, Shaw & McClay, Pittsburgh, PA, Associate  
Rutter, Hobbs & Dandoff, Los Angeles, CA, Attorney  
Sega Gameworks, LLC, Universal City, CA, Vice President & General Counsel  
Seward & Kissel, New York, NY, Associate  
Sexter & Warmflash, PC, New York, NY, Associate Attorney  
Shipman & Goodwin LLP, Hartford, CT, Associate  
Skadden, Arps, Slate, Meagher & Flom, LLP, Los Angeles, CA, Partner  
Skadden, Arps, Slate, Meagher & Flom, LLP, New York, NY, Associate  
Suffolk County District Attorney's Office, Boston, MA, Assistant District Attorney

Career Planning and Placement Service - Wharton Undergraduate Ten Year Alumni Survey

Sullivan & Worcester LLP, New York, NY, Attorney  
Sullivan, Weinstein & McQuay, Boston, MA, Associate  
Tenzer Greenblatt, LLP, New York, NY, Associate  
Wachtell, Lipton, Rosen & Katz, New York, NY, Associate  
White & Case, Miami, FL, Associate  
White & Case, Washington, DC, Associate  
Wolf, Block, Schorr & Solis-Cohen, Philadelphia, PA, Partner  
Zussman & Sklar, Birmingham, MI, Attorney

**PERSONAL CARE SERVICES**

The Partnership Group, Inc., Blue Bell, PA, Senior Project Manager

**RECREATION**

Aslan Adventures, Wenatchee, WA, CFO  
Feld Entertainment, Vienna, VA, Director of Marketing-Asia/Pacific  
Lan-Mar Marina, Inc., Gainesville, GA, Management  
National Football League, New York, NY, Senior Director  
Self-Employed, San Francisco, CA, Clowning Teacher

**RETAIL/WHOLESALE**

Cendant (CUC International), Stamford, CT, Vice President  
International Flavors & Fragrances, Hazlet, NJ, Vice President; Director of Marketing  
JDM, Inc., Wilton, CT, Director of Marketing  
Krasne Corporation, El Paso, TX, Vice President Operations  
Pep Boys, Philadelphia, PA, Event Planner  
Quaker City Chemicals, Philadelphia, PA, Co-Owner  
Scan Retail Group, Oslo, Norway, President  
Tabac, Inc., Makati, Philippines, Managing Director  
The Pantry Store, Inc., Clarksburg, WV  
Time Direct Marketing, San Francisco, CA, Controller  
WESCO Distribution, Inc., Pittsburgh, PA, Administrative Manager

**TRANSPORTATION**

Northwest Airlines, Minneapolis, MN, Pilot:727Flo  
US Airways, Arlington, VA, Managers

**INDUSTRIES UNKNOWN**

Infoestructura S.A., Madrid, Spain, Owner, Manager