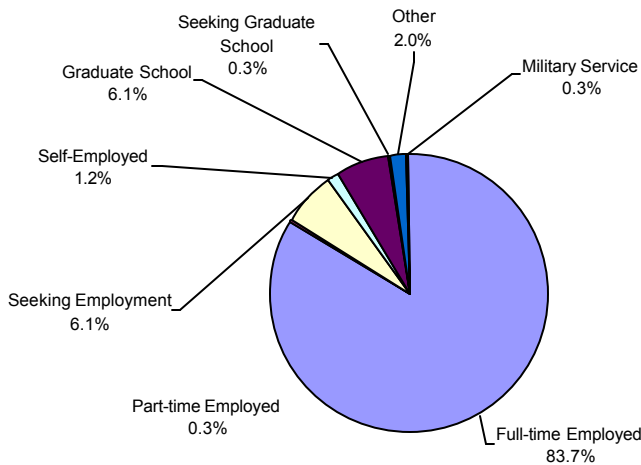


# Wharton Undergraduate Class of 2004 Career Plans Survey Report

|                             |             |             |
|-----------------------------|-------------|-------------|
|                             | <u>2004</u> | <u>2003</u> |
| Number of Degrees Awarded   | 586         | 645         |
| Number of Completed Surveys | 344         | 352         |
| Percentage Response         | 58.7%       | 54.6%       |

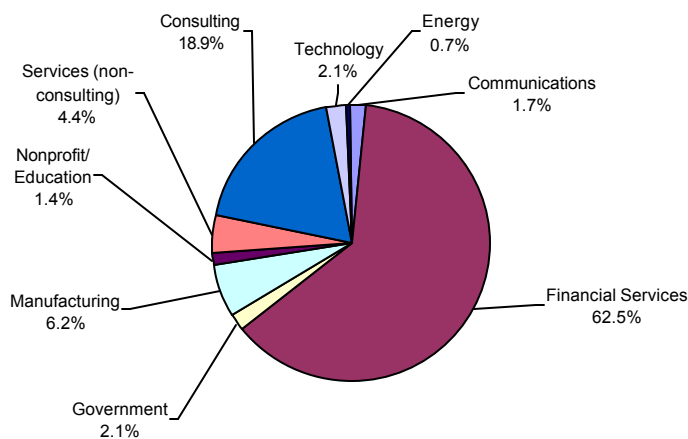
## SUMMARY OF POST-GRADUATION PLANS



This report summarizes responses from December 2003 and May/August 2004 Wharton Bachelor of Science in Economics degree recipients.

The economy experienced a rebound this year, and more employers visited campus to conduct information sessions and interviews. Over 85% of the survey respondents reported that they were employed full-time (including self-employment and military service), with most respondents receiving their job offer before or during the fall semester. Just over 6% of the students enrolled in graduate school. A similar number indicated they were still seeking employment as of July 2004.

## INDUSTRIES EMPLOYING WHARTON GRADUATES



The financial services industry continued to be the most popular career choice for Wharton students, although a larger percentage took offers in consulting and manufacturing in 2004 than in 2003. Slightly fewer students entered the communications, technology and service (non-consulting) industries.

The average student received 2.6 offers and participated in 14 first-round interviews, both up slightly from 2003.

## METHODOLOGY

Students were asked via several e-mail requests during April – May 2004 to complete an online version of the Career Plans Survey. A follow-up survey was mailed in July 2004 to those students who had not responded or had previously indicated they were “still seeking.” A total of 344 surveys were returned for a 58.7% response rate.

## POST-GRADUATION PLANS

| Plan                          | 2004   |         | 2003   |         |
|-------------------------------|--------|---------|--------|---------|
|                               | Number | Percent | Number | Percent |
| Full-time Employed            | 288    | 83.7%   | 285    | 81.0%   |
| Graduate School               | 21     | 6.1%    | 18     | 5.1%    |
| Seeking Full-time Employment  | 21     | 6.1%    | 30     | 8.5%    |
| Seeking Graduate School       | 1      | 0.3%    | 1      | 0.3%    |
| Self-Employed                 | 4      | 1.2%    | 9      | 2.6%    |
| Part-time Employed            | 1      | 0.3%    | 1      | 0.3%    |
| Continuing Current Employment | 0      | 0%      | 1      | 0.3%    |
| Entering Military Service     | 1      | 0.3%    | 3      | 0.9%    |
| Other                         | 7      | 2.0%    | 4      | 1.1%    |

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

|             | Employed | Graduate School | Average Salary and Range |                      |
|-------------|----------|-----------------|--------------------------|----------------------|
| <b>2004</b> | 85.5%    | 6.1%            | \$52,267                 | \$26,000 - \$85,000  |
| <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  |

\*includes full-time employed, part-time employed, continuing current employment, self-employed, and military service.

## AVERAGE SALARIES TREND



# ANALYSIS OF EMPLOYED RESPONDENTS

## Starting Salaries and Bonus Figures

277 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, 83% indicated that they planned to receive an annual bonus, and 78% 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>\$52,267</b> | <b>\$25,000 - \$85,000</b> | <b>277</b>       | <b>100%</b>      |
| Women                     | \$50,652        | \$26,000 - \$67,151        | 106              | 38.3%            |
| Men                       | \$53,269        | \$25,000 - \$85,000        | 171              | 61.7%            |
| <b>Wharton Only</b>       | <b>\$51,241</b> | <b>\$25,000 - \$80,000</b> | <b>178</b>       | <b>64.2%</b>     |
| Women                     | \$50,230        | \$26,000 - \$60,500        | 74               | 26.7%            |
| Men                       | \$51,961        | \$25,000 - \$80,000        | 104              | 37.5%            |
| <b>M &amp; T Program</b>  | <b>\$56,258</b> | <b>\$42,500 - \$85,000</b> | <b>33</b>        | <b>11.9%</b>     |
| Women                     | \$53,813        | \$42,500 - \$65,000        | 8                | 2.9%             |
| Men                       | \$57,040        | \$50,000 - \$85,000        | 25               | 9.0%             |
| <b>Huntsman Program</b>   | <b>\$50,618</b> | <b>\$34,000 - \$65,000</b> | <b>17</b>        | <b>6.1%</b>      |
| Women                     | \$49,688        | \$35,000 - \$55,000        | 8                | 2.9%             |
| Men                       | \$51,444        | \$34,000 - \$65,000        | 9                | 3.2%             |
| <b>Dual WH &amp; CAS</b>  | <b>\$51,889</b> | <b>\$40,000 - \$65,000</b> | <b>27</b>        | <b>9.8%</b>      |
| Women                     | \$49,273        | \$40,000 - \$55,000        | 11               | 4.0%             |
| Men                       | \$53,688        | \$50,000 - \$65,000        | 16               | 5.8%             |
| <b>Dual WH &amp; SEAS</b> | <b>\$56,105</b> | <b>\$30,000 - \$80,000</b> | <b>19</b>        | <b>6.8%</b>      |
| Women                     | \$53,750        | \$50,000 - \$55,000        | 4                | 1.4%             |
| Men                       | \$56,733        | \$30,000 - \$80,000        | 15               | 5.4%             |
| <b>Dual WH &amp; NURS</b> | <b>\$57,717</b> | <b>\$53,000 - \$67,151</b> | <b>3</b>         | <b>1.1%</b>      |
| Women                     | *               | *                          | 1                | 0.4%             |
| Men                       | *               | *                          | 2                | 0.7%             |

\*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            | \$6,799         | \$6,237  | \$7,124  |
| Annual Bonus (Estimated) | \$14,867        | \$12,307 | \$15,955 |

## Interviewing Activity and Offer Information

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

|                            | <u>2004</u> | <u>2003</u> |
|----------------------------|-------------|-------------|
| Total Number of Employers  | 336         | 319         |
| Total Number of Interviews | 12,364      | 11,383      |

### Average Number and Range of Interviews Per Student

|   | <u>2004</u>   | <u>2003</u>    |
|---|---------------|----------------|
| Interviews via On-Campus Recruiting   | 12.4 (0 - 75) | 11.2 (0 - 84)  |
| Interviews via Career Services leads (Career Days, Online Job Listings, etc.) | 0.7 (0 - 15)  | 1.6 (0 - 16)   |
| Interviews via Own Job Search   | 1.3 (0 - 40)  | 2.1 (0 - 20)   |
| All Interviews Combined   | 14.2 (0 - 75) | 13.0 (0 - 104) |

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

|   | <u>2004</u>  | <u>2003</u> |
|---|--------------|-------------|
| On-Campus Recruiting Offers                                     | 2.0 (0 - 25) | 1.3 (0 - 7) |
| Career Services Offers (Career Days, Online Job Listings, etc.) | 0.2 (0 - 3)  | 0.2 (0 - 2) |
| Offers Resulting from Own Job Search                            | 0.5 (0 - 8)  | 0.8 (0 - 4) |
| All Offers Combined   | 2.6 (0 - 25) | 1.9 (0 - 7) |

### Method of Obtaining Job Offer Accepted

| <u>Method</u>               | <u>2004</u> |
|-----------------------------|-------------|
| On Campus Recruiting        | 66.7%       |
| Previous Employer           | 16.0%       |
| Other Career Services Leads | 5.2%        |
| Contact                     | 5.2%        |
| Applied Directly            | 4.9%        |
| Other                       | 2.0%        |

### Date Job Offer was Received

269 May 2004 graduates reported the date on which they received the full-time employment offer for the position they accepted. Over 97% received the offer prior to graduation, with nearly 73% receiving the offer before or during the fall semester.

| <u>Date Received Offer</u> | <u>% of May Graduates</u> |
|----------------------------|---------------------------|
| Prior to September 2003    | 7.8%                      |
| September - December 2003  | 65.1%                     |
| January - March 2004       | 14.5%                     |
| April - May 2004           | 10.0%                     |
| June 2004 or later         | 2.6%                      |

## Geographic Distribution of Accepted Offers

|                                   | <u>2004</u> | <u>2003</u> | <u>2002</u> | <u>2001</u> |
|-----------------------------------|-------------|-------------|-------------|-------------|
| <b>Mid-Atlantic</b> (includes NY) | 68.2%       | 74.1%       | 68.1%       | 66.9%       |
| <b>West</b>                       | 9.6%        | 8.3%        | 5.5%        | 10.5%       |
| <b>Northeast</b>                  | 8.2%        | 5.2%        | 9.1%        | 6.0%        |
| <b>Southeast</b>                  | 3.4%        | 1.4%        | 4.3%        | 2.7%        |
| <b>Midwest</b>                    | 5.5%        | 5.2%        | 3.9%        | 3.9%        |
| <b>Southwest</b>                  | 1.7%        | 1.7%        | 0%          | 2.7%        |
| <b>International*</b>             | 3.4%        | 4.1%        | 9.1%        | 6.9%        |
| <b>Puerto Rico</b>                | 0%          | 0%          | 0%          | 0.3%        |

\*Includes Canada, Cayman Islands, Hong Kong (3), Israel, Japan, Singapore, and Taiwan, plus one unknown.

## Employers with the Most Accepted Offers (4 or more acceptances)

| <b>2004</b>                   |                             | <b>2003</b>                |                             |
|-------------------------------|-----------------------------|----------------------------|-----------------------------|
| <b>Company Name</b>           | <b># of Accepted Offers</b> | <b>Company Name</b>        | <b># of Accepted Offers</b> |
| 1. Goldman Sachs & Co.        | 19                          | Citigroup                  | 16                          |
| 2. JPMorgan Chase             | 14                          | Goldman Sachs & Co.        | 14                          |
| 3. Citigroup                  | 12                          | JPMorgan Chase             | 11                          |
| 4. Morgan Stanley             | 11                          | Morgan Stanley             | 9                           |
| 5. UBS                        | 9                           | Lehman Brothers            | 7                           |
| 6. Lehman Brothers            | 8                           | Microsoft                  | 7                           |
| 7. McKinsey & Co.             | 7                           | Deutsche Bank              | 6                           |
| 8. Credit Suisse First Boston | 6                           | Merrill Lynch              | 6                           |
| 9. Bain & Co.                 | 5                           | UBS                        | 6                           |
| 10. Deutsche Bank             | 5                           | Accenture                  | 5                           |
| 11. Merrill Lynch             | 5                           | Bear Stearns               | 5                           |
| 12. Microsoft                 | 5                           | Bain & Co.                 | 5                           |
| 13. Monitor Group             | 5                           | Lazard                     | 5                           |
| 14. Boston Consulting Group   | 4                           | PricewaterhouseCoopers     | 5                           |
| 15. CGI – AMS                 | 4                           | Ernst & Young              | 4                           |
| 16. Citadel Investment Group  | 4                           | ZS Associates              | 4                           |
| 17. Blackstone Group (The)    | 4                           | Credit Suisse First Boston | 3                           |
| 18. Deloitte & Touche         | 4                           | Deloitte & Touche          | 3                           |
| 19. Mercer Oliver Wyman       | 4                           | General Mills              | 3                           |
| 20.                           |                             | Johnson & Johnson          | 3                           |
| 21.                           |                             | Mercer Oliver Wyman        | 3                           |

## SALARIES BY JOB TYPE

(Includes 276 respondents who reported salary figures and job type.)

| JOB TYPE                                      | %            | AVERAGE SALARY  | RANGE                      | AVERAGE MALE SALARY | AVERAGE FEMALE SALARY |
|---|--------------|-----------------|----------------------------|---------------------|-----------------------|
| <b>ACCOUNTING</b>                             | <b>3.6%</b>  | <b>\$46,950</b> | <b>\$34,000 - \$55,000</b> | <b>\$48,200</b>     | <b>\$45,700</b>       |
| Public Accounting                             | 2.9%         | \$47,563        | \$42,000 - \$51,000        | \$50,667            | \$45,700              |
| Internal Accounting                           | 0.7%         | *               | *                          | *                   | *                     |
| <b>COMMUNICATIONS</b>                         | <b>0.4%</b>  | *               | *                          | *                   | *                     |
| Public Relations                              | 0.4%         | *               | *                          | *                   | *                     |
| <b>CONSULTING</b>                             | <b>19.5%</b> | <b>\$50,852</b> | <b>\$40,000 - \$56,000</b> | <b>\$51,736</b>     | <b>\$49,083</b>       |
| Management/Strategy                           | 15.5%        | \$50,477        | \$40,000 - \$56,000        | \$51,603            | \$48,143              |
| Technical/Information Systems                 | 2.9%         | \$52,812        | \$50,000 - \$55,000        | \$52,667            | *                     |
| Research                                      | 1.1%         | \$51,000        | \$50,000 - \$52,000        | *                   | *                     |
| <b>ECONOMICS</b>                              | <b>1.1%</b>  |                 |                            |                     |                       |
| Economic Research                             | 0.7%         | *               | *                          | *                   | *                     |
| Economic Development                          | 0.4%         | *               | *                          | *                   | *                     |
| <b>EDUCATION</b>                              | <b>0.4%</b>  | *               | *                          | *                   | *                     |
| Teaching                                      | 0.4%         | *               | *                          | *                   | *                     |
| <b>ENGINEERING</b>                            | <b>1.2%</b>  | <b>\$53,667</b> | <b>\$51,000 - \$59,000</b> | *                   | *                     |
| Design  | 0.4%         | *               | *                          | *                   | *                     |
| Manufacturing/Production                      | 0.4%         | *               | *                          | *                   | *                     |
| Research and Development                      | 0.4%         | *               | *                          | *                   | *                     |
| <b>FINANCE</b>                                | <b>54.2%</b> | <b>\$54,783</b> | <b>\$26,000 - \$85,000</b> | <b>\$55,579</b>     | <b>\$53,446</b>       |
| <b><i>Commercial Banking</i></b>              | <b>1.5%</b>  | <b>\$51,250</b> | <b>\$45,000 - \$57,000</b> | *                   | *                     |
| Commercial Lending                            | 1.1%         | \$51,667        | \$45,000 - \$57,000        | *                   | *                     |
| Investment Analysis                           | 0.4%         | *               | *                          | *                   | *                     |
| <b><i>Corporate Finance (non-banking)</i></b> | <b>2.5%</b>  | <b>\$46,143</b> | <b>\$42,000 - \$55,000</b> | <b>\$46,833</b>     | *                     |
| Financial Planning & Analysis                 | 2.5%         | \$46,143        | \$42,000 - \$55,000        | \$46,833            | *                     |
| <b><i>Financial Mgmt./Marketing</i></b>       | <b>5.8%</b>  | <b>\$55,412</b> | <b>\$26,000 - \$80,000</b> | <b>\$60,000</b>     | <b>\$47,000</b>       |
| Investment Management                         | 5.4%         | \$56,067        | \$26,000 - \$80,000        | \$60,000            | \$45,250              |
| Financial Services Marketing                  | 0.4%         | *               | *                          | *                   | *                     |
| <b><i>Investment Analysis</i></b>             | <b>38.6%</b> | <b>\$55,471</b> | <b>\$40,000 - \$85,000</b> | <b>\$55,898</b>     | <b>\$54,809</b>       |
| Financial Analyst (Generalist)                | 20.1%        | \$55,714        | \$45,000 - \$85,000        | \$57,250            | \$54,179              |
| Capital/Money Markets Analyst                 | 3.6%         | \$55,000        | \$55,000 - \$55,000        | \$55,000            | \$55,000              |
| Energy Analyst                                | 0.4%         | *               | *                          | *                   | *                     |
| Mergers & Acquisitions Analyst                | 8.7%         | \$55,208        | \$40,000 - \$60,000        | \$55,000            | \$55,833              |
| Public Finance Analyst                        | 1.1%         | \$55,000        | \$55,000 - \$55,000        | *                   | *                     |
| Risk & Foreign Exch. Analyst                  | 0.4%         | *               | *                          | *                   | *                     |
| Securities Research Analyst                   | 3.6%         | \$55,040        | \$50,000 - \$65,000        | \$53,400            | \$57,500              |
| Venture Capital Analyst                       | 0.7%         | *               | *                          | *                   | *                     |
| <b><i>Sales and Trading</i></b>               | <b>5.8%</b>  | <b>\$54,188</b> | <b>\$40,000 - \$65,000</b> | <b>\$54,700</b>     | <b>\$53,333</b>       |
| Sales   | 1.1%         | \$53,333        | \$40,000 - \$65,000        | *                   | *                     |
| Trading                                       | 4.7%         | \$54,385        | \$47,000 - \$65,000        | \$55,250            | \$53,000              |

|  |             |                 |                            |                 |                 |
|--|-------------|-----------------|----------------------------|-----------------|-----------------|
| <b>GOVERNMENT</b>                                | <b>1.4%</b> | <b>\$32,750</b> | <b>\$25,000 - \$41,000</b> | <b>\$30,000</b> | <b>*</b>        |
| Military Officer                                 | 0.7%        | *               | *                          | *               | *               |
| Policy Research/Analysis                         | 0.7%        | *               | *                          | *               | *               |
| <b>INFORMATION SYSTEMS/<br/>COMPUTER SCIENCE</b> | <b>1.8%</b> | <b>\$61,400</b> | <b>\$46,000 - \$77,000</b> | <b>\$65,667</b> | <b>*</b>        |
| Software Design & Development                    | 1.1%        | \$68,667        | \$55,000 - \$77,000        | *               | *               |
| Applications Programming                         | 0.7%        | *               | *                          | *               | *               |
| <b>INSURANCE</b>                                 | <b>2.2%</b> | <b>\$49,500</b> | <b>\$45,000 - \$54,000</b> | <b>\$49,500</b> | <b>*</b>        |
| Actuarial  | 0.7%        | *               | *                          | *               | *               |
| Risk   | 1.1%        | \$47,333        | \$45,000 - \$52,000        | *               | *               |
| Sales  | 0.4%        | *               | *                          | *               | *               |
| <b>MANAGEMENT</b>                                | <b>2.1%</b> | <b>\$47,917</b> | <b>\$32,500 - \$55,000</b> | <b>\$51,000</b> | <b>\$44,833</b> |
| General Management                               | 0.7%        | *               | *                          | *               | *               |
| Management Training                              | 1.4%        | \$50,000        | \$43,000 - \$55,000        | *               | *               |
| <b>MARKETING</b>                                 | <b>6.1%</b> | <b>\$46,853</b> | <b>\$30,500 - \$60,500</b> | <b>\$46,000</b> | <b>\$47,318</b> |
| Buyer/Merchandising                              | 1.8%        | \$43,100        | \$38,500 - \$50,000        | *               | \$41,167        |
| Marketing Analysis                               | 0.7%        | *               | *                          | *               | *               |
| Marketing Research                               | 0.7%        | *               | *                          | *               | *               |
| Product/Brand Management                         | 1.8%        | \$55,500        | \$48,000 - \$60,500        | *               | \$56,333        |
| Sales/Sales Management                           | 1.1%        | \$37,833        | \$30,500 - \$42,000        | *               | *               |
| <b>NOT FOR PROFIT</b>                            | <b>0.8%</b> | <b>*</b>        | <b>*</b>                   | <b>*</b>        | <b>*</b>        |
| Administration                                   | 0.4%        | *               | *                          | *               | *               |
| Fund Raising/Promotion                           | 0.4%        | *               | *                          | *               | *               |
| <b>NURSING</b>                                   | <b>0.4%</b> | <b>*</b>        | <b>*</b>                   | <b>*</b>        | <b>*</b>        |
| Staff Nursing                                    | 0.4%        | *               | *                          | *               | *               |
| <b>OTHER</b>                                     | <b>0.4%</b> | <b>*</b>        | <b>*</b>                   | <b>*</b>        | <b>*</b>        |
| <b>REAL ESTATE</b>                               | <b>4.4%</b> | <b>\$50,083</b> | <b>\$35,000 - \$59,000</b> | <b>\$50,091</b> | <b>*</b>        |
| General Management                               | 1.1%        | \$46,000        | \$35,000 - \$59,000        | \$46,000        | *               |
| Real Estate Investment Analysis                  | 3.3%        | \$51,444        | \$45,000 - \$55,000        | \$51,625        | *               |

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

## SALARIES BY INDUSTRY

Includes the 276 respondents who reported industry and salary figures.

| INDUSTRY                            | % OF RESPONDENTS | AVERAGE         | RANGE                      |
|-------------------------------------|------------------|-----------------|----------------------------|
| <b>COMMUNICATIONS</b>               | <b>0.8%</b>      | *               | *                          |
| Radio/TV/Cable                      | 0.4%             | *               | *                          |
| Telecommunications                  | 0.4%             | *               | *                          |
| <b>ENERGY</b>                       | <b>0.8%</b>      | *               | *                          |
| Energy Products (non-petroleum)     | 0.4%             | *               | *                          |
| Petroleum                           | 0.4%             | *               | *                          |
| <b>FINANCIAL SERVICES</b>           | <b>63.3%</b>     | <b>\$53,859</b> | <b>\$26,000 - \$85,000</b> |
| Accounting                          | 3.3%             | \$47,833        | \$42,000 - \$51,000        |
| Commercial Banking                  | 1.4%             | \$53,250        | \$50,000 - \$57,000        |
| Insurance                           | 2.5%             | \$49,929        | \$45,000 - \$55,000        |
| Investment Banking                  | 42.0%            | \$55,259        | \$40,000 - \$85,000        |
| Investment Management/Counsel       | 8.3%             | \$55,148        | \$26,000 - \$80,000        |
| Real Estate/Land Development        | 2.5%             | \$46,286        | \$35,000 - \$55,000        |
| Financial Services (other)          | 3.3%             | \$47,778        | \$40,000 - \$55,000        |
| <b>GOVERNMENT</b>                   | <b>1.9%</b>      | <b>\$34,400</b> | <b>\$25,000 - \$41,000</b> |
| Central Banking                     | 0.7%             | *               | *                          |
| State Government                    | 0.4%             | *               | *                          |
| Non-US Government Service           | 0.4%             | *               | *                          |
| U.S. Military Service               | 0.4%             | *               | *                          |
| <b>MANUFACTURING</b>                | <b>6.0%</b>      | <b>\$47,000</b> | <b>\$41,000 - \$59,000</b> |
| Automotive                          | 1.1%             | \$49,333        | \$46,000 - \$51,000        |
| Biomedical Products                 | 0.4%             | *               | *                          |
| Computer Products (Hardware)        | 0.4%             | *               | *                          |
| Consumer Products                   | 2.2%             | \$46,500        | \$41,000 - \$55,000        |
| Pharmaceuticals                     | 0.4%             | *               | *                          |
| Manufacturing (other)               | 0.4%             | *               | *                          |
| Metals                              | 0.7%             | *               | *                          |
| Telecommunications                  | 0.4%             | *               | *                          |
| <b>NON PROFIT/EDUCATION</b>         | <b>1.5%</b>      | <b>\$43,289</b> | <b>\$31,000 - \$67,151</b> |
| Elementary/Secondary Education      | 0.7%             | *               | *                          |
| Health Care (Nonprofit)             | 0.4%             | *               | *                          |
| Public Interest/Non-Profit Research | 0.4%             | *               | *                          |
| <b>SERVICES</b>                     | <b>23.9%</b>     | <b>\$49,803</b> | <b>\$30,500 - \$56,000</b> |
| Consulting                          | 19.9%            | \$51,300        | \$40,000 - \$56,000        |
| Education (For Profit)              | 0.7%             | *               | *                          |
| Personal Care Services              | 0.4%             | *               | *                          |
| Retail/Wholesale                    | 2.9%             | \$45,313        | \$38,500 - \$52,000        |
| <b>TECHNOLOGY</b>                   | <b>2.2%</b>      | <b>\$64,083</b> | <b>\$52,000 - \$77,000</b> |
| E-Commerce                          | 0.4%             | *               | *                          |
| Software Products                   | 1.8%             | \$66,500        | \$60,500 - \$77,000        |

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

# **PERMANENT POSITIONS**

## **Employment Pursuits By Undergraduate Concentration/Major**

### **Wharton Single Degree Students**

#### **ACCOUNTING**

Deloitte & Touche, Baltimore, MD: Assistant  
Deloitte & Touche, New York, NY: Audit Staff  
Deloitte & Touche, Parsippany, NJ: Assurance Associate  
Grant Thornton, Philadelphia, PA: Auditing Accountant  
KPMG, Philadelphia, PA: Auditing Staff  
PricewaterhouseCoopers, New York, NY: Associate

#### **ACCOUNTING/ACTUARIAL SCIENCE**

Hewitt Associates, Bridgewater, NJ: Actuarial Student

#### **ACCOUNTING/FINANCE**

Banc of America, New York, NY: Analyst  
Bear Stearns and Co., New York, NY: Title Not Provided  
Blackstone Group (The), New York, NY: Analyst  
Citadel Investment Group, Chicago, IL: Analyst  
Citigroup Global Markets, New York, NY: Financial Analyst  
Goldman Sachs, New York, NY: Analyst  
JP Morgan Chase, New York, NY: Analyst  
PricewaterhouseCoopers, Tysons Corner, VA: Tax Associate  
UBS Investment Bank, New York, NY: Financial Analyst

#### **ACCOUNTING/FINANCE/OPERATIONS AND INFORMATION MANAGEMENT**

CGI-AMS, Fairfax, VA: Title Not Provided

#### **ACCOUNTING/MANAGEMENT**

Cornerstone Research, New York, NY: Analyst

#### **ACTUARIAL SCIENCE**

Towers Perrin, Philadelphia, PA: Actuarial Associate

#### **ACTUARIAL SCIENCE/FINANCE**

Guy Carpenter, New York, NY: Actuarial Analyst

#### **BUSINESS AND PUBLIC POLICY**

Boston Consulting Group, Boston, MA: Associate  
Federal Reserve Bank of NY, New York, NY: Rotational Analyst  
Monitor Group, Santa Monica, CA: Consultant

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

JP Morgan Chase, New York, NY: Analyst  
Morgan Stanley, New York, NY: Public Finance Analyst

#### **ENTREPRENEURSHIP/FINANCE**

National City Bank, Cleveland, OH: Analyst

#### **ENTREPRENEURSHIP/MARKETING**

New England Consulting Group (The), Stamford, CT: Project Manager

#### **FINANCE**

A.T. Kearney, New York, NY: Business Analyst  
Alcoa, Pittsburgh, PA: Financial Analyst  
Allstate, Chicago, IL: Actuary  
American Express, Conshohocken, PA: Financial Advisor

Anchorage Capital Group, New York, NY: Analyst  
Bain & Company, Boston, MA: Associate Consultant  
Banc of America Securities, New York, NY: Analyst  
Bear Stearns and Co., New York, NY: Analyst  
Blackstone Group (The), New York, NY: Analyst  
Capital One Financial Services, Plano, TX: Business Analyst  
Citadel Investment Group, Chicago, IL: Investment and Trading Analyst  
Citigroup Global Markets, New York, NY: Financial 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: FX Forwards Trader  
Credit Suisse First Boston, New York, NY: Analyst  
Credit Suisse First Boston, New York, NY: Research Associate  
Deutsche Bank, New York, NY: Analyst  
Deutsche Bank, New York, NY: Analyst  
Dyax Corporation, Cambridge, MA: Finance/Accounting Analyst  
Ellington Management Group, Old Greenwich, CT: Assistant Trader  
Evercore Partners, New York, NY: Analyst  
Evercore Partners, New York, NY: Financial Analyst  
Financo, New York, NY: Analyst  
Force Capital Management, New York, NY: Research 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  
Greenhill and Company, New York, NY: Analyst  
Houlihan Lokey Howard and Zukin, New York, NY: Analyst  
HSBC Securities, New York, NY: Business Development  
Intel, Folsom, CA: Analyst  
Jefferies & Company, Los Angeles, CA: Analyst  
Jefferies & Company, New York, NY: Financial Analyst  
Johnson & Johnson, Los Angeles, CA: Financial Analyst  
JP Morgan Chase, New York, NY: Analyst  
JP Morgan Chase, New York, NY: Research Analyst  
JP Morgan Chase, San Francisco, CA: Analyst  
JP Morgan Chase, San Francisco, CA: Analyst  
Lazard Freres & Co. LLC, New York, NY: Analyst  
Lazard Freres & Co. LLC, New York, NY: Analyst  
Lehman Brothers, New York, NY: Analyst  
Lehman Brothers, New York, NY: Analyst  
Lehman Brothers, New York, NY: Analyst  
Lehman Brothers, New York, NY: Analyst  
Lehman Brothers, New York, NY: Analyst  
Lubert-Adler Management Inc., Philadelphia, PA: Analyst  
Lucent Technologies, Murray Hill, NJ: Financial Leadership Development Program  
McKinsey & Co., Stamford, CT: Business Analyst  
Merrill Lynch, New York, NY: Analyst  
Morgan Stanley, New York, NY: Analyst  
Morgan Stanley, New York, NY: Analyst  
Morgan Stanley, New York, NY: Analyst  
Morgan Stanley, New York, NY: Analyst  
Morgan Stanley, New York, NY: Title Not Provided  
Morgan Stanley, San Francisco, CA: Analyst  
Pou Chen Group, Taichung, Taiwan: Personal Asst. to Group Chairman  
Prudential Capital Group, Newark, NJ: Analyst  
Schneider Capital Management, Wayne, PA: Junior Analyst  
Self Employed, Location Not Provided  
SG Barr Devlin, New York, NY: Analyst  
St. Paul Travelers Co., Saint Paul, MN: Management Associate

Susquehanna International Group, Bala Cynwyd, PA: Assistant Trader  
UBS Investment Bank, Los Angeles, CA: Analyst  
UBS Investment Bank, New York, NY: Analyst  
UBS Investment Bank, San Francisco, CA: Analyst  
UBS Investment Bank, Stamford, CT: Analyst  
United Way of America, Dallas, TX: Community Fellow  
Wells Fargo, Boston, MA: Real Estate Analyst  
William Morris Talent Agency, Los Angeles, CA: Agent Trainee

**FINANCE/GLOBAL ANALYSIS/MARKETING**

JP Morgan Chase, New York, NY: Credit Risk Analyst

**FINANCE/HEALTH CARE MANAGEMENT**

Verizon, New York, NY: Junior Analyst

**FINANCE/LEGAL STUDIES**

Ernst & Young, New York, NY: Staff

**FINANCE/MANAGEMENT**

BlackRock, New York, NY: Analyst  
Credit Suisse First Boston, New York, NY: Analyst  
Ford Motor Company, Dearborn, MI: Ford Finance Dept.  
Goldman Sachs, New York, NY: Analyst  
Goldman Sachs, New York, NY: Analyst  
Guy Carpenter/Marsh, New York, NY: Risk Analyst  
Lehman Brothers, New York, NY: Analyst  
Monitor Group, Cambridge, MA: M&A Analyst  
Thomas Weisel Partners, New York, NY: Associate

**FINANCE/MANAGEMENT/MARKETING**

American Express, New York, NY: Analyst  
BlackRock, New York, NY: Analyst

**FINANCE/MANAGEMENT/REAL ESTATE**

Lehman Brothers, New York, NY: Analyst

**FINANCE/MARKETING**

Accenture, New York, NY: Analyst  
Citigroup, New York, NY: Analyst  
Deutsche Bank, New York, NY: Analyst  
Goldman Sachs, New York, NY: Analyst  
McKinsey & Co., New York, NY: Business Analyst  
Microsoft, Seattle, WA: Marketing Leadership Recruit  
Thoruburg Mortgage, Santa Fe, NM: Risk Portfolