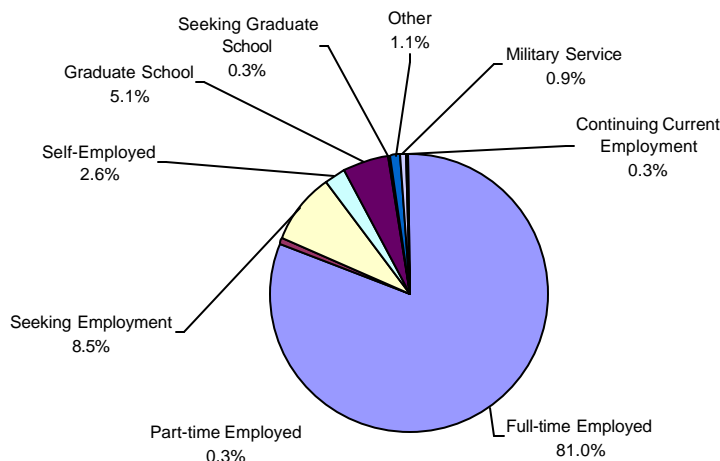


# Wharton Undergraduate Class of 2003 Career Plans Survey Report

	<u>2003</u>	<u>2002</u>
Number of Degrees Awarded	645	585
Number of Completed Surveys	352	344
Percentage Response	54.6%	58.8%

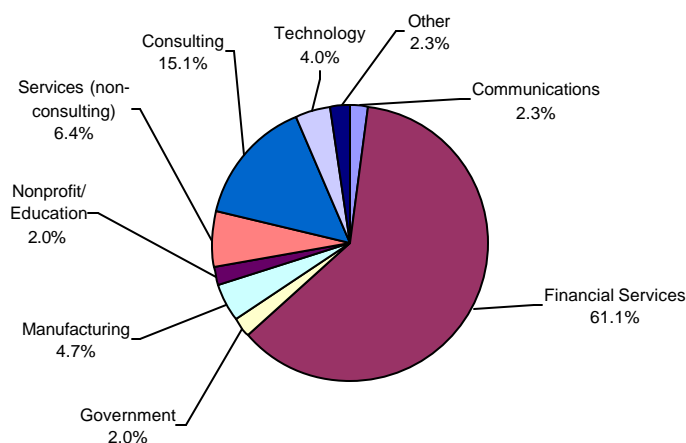
## SUMMARY OF POST-GRADUATION PLANS



This report summarizes responses from December 2002 and May/August 2003 Wharton Bachelor of Science in Economics degree recipients.

Although the economy was still tight this year, we saw an increased number of students enter the job market immediately upon graduation as opposed to enrolling directly in graduate school. Over 80% of the class reported being full-time employed (including military service and self-employment) by July 2003. Just over 5% enrolled directly in graduate school – down substantially from the 10.5% from the Class of 2002 who enrolled immediately in graduate or professional school.

## INDUSTRIES EMPLOYING WHARTON GRADUATES



Although the Financial Services industry continued to experience difficult economic times during the 2002-2003 year, it continued to be the most popular industry for Wharton seniors.

The Class of 2003 took fewer consulting positions than previous classes, but there was a slight increase in the number of graduates entering other service industries, as well as technology, which jumped from 0.8% of hires in 2002 to 4.0% last year.

## METHODOLOGY

Students were asked via several e-mail requests during April – May 2003 to complete an online version of the Career Plans Survey. A follow-up survey was mailed in July 2003 to those students who had not responded or had previously indicated they were “still seeking”. A total of 352 surveys were returned for a 54.6% response rate.

## POST-GRADUATION PLANS

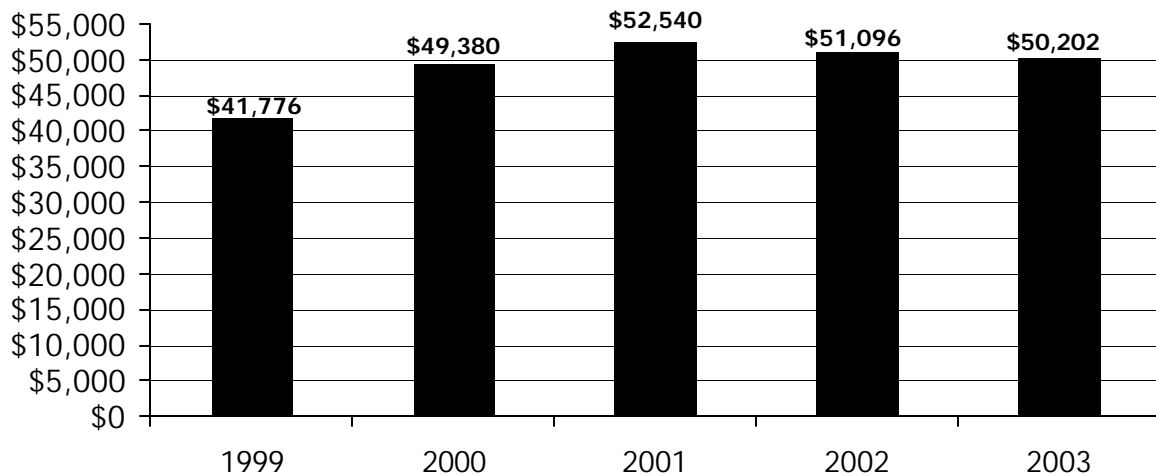
Plan	2003		2002	
	Number	Percent	Number	Percent
<b>Full-time Employed</b>	285	81.0%	255	74.1%
<b>Graduate School</b>	18	5.1%	36	10.5%
<b>Seeking Full-time Employment</b>	30	8.5%	40	11.6%
<b>Seeking Graduate School</b>	1	0.3%	3	0.9%
<b>Self-Employed</b>	9	2.6%	3	0.9%
<b>Part-time Employed</b>	1	0.3%	1	0.3%
<b>Continuing Current Employment</b>	1	0.3%	0	0%
<b>Entering Military Service</b>	3	0.9%	1	0.3%
<b>Other</b>	4	1.1%	5	1.5%

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

	Employed	Graduate School	Average Salary and Range	
<b>2003</b>	85.1%*	5.1%	\$50,202	\$25,000 - \$80,000
<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, part-time employed, continuing current employment, self-employed, and military service.

## AVERAGE SALARIES TREND



Annual Salary of Wharton Graduates

# ANALYSIS OF EMPLOYED RESPONDENTS

## Starting Salaries and Bonus Figures

264 students who accepted full-time employment provided salary data, which is the basis for the averages in the following tables. Of those that provided this information, 50% indicated that they planned to receive an annual bonus, and 63% received a sign-on bonus.

### 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>\$50,202</b>	<b>(\$25,000 - \$80,000)</b>	<b>264**</b>	<b>100%</b>
Women	\$48,642	(\$32,000 - \$70,000)	96	36%
Men	\$51,082	(\$25,000 - \$80,000)	167	64%
<b>Wharton Only</b>	<b>\$49,668</b>	<b>(\$25,000 - \$80,000)</b>	<b>198</b>	<b>75.0%</b>
Women	\$48,456	(\$32,000 - \$60,000)	77	29.0%
Men	\$50,472	(\$25,000 - \$80,000)	121	46.0%
<b>M &amp; T Program</b>	<b>\$53,941</b>	<b>(\$40,000 - \$70,000)</b>	<b>17</b>	<b>6.4%</b>
Women	\$48,333	(\$40,000 - \$55,000)	3	1.1%
Men	\$55,143	(\$45,000 - \$70,000)	14	5.3%
<b>Huntsman Program</b>	<b>\$48,400</b>	<b>(\$35,000 - \$55,000)</b>	<b>15</b>	<b>5.7%</b>
Women	\$44,500	(\$35,000 - \$53,000)	6	2.3%
Men	\$51,000	(\$35,000 - \$55,000)	9	3.4%
<b>Dual WH &amp; CAS</b>	<b>\$49,238</b>	<b>(\$30,000 - \$70,000)</b>	<b>21**</b>	<b>7.9%**</b>
Women	\$52,000	(\$37,000 - \$70,000)	8	3.0%
Men	\$47,083	(\$30,000 - \$55,000)	12	4.5%
<b>Dual WH &amp; SEAS</b>	<b>\$56,769</b>	<b>(\$48,000 - \$80,000)</b>	<b>13</b>	<b>4.9%</b>
Women	*	*	2	0.8%
Men	\$57,045	(\$48,000 - \$80,000)	11	4.1%
<b>Dual WH &amp; NURS</b>	<b>*</b>	<b>*</b>	<b>0</b>	<b>0.0%</b>
Women	*	*	0	0.0%
Men	*	*	0	0.0%

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

\*\*One student reported anonymously, therefore no gender was noted.

### Average Bonus Figures by Gender

BONUS TYPE	OVERALL AVERAGE	WOMEN	MEN
Sign-on Bonus	\$6,634	\$5,669	\$7,171
Annual Bonus (Estimated)	\$14,571	\$9,169	\$16,245

## **Interviewing Activity and Offer Information**

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

	<b><u>2003</u></b>	<b><u>2002</u></b>
Total Number of Employers	319	324
Total Number of Interviews	11,383	11,306

### **Average Number and Range of Interviews Per Student (2003)**

	<b><u>First-Rounds</u></b>	<b><u>Second-Rounds</u></b>
Interviews via On-Campus Recruiting	11.2 (0-84)	4.2 (0-50)
Interviews via Career Services leads (Career Days, Online Job Listings, etc.)	1.6 (0-16)	.6 (0-5)
Interviews Via Own Job Search	2.1 (0-20)	1.2 (0-20)
All Interviews Combined	13.0 (0-104)	4.9 (0-50)

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

	<b><u>2003</u></b>	<b><u>2002</u></b>
On-Campus Recruiting Offers	1.3 (0-7)	1.6 (0-20)
Career Services Offers (Career Days, Online Job Listings, etc.)	0.2 (0-2)	0.3 (0-5)
Offers Resulting from Own Job Search	0.8 (0-4)	0.9 (0-8)
All Offers Combined	1.9 (0-7)	2.1 (0-30)

### **Percentage of Accepted Offers**

	<b><u>2003*</u></b>	<b><u>2002*</u></b>
Accepted Offers through OCR & Career Services	79%	70%
Accepted Offers from Summer Internship	35%	27%

\* 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**

237 May graduates reported the date on which they received the full-time employment offer for the position they accepted. Approximately 85% received the offer prior to graduation, with over 55% 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 2002	11.0%
September - December 2002	44.7%
January - March 2003	19.4%
April - May 2003	10.5%
June 2003 or later	14.3%

## Geographic Distribution of Accepted Offers

	<u>2003</u>	<u>2002</u>	<u>2001</u>
<b>Mid-Atlantic</b> (includes NY)	74.1%	68.1%	66.9%
<b>West</b>	8.3%	5.5%	10.5%
<b>Northeast</b>	5.2%	9.1%	6.0%
<b>Southeast</b>	1.4%	4.3%	2.7%
<b>Midwest</b>	5.2%	3.9%	3.9%
<b>Southwest</b>	1.7%	0%	2.7%
<b>International</b>	4.1%*	9.1%	6.9%
<b>Puerto Rico</b>	0%	0%	0.3%

\*Includes England (2), Finland (1), Hong Kong (2), India (1), Japan (1), Mexico (1), Singapore (3), Switzerland (1)

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

<b>2003</b>		<b># of</b>	<b>2002</b>	
<b>Company Name</b>		<b>Accepted Offers</b>	<b>Company Name</b>	<b># of Accepted Offers</b>
<b>1.</b>	Citigroup	16	Citigroup/Salomon Smith Barney	15
<b>2.</b>	Goldman Sachs & Co.	14	Morgan Stanley	14
<b>3.</b>	JPMorgan Chase	11	Goldman Sachs & Co.	12
<b>4.</b>	Morgan Stanley	9	Merrill Lynch	10
<b>5.</b>	Lehman Brothers	7	Deutsche Bank	8
<b>6.</b>	Microsoft	7	JPMorgan Chase	7
<b>7.</b>	Deutsche Bank	6	UBS Warburg	7
<b>8.</b>	Merrill Lynch	6	Lehman Brothers	6
<b>9.</b>	UBS	6	Deloitte & Touche	5
<b>10.</b>	Accenture	5	The St. Paul Companies	4
<b>11.</b>	Bear Stearns	5	AMS	3
<b>12.</b>	Bain & Company	5	Boston Consulting Group	3
<b>13.</b>	Lazard	5	Fannie Mae	3
<b>14.</b>	PricewaterhouseCoopers	5	Johnson and Johnson	3
<b>15.</b>	Ernst & Young	4	Mercer Management Consulting	3
<b>16.</b>	ZS Associates	4	Monitor Group	3
<b>17.</b>	Credit Suisse First Boston	3	Oliver, Wyman & Co.	3
<b>18.</b>	Deloitte & Touche	3	The Blackstone Group	3
<b>19.</b>	General Mills	3	William M. Mercer, Inc.	3
<b>20.</b>	Johnson & Johnson	3	ZS Associates	3
<b>21.</b>	Mercer Oliver Wyman	3		

## SALARIES BY JOB TYPE

(Includes 265 respondents who reported salary figures and job type.)

JOB TYPE	%	AVERAGE SALARY	RANGE	AVERAGE MALE SALARY	AVERAGE FEMALE SALARY
<b>ACCOUNTING</b>	<b>5.6%</b>	<b>\$46,600</b>	<b>\$32,500 - \$52,000</b>	<b>\$44,813</b>	<b>\$48,714</b>
Public Accounting	4.5%	\$46,292	\$32,500 - \$53,000	\$44,417	\$48,167
Internal Accounting	1.1%	\$48,000	\$40,000 - \$52,000	*	*
<b>CONSULTING</b>	<b>13.8%</b>	<b>\$49,143</b>	<b>\$26,000 - \$70,000</b>	<b>\$47,214</b>	<b>\$51,587</b>
Management/Strategy	9.8%	\$49,242	\$26,000 - \$70,000	\$46,577	\$51,817
Technical/Information Systems	3.7%	\$48,800	\$39,000 - \$56,000	\$48,250	*
Research	0.3%	*	*	*	*
<b>ECONOMICS</b>	<b>0.7%</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>
Economic Research	0.7%	*	*	*	*
<b>EDUCATION</b>	<b>1.2%</b>	<b>\$31,333</b>	<b>\$29,000 - \$35,000</b>	<b>*</b>	<b>*</b>
Teaching	0.8%	*	*	*	*
Research	0.4%	*	*	*	*
<b>ENGINEERING</b>	<b>1.2%</b>	<b>\$69,833</b>	<b>\$55,500 - \$80,000</b>	<b>*</b>	<b>*</b>
Design	0.4%	*	*	*	*
Project Management	0.8%	*	*	*	*
<b>FINANCE</b>	<b>55.2%</b>	<b>\$53,053</b>	<b>\$34,600 - \$80,000</b>	<b>\$53,492</b>	<b>\$51,890</b>
<b>Corporate Finance</b> (non-banking)					
Financial Planning & Analysis	2.6%	\$49,694	\$41,200 - \$80,000	\$51,572	\$45,000
<b>Financial Management/ Marketing</b>					
Investment Management	6.4%	\$53,059	\$44,000 - \$80,000	\$54,091	\$51,167
Financial Services Marketing	0.8%	*	*	*	*
<b>Investment Analysis</b>					
Financial Analyst (Generalist)	21.5%	\$53,514	\$40,000 - \$60,000	\$53,340	\$54,000
Capital/Money Markets Analyst	3.4%	\$54,667	\$50,000 - \$57,000	\$53,333	\$53,333
Energy Analyst	0.4%	*	*	*	*
Mergers & Acquisitions Analyst	8.7%	\$55,435	\$40,000 - \$60,000	\$56,667	\$51,000
Public Finance Analyst	0.4%	*	*	*	*
Risk & Foreign Exch. Analyst	1.1%	\$50,000	\$45,000 - \$55,000	*	*
Securities Research Analyst	2.3%	\$54,500	\$52,000 - \$55,000	\$54,000	\$55,000
Venture Capital Analyst	1.5%	\$53,750	\$50,000 - \$55,000	\$53,333	*
<b>Sales and Trading</b>					
Sales	0.8%	*	*	*	*
Trading	5.3%	\$49,429	\$37,000 - \$58,000	\$50,250	*
<b>GOVERNMENT</b>	<b>0.8%</b>	<b>*</b>	<b>*</b>	<b>*</b>	<b>*</b>
Military Officer	0.8%	*	*	*	*

<b>HEALTH CARE</b>	<b>0.4%</b>	*	*	*	*
Hospital/HMO Administration	0.4%	*	*	*	*
<b>INFORMATION SYSTEMS/ COMPUTER SCIENCE</b>	<b>0.4%</b>	*	*	*	*
Software Design & Development	0.4%	*	*	*	*
<b>INSURANCE</b>	<b>0.8%</b>	*	*	*	*
Actuarial	0.4%	*	*	*	*
Risk	0.4%	*	*	*	*
<b>LEGAL SERVICES</b>	<b>1.1%</b>	<b>\$32,333</b>	<b>\$25,000 - \$37,000</b>	*	*
Paralegal	1.1%	\$32,333	\$25,000 - \$37,000	*	*
<b>MANAGEMENT</b>	<b>5.3%</b>	<b>\$49,392</b>	<b>\$35,000 - \$80,000</b>	<b>\$54,214</b>	<b>\$44,571</b>
General Management	3.0%	\$54,313	\$37,500 - \$80,000	\$57,300	\$49,333
HR/Personnel/Labor Relations	0.4%	*	*	*	*
Management Training	1.1%	\$44,000	\$42,000 - \$45,000	*	*
Operations Management	0.8%	*	*	*	*
<b>MARKETING</b>	<b>9.8%</b>	<b>\$43,320</b>	<b>\$25,000 - \$70,000</b>	<b>\$41,250</b>	<b>\$44,294</b>
Buyer/Merchandising	1.1%	\$37,333	\$33,000 - \$40,000	*	\$37,333
Marketing Analysis	1.5%	\$40,000	\$35,000 - \$45,000	*	\$41,667
Marketing Research	1.1%	\$51,000	\$50,000 - \$53,000	*	*
Media Planning	0.4%	*	*	*	*
Product/Brand Management	2.7%	\$47,500	\$25,000 - \$70,000	*	\$53,000
Sales/Sales Management	3.0%	\$39,125	\$30,000 - \$44,000	\$36,333	\$40,800
<b>MATHEMATICS</b>	<b>0.4%</b>	*	*	*	*
Statistics	0.4%	*	*	*	*
<b>OTHER</b>	<b>0.4%</b>	*	*	*	*
Other	0.4%	*	*	*	*
<b>REAL ESTATE</b>	<b>3.0%</b>	<b>\$54,375</b>	<b>\$40,000 - \$60,000</b>	<b>\$53,333</b>	*
Real Estate Investment Analyst	3.0%	\$54,375	\$40,000 - \$60,000	\$53,333	*

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

## SALARIES BY INDUSTRY

Includes the 265 respondents who reported salary figures.

INDUSTRY	% OF RESPONDENTS	AVERAGE	RANGE
<b>COMMUNICATIONS</b>	<b>1.9%</b>	<b>\$43,200</b>	<b>\$26,000 - \$55,000</b>
Film/Recording	0.4%	*	*
Publishing/Printing	1.1%	\$47,333	\$42,000 - \$55,000
Radio/TV/Cable	0.4%	*	*
<b>ENERGY</b>	<b>0.4%</b>	*	*
Petroleum	0.4%	*	*
<b>FINANCIAL SERVICES</b>	<b>63.4%</b>	<b>\$52,614</b>	<b>\$32,500 - \$80,000</b>
Accounting	3.8%	\$45,450	\$32,500 - \$53,000
Commercial Banking	2.6%	\$53,286	\$40,000 - \$80,000
Insurance	1.1%	\$47,333	\$45,000 - \$52,000
Investment Banking	34.7%	\$55,022	\$50,000 - \$60,000
Investment Management/Counsel	9.4%	\$51,664	\$34,600 - \$80,000
Savings and Loans	0.4%	*	*
Real Estate/Land Development	3.0%	\$51,875	\$40,000 - \$60,000
Financial Services (other)	8.3%	\$48,227	\$35,000 - \$80,000
<b>GOVERNMENT</b>	<b>1.6%</b>	<b>\$33,184</b>	<b>\$28,000 - \$40,000</b>
Central Banking	0.4%	*	*
U.S. Executive Branch	0.4%	*	*
U.S. Military Service	0.8%	*	*
<b>MANUFACTURING</b>	<b>5.3%</b>	<b>\$47,497</b>	<b>\$38,000 - \$55,000</b>
Automotive	0.4%	*	*
Biomedical Products	0.4%	*	*
Computer Products (Hardware)	0.4%	*	*
Consumer Products	1.9%	\$47,800	\$40,500 - \$55,000
Packaging	0.4%	*	*
Pharmaceuticals	1.5%	\$51,000	\$50,000 - \$52,000
Manufacturing (other)	0.4%	*	*
<b>NON PROFIT/EDUCATION</b>	<b>1.2%</b>	<b>\$34,500</b>	<b>\$29,000 - \$44,000</b>
Elementary/Secondary Education	0.4%	*	*
Health Care (Nonprofit)	0.4%	*	*
Higher Education	0.4%	*	*
Public Interest/Non-Profit Research	0.4%	*	*
<b>SERVICES</b>	<b>22.7%</b>	<b>\$45,407</b>	<b>\$25,000 - \$70,000</b>
Construction	0.8%	*	*
Consulting	15.1%	\$47,925	\$28,500 - \$70,000
Design	0.4%	*	*
Education (For Profit)	0.4%	*	*
Food Services	0.4%	*	*
Healthcare (For Profit)	1.1%	\$42,000	\$32,000 - \$52,000
Legal Services	1.5%	\$37,500	\$25,000 - \$53,000
Recreation	0.8%	*	*
Retail/Wholesale	1.9%	\$41,200	\$33,000 - \$55,000

<b>TECHNOLOGY</b>	<b>3.4%</b>	<b>\$59,833</b>	<b>\$35,000 - \$80,000</b>
Internet Services - Other	0.4%	*	*
Online Information Provider	0.4%	*	*
Software Products	2.6%	\$61,929	\$54,500 - \$80,000

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

# PERMANENT POSITIONS

## Employment Pursuits By Undergraduate Concentration/Major

### WHARTON DEGREE ONLY

#### **ACCOUNTING**

Deloitte & Touche, New York, NY: Staff  
Deloitte & Touche, New York, NY: Staff  
Ernst & Young, New York, NY: Title Not Provided  
Ernst & Young, New York, NY: Staff  
Ernst & Young, Philadelphia, PA: AABS Staff  
Goldman Sachs, San Francisco, CA: Financial Analyst  
KPMG, Philadelphia, PA: Staff Accountant  
Merrill Lynch, New York, NY: Analyst  
PricewaterhouseCoopers, New York, NY: Audit Associate  
PricewaterhouseCoopers, New York, NY: Audit Associate  
PricewaterhouseCoopers, New York, NY: Associate

#### **ACCOUNTING/FINANCE**

Bear Stearns, New York, NY: Investment Banking Analyst  
Credit Suisse First Boston, New York, NY: Analyst  
Financo, New York, NY: Financial Analyst  
J.E.R. Partners, McLean, VA: Analyst  
JPMorgan Chase, New York, NY: Analyst  
JPMorgan Partners, LLC, New York, NY: Analyst  
Merrill Lynch, New York, NY: Title Not Provided  
Murphy Noell Capital, Westlake Village, CA: Analyst  
PricewaterhouseCoopers, New York, NY: First Year  
PricewaterhouseCoopers, New York, NY: Assurance Associate  
Prudential Capital Group, Chicago, IL: Investment Analyst  
Susquehanna International Group, Bala Cynwyd, PA: Assistant Trader  
Tattersall Advisory Group, Richmond, VA: Research Analyst

#### **ACCOUNTING/FINANCE/REAL ESTATE**

Morgan Stanley, New York, NY: Analyst

#### **ACCOUNTING/MANAGEMENT**

Siana, Carr & O'Connor LLP, Paoli, PA: Junior Accountant

#### **BUSINESS & PUBLIC POLICY**

W.P. Carey, New York, NY: Acquisitions Associate

#### **DECISION PROCESSES**

Boston Consulting Group, New York, NY: Associate Consultant  
Goldman Sachs, New York, NY: Financial Analyst

#### **DECISION PROCESSES/FINANCE**

Kellogg, Evanston, IL: Research Assistant  
Microsoft, Redmond, WA: Associate Financial Analyst  
The Kaiser Family Foundation, Menlo Park, CA: Financial Analyst

#### **DECISION PROCESSES/MANAGEMENT**

Accenture, Florham Park, NJ: Analyst  
MBI Inc, Norwalk, CT: Assistant Program Manager

#### **ENTREPRENEURSHIP/FINANCE**

Deutsche Bank, New York, NY: Analyst

#### **ENTREPRENEURSHIP/FINANCE/MARKETING**

Deloitte Consulting, Philadelphia, PA: Business Analyst

#### **ENTREPRENEURSHIP/MANAGEMENT**

Guardsmark, Los Angeles, CA: Account Manager

## **ENTREPRENEURSHIP/REAL ESTATE**

Self-Employed, Location Not Provided: Title Not Provided

## **ENVIRONMENTAL POLICY & MANAGEMENT**

Eastern Research Group Inc., Arlington, VA: Technical Communications Specialist

## **FINANCE**

American Management Systems, Washington, DC: Associate Consultant

Arcadia Land Company, Wayne, PA: Development Associate

Banc of America Securities, New York, NY: Analyst

Banc of America Securities, New York, NY: Analyst

Barclays Capital, New York, NY: Trading Analyst

Bear Stearns, New York, NY: Analyst

Bear Stearns, New York, NY: Analyst

Blackstone, New York, NY: Analyst

Capital One Services Inc., Richmond, VA: Business Analyst

Chicago Trading Company, Chicago, IL: Trader

CIBC World Markets, New York, NY: Analyst

Citadel Investment Group, Chicago, IL: Associate

Citadel Investment Group, Greenwich, CT: Analyst

Citigroup, New York, NY: Analyst

Citigroup, New York, NY: Analyst

Citigroup, New York, NY: Analyst

Citigroup, New York, NY: Analyst

Citigroup, New York, NY: Financial Analyst

Citigroup, New York, NY: Financial Analyst

Citigroup, New York, NY: Financial Analyst

Citigroup, Stamford, CT: Research Associate

CooperNeff, King of Prussia, PA: Trader Trainee

Credit Suisse First Boston, New York, NY: Research Associate

David J. Frank Landscape Co., Inc., Germantown, WI: Client Service Staff

Delaware Investments, Philadelphia, PA: Marketing Associate

Deutsche Bank, New York, NY: Financial Analyst

Deutsche Bank, Philadelphia, PA: Analyst

Dresdner Kleinwort Wasserstein, New York, NY: Analyst

DRW Trading Group, Chicago, IL: Trader Assistant

Evercore Partners, New York, NY: Financial Analyst

Ford Motor Co., Minneapolis, MN: Financial Analyst

Gleacher Partners LLC, New York, NY: Analyst

Gleacher Partners LLC, New York, NY: Analyst

Goldman Sachs, New York, NY: Analyst

Goldman Sachs, New York, NY: Analyst

Goldman Sachs, New York, NY: Analyst

Goldman Sachs, New York, NY: Analyst

Goldman Sachs, New York, NY: Analyst

Goldman Sachs, New York, NY: Analyst

Goldman Sachs, New York, NY: Analyst

Guy Carpenter (Reinsurance Broker), Philadelphia, PA: Risk Analyst

Holliday, Fegnolio, & Fowler, San Diego, CA: Real Estate Analyst

Houlihan Lokey Howard & Zukin, New York, NY: Analyst

HSBC Mexico, Mexico City, Mexico: Assistant to CFO

Intel Corporation, Portland, OR: Financial Analyst

Jeffries & Co., New York, NY: Analyst

Johnson & Johnson, Raritan, NJ: Financial Leadership Program

JPMorgan Chase, New York, NY: Analyst

JPMorgan Chase, Los Angeles, CA: Analyst

JPMorgan Chase, New York, NY: Analyst

JPMorgan Chase, Location Not Provided: Analyst

JPMorgan Chase, New York, NY: Analyst

Katzenbach Partners LLC, New York City, NY: Associate

Lane, Berry & Co. International, Boston, MA: Analyst

Lazard, San Francisco, CA: Analyst  
Lazard, New York, NY: Analyst  
Lazard, New York, NY: Analyst  
Lazard, San Francisco, CA: Analyst  
Lehman Brothers, Chicago, IL: Analyst  
Lehman Brothers, New York, NY: Analyst  
Lehman Brothers, New York, NY: Analyst  
Lehman Brothers, New York, NY: Analyst  
Lincoln Financial Group, Hartford, CT: Product Associate  
Marshall Field's, Minneapolis, MN: Business Analyst  
McNeil Pharmaceuticals, Fort Washington, PA: Financial Analyst  
Merrill Lynch, Jersey City, NJ: Analyst  
Merrill Lynch, Palo Alto, CA: Analyst  
Merrill Lynch, Plainsboro, NJ: Senior Specialist  
Metropolitan Life, Bridgewater, NJ: Actuarial Student  
Monitor Group, New York, NY: Consultant  
Morgan Stanley, New York, NY: Analyst  
Morgan Stanley, Philadelphia, PA: Analyst  
Murray, Devine & Co., Philadelphia, PA: Analyst  
Navigant Consulting, Philadelphia, PA: Associate  
Novantas, New York, NY: Associate  
Polaris Advisors, Radnor, PA: Assistant Trader  
Self-Employed, Location Not Provided: Title Not Provided  
Signal Hill Capital Group, Baltimore, MD: Analyst  
Spectrum Capital Partners, New York, NY: Trader Trainee  
Starwood Capital Group, Greenwich, CT: Financial Analyst  
Susquehanna International Group, Bala Cynwyd, PA: Assistant Trader  
The Pullman Group, New York, NY: Investment Banking Analyst  
Tower Research Capital, New York, NY: Analyst  
U.S. Navy, Pensacola, FL: Naval Flight Officer  
UBS, New York, NY: Analyst  
UBS, New York, NY: Analyst  
UBS, New York, NY: Associate  
UBS, New York, NY: Equity Research Analyst  
Wellington Management, Boston, MA: Research Assistant  
Wellington Management, Boston, MA: Research Assistant

#### **FINANCE/GLOBAL ANALYSIS**

Great Point Capital, Chicago, IL: Trader

#### **FINANCE/HEALTH CARE MANAGEMENT & POLICY**

Citigroup, New York, NY: Analyst

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

Freddie Mac, Washington, DC: Financial Analyst

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

Paragon, Mumbai, India: President

#### **FINANCE/LEGAL STUDIES**

Lazard, LLC, New York, NY: Analyst  
Lehman Brothers, New York, NY: Analyst  
NJTC Venture Fund, Mount Laurel, NJ: Associate  
Wachovia Securities, Charlotte, NC: Analyst

#### **FINANCE/MANAGEMENT**

Bain & Company, New York, NY: Associate Consultant  
Bear Stearns, New York, NY: Analyst  
Citigroup, New York, NY: Analyst  
Goldman Sachs, New York, NY: Analyst  
JP Morgan, New York, NY: Analyst  
Lehman Brothers, New York, NY: Analyst  
Mercer Management Consulting, New York, NY: Analyst  
Microsoft, Seattle, WA: Assistant Manager

Morgan Stanley, New York, NY: Analyst

UBS, New York, NY: Analyst

#### **FINANCE/MANAGEMENT/MARKETING**

JPMorgan Chase, New York, NY: Credit Analyst

#### **FINANCE/MARKETING**

Compass Partners International, New York, NY: Analyst

Huron Consulting, New York, NY: Analyst

UBS, New York, NY: Analyst

ZS Associates, Princeton, NJ: Operations Research Analyst

#### **FINANCE/REAL ESTATE**

Deutsche Bank, New York, NY: Global Analyst

Finland Basketball Association, Porvoo, Finland: Professional Basketball Player

#### **GLOBAL ANALYSIS/MANAGEMENT**

Diamond Cluster, Chicago, IL: Analyst

#### **HEALTH CARE MANAGEMENT & POLICY/LEGAL STUDIES/MANAGEMENT**

May Company, St. Louis, MO: Assistant Buyer

#### **HEALTH CARE MANAGEMENT & POLICY/MARKETING**

Great-West Life & Annuity Insurance Company, Rosemont, IL: Provider Relations

#### **INFORMATION SYSTEMS**

Accenture, Philadelphia, PA: Analyst

#### **LEGAL STUDIES/MANAGEMENT**

Bear Stearns, New York, NY: Archival Specialist

#### **LEGAL STUDIES/MARKETING**

McMaster- Carr, Atlanta, GA: Sales Development Associate

#### **MANAGEMENT**

Arcadia Land Company, Wayne, PA: Development Associate

Banister International, Philadelphia, PA: Search Consultant

Barclays Capital, New York, NY: Analyst

Compass Advisors, Portland, OR: Title Not Provided

Corporate Executive Board, Washington, DC: Research Associate

Credit Suisse First Boston, New York, NY: Investment Banking Analyst

Curtis, Mallet-Prevost, Colt, & Mosle, New York, NY: Paralegal

D.E. Shaw, New York, NY: Analyst

Fidelity Capital Markets, Boston, MA: Jr Sales Trader

GAP International, Springfield, PA: Consultant

General Mills, Horsham, PA: Business Management Associate

General Mills, Philadelphia, PA: Business Management Associate

Goldman Sachs, Philadelphia, PA: Financial Analyst

HSBC Holdings Plc., London, England: International Manager

Janssen Pharmaceutica, Titusville, NJ: Pharmaceutical Leadership Development

Johnson & Johnson, Somerville, NJ: Financial Analyst

Pepsi Bottling Group, Denver, CO: Title Not Provided

Pittiglio Rabin Todd & McGrath, Washington, DC: Business Analyst

Princeton Review, Kowloon, Hong Kong: Title Not Provided

Self-Employed, Location Not Provided: Title Not Provided

Self-Employed, Location Not Provided: Title Not Provided

Self-Employed, Boston, MA: CEO

TargetRX, Horsham, PA: Marketing Associate

Towers Perrin, San Francisco, CA: Associate

United Mortgage & Investment Bank, Brentwood, CA: Title Not Provided

United States Army, Location Not Provided: Title Not Provided

United States Marine Corps, Location Not Provided: Second Lieutenant

William Morris Agency, Beverly Hills, CA: Agent in Training

ZS Associates, San Mateo, CA: Business Analyst

## **MANAGEMENT/MARKETING**

Advisory Board Co., Washington, DC: Associate

Neiman Marcus, Dallas, TX: Assistant Buyer

## **MARKETING**

American Express, New York, NY: Marketing Analyst

CitiFinancial, Baltimore, MD: Management Associate

ExxonMobil, Fairfax, VA: Title Not Provided

Foresite Sports, Lafayette Hill, PA: Director of Marketing

Goldman Sachs, Philadelphia, PA: Financial Analyst

JET, Tokyo, Japan: Assistant Language Teacher

Juvenile Law Center, Philadelphia, PA: Paralegal/Webmaster

L'Oreal USA, New York, NY: Marketing Assistant

Mercer Management Consulting, New York, NY: Analyst

Ocorps Residential Inc, Houston, TX: Regional Development Manager

Quaker Foods & Beverages, Chicago, IL: Marketing Associate

Time Inc., New York, NY: Assistant Marketing Manager

ZS Associates, Princeton, NJ: Business Associate

## **MARKETING AND COMMUNICATION**

General Mills, Horsham, PA: Business Management Associate

TargetRX, Horsham, PA: Marketing Associate

Time Inc. New York, NY: Assistant Marketing Manager

## **MARKETING/OPERATIONS MANAGEMENT & MANAGEMENT SCIENCE**

American Management Systems, Fairfax, VA: Associate

## **MARKETING/STATISTICS**

US Bureau of the Census, Suitland, MD: Statistician

## **OPERATIONS MANAGEMENT & MANAGEMENT SCIENCE**

American Express Tax & Business Services, New York, NY: Consultant

## **REAL ESTATE**

CapitalSource, LLC, Chevy Chase, MD: Analyst

Deutsche Bank, New York, NY: Analyst

Fannie Mae, Washington DC: Analyst

Fannie Mae, Washington DC: Analyst

First United Bank, Englewood, CO: Director

Goldman Sachs, Dallas, TX: Analyst

Self-Employed, Location Not Provided: Title Not Provided

Starwood Capital Group, Greenwich, CT: Analyst

Tropicana Resorts & Casinos, Atlantic City, NJ: Analyst

Wells Fargo, Boston, MA: RMD/Analyst

## **WHARTON AND COLLEGE OF ARTS AND SCIENCES**

### **ACCOUNTING/FINANCE/INTERNATIONAL STUDIES**

Deloitte & Touche, New York, NY: Audit Staff

### **BUSINESS AND PUBLIC POLICY/ENGLISH/SYSTEMS SCIENCE & ENGINEERING**

McKinsey and Company, Chicago, IL: Business Analyst

### **BUSINESS AND PUBLIC POLICY/INTERNATIONAL STUDIES**

Lincoln Financial Group - Delaware Investments, Philadelphia, PA: Title Not Provided

Mercer Oliver Wyman, New York, NY: Consultant

### **BUSINESS AND PUBLIC POLICY/INTERNATIONAL RELATIONS**

Institute for International Economics, Washington, DC: Research Assistant

### **DECISION PROCESSES/FINANCE/INTERNATIONAL STUDIES**

Putnam Investments, Boston, MA: Investment Associate

### **FINANCE/ASIAN & MIDDLE EASTERN STUDIES**

Citigroup, New York, NY: Title Not Provided

**FINANCE/CLASSICAL STUDIES**

Teach for America, Miami, FL: Teacher

**FINANCE/COMMUNICATIONS**

JPMorgan Chase, Philadelphia, PA: Analyst

**FINANCE/FRENCH**

Morgan Stanley, New York, NY: Analyst

**FINANCE/FRENCH/INTERNATIONAL RELATIONS**

Citigroup, New York, NY: Financial Analyst

**FINANCE/GLOBAL ANALYSIS/ASIAN & MIDDLE EASTERN STUDIES**

Morgan Stanley, New York, NY: Analyst

**FINANCE/HISTORY**

Morgan Stanley, New York, NY: Analyst

ThinkEquity, New York, NY: Analyst

W.P. Carey, New York, NY: Acquisitions Associate

**FINANCE/INTERNATIONAL RELATIONS**

Berkshire Capital Corporation, New York, NY: Analyst

Morgan Stanley, New York, NY: Title Not Provided

ZS Associates, Princeton, NJ: Associate

**FINANCE/INTERNATIONAL STUDIES**

Bain & Company, Singapore: Associate Consultant

Board of Governors of the Federal Reserve System, Washington, DC: Research Assistant

Citigroup, New York, NY: Analyst

Citigroup, New York, NY: Analyst

Deutsche Bank, New York, NY: Analyst

The Blackstone Group, New York, NY: Analyst

The Vanguard Group, Malvern, PA: Service Administrator

**FINANCE/MATH**

Huron Consulting Group, New York, NY: Financial Analyst

**FINANCE/MANAGEMENT/INTERNATIONAL STUDIES**

Bain & Company, Singapore: Associate Consultant

**FINANCE/PHILOSOPHY**

Deloitte Consulting, Boston, MA: Business Analyst

**FINANCE/PSYCHOLOGY**

Bain & Company, Boston, MA: Associate Consultant

**FINANCE/STATISTICS/HISTORY**

Lehman Brothers, New York, NY: Analyst

**MANAGEMENT/FRENCH/INTERNATIONAL STUDIES**

Thomson Corporation, Philadelphia, PA: Business Development Analyst

**MANAGEMENT/HEALTH AND SOCIETY**

Ernst & Young, San Francisco, CA: Title Not Provided

**MANAGEMENT/INDIVIDUALIZED MAJOR**

Lime Group LLC, New York, NY: Business Analyst

**MANAGEMENT/ITALIAN**

McMaster-Carr Supply Co., Princeton, NJ: Management Development Program

**MANAGEMENT/POLITICAL SCIENCE**

Penn Schoen & Berland, New York, NY: Analyst

Pictorial Offset, Carlstadt, NJ: Production Associate

Squire, Sanders & Dempsey LLP, Los Angeles, CA: Paralegal

**MANAGEMENT/PSYCHOLOGY**

French Public Schools, Paris, France: English Teacher

**MARKETING/ARCHITECTURE**

Steelcase, Philadelphia, PA: PACE Associate

**MARKETING/GERMAN/INTERNATIONAL STUDIES**

Hudson River Group, Valhalla, NY: Marketing Analyst

## **WHARTON AND SCHOOL OF ENGINEERING AND APPLIED SCIENCE**

### **ACCOUNTING/FINANCE/ELECTRICAL ENGINEERING**

Bain & Company, Hong Kong: Associate

### **BUSINESS AND PUBLIC POLICY/COMPUTER SCIENCE & ENGINEERING**

Accenture, Philadelphia, PA: Analyst

### **BUSINESS AND PUBLIC POLICY/ENGLISH/SYSTEMS SCIENCE & ENGINEERING**

McKinsey and Company, Chicago, IL: Business Analyst

### **FINANCE/APPLIED SCIENCE - INDIVIDUALIZED**

Financo, Inc., New York, NY: Analyst

Mercer Oliver Wyman, New York City, NY: Consultant

Miller Buckfire Lewis, New York, NY: Analyst

Monitor Group, Zurich, Switzerland: Consultant

### **FINANCE/APPLIED SCIENCE – BIOMEDICAL SCIENCE**

Johnson & Johnson, New Brunswick, NJ: Title Not Provided

### **FINANCE/APPLIED SCIENCE – COMPUTER SCIENCE**

JPMorgan Chase, New York, NY: Analyst

Morgan Stanley, New York, NY: Analyst

Xspand, Morristown, NJ: Project Manager

### **FINANCE/APPLIED SCIENCE – MANAGEMENT & TECHNOLOGY**

Mercer Oliver Wyman, New York, NY: Consultant

### **FINANCE/CIVIL ENGINEERING SYSTEMS**

Evercore Partners, New York, NY: Analyst

### **FINANCE/COMPUTER SCIENCE & ENGINEERING**

Jefferies & Co., New York, NY: Analyst

Microsoft, Redmond, WA: Program Manager

Microsoft, Redmond, WA: Software Development Engineer

Smiling Screens, Inc., Philadelphia, PA: CTO, CFO

### **FINANCE/COMPUTER & TELECOMMUNICATIONS ENGINEERING**

Citigroup, New York, NY: Analyst

Microsoft, Redmond, WA: Associate Financial Analyst

### **FINANCE/ELECTRICAL ENGINEERING**

Goldman Sachs, New York, NY: Analyst

IFEC Capital, New York, NY: Analyst

Murray, Devine & Company, Philadelphia, PA: Financial Analyst

Port of Singapore Authority, Singapore: Title Not Provided

### **FINANCE/ELECTRICAL SYSTEMS & ENGINEERING**

Citigroup, New York, NY: Analyst

### **FINANCE/INDIVIDUALIZED MAJOR**

Merrill Lynch, New York, NY: Analyst

### **FINANCE/MANAGEMENT/APPLIED SCIENCE – COMPUTER SCIENCE**

Boenning & Scattergood, West Conshohocken, PA: Analyst

### **FINANCE/MANAGEMENT/COMPUTER SCIENCE & ENGINEERING**

Microsoft, Redmond, WA: Title Not Provided

### **FINANCE/SYSTEMS SCIENCE & ENGINEERING**

Children's Hospital of Philadelphia, Philadelphia, PA: Research Assistant

Deutsche Bank, London, England: Analyst

George Weiss Associates, New York, NY: Quantitative Analyst

Microsoft, New York, NY: Business Development Representative

### **HEALTH CARE MANAGEMENT & POLICY/ COMPUTER SCIENCE & ENGINEERING**

GlobeOp, Harrison, NY: Business Analyst

### **INFORMATION SYSTEMS/COMPUTER & TELECOMMUNICATIONS ENGINEERING**

Log-Net, Inc., Little Silver, NJ: Software Developer

**INFORMATION SYSTEMS/OPERATIONS MANAGEMENT/MANAGEMENT SCIENCE/COMPUTER & TELECOMMUNICATIONS ENGINEERING**

CSR Logic, LLC, New York, NY: Director of Technology

**MANAGEMENT/APPLIED SCIENCE - INDIVIDUALIZED**

Accenture, Philadelphia, PA: Analyst

**MANAGEMENT/APPLIED SCIENCE – COMPUTER SCIENCE**

Accenture, New York, NY: Analyst

**MARKETING/COMPUTER SCIENCE & ENGINEERING**

Appian, Vienna, VA: Title Not Provided

Lockheed Martin, Gaithersburg, MD: Title Not Provided

**GRADUATE STUDY RESPONSES**

**Graduate Study Pursuits By Undergraduate Concentration/Major**

	<u>DEGREE</u>	<u>FIELD OF STUDY</u>
<b>ACCOUNTING/FINANCE/STATISTICS</b>		
University of Pennsylvania	MBA	Finance/Statistics
<b>BUSINESS &amp; PUBLIC POLICY</b>		
University of Oxford	M.Phil	Politics & Comparative Government
University of Pennsylvania Law School	JD	Law
<b>DECISION PROCESSES/BIOLOGICAL BASIS OF BEHAVIOR</b>		
University of Pennsylvania School of Medicine	MD	Medicine
<b>FINANCE</b>		
Harvard Law School	JD	Law
Harvard Law School	JD	Law
University of Pennsylvania Law School	JD	Law
University of Southern California	Masters	Fine Arts
<b>FINANCE/ELECTRICAL ENGINEERING</b>		
Stanford University	MS	Management Science and Engineering
<b>FINANCE/FRENCH</b>		
Harvard Law School	JD	Law
<b>FINANCE/INTERNATIONAL STUDIES</b>		
School of Oriental and African Studies	MSc	International Management for China
<b>FINANCE/POLITICAL SCIENCE</b>		
University of California – San Diego	PhD	Economics
<b>FINANCE/SYSTEMS SCIENCE &amp; ENGINEERING</b>		
University of Pennsylvania	Post-Bac	Pre-Health
<b>MANAGEMENT/APPLIED SCIENCE - BIOMEDICAL SCIENCE</b>		
University of Maryland Medical School	MD	Medicine
<b>MANAGEMENT/FRENCH</b>		
Harvard University	PhD	French Literature
<b>MANAGEMENT/INDIVIDUALIZED MAJOR/INTERNATIONAL STUDIES</b>		
University of Pennsylvania	MA/MBA	International Studies and Business

**MARKETING AND COMMUNICATION**

University of Florida

PhD

Marketing

**OPERATIONS MANAGEMENT & MANAGEMENT SCIENCE/ELECTRICAL ENGINEERING**

Stanford University

MS

Management Science and Engineering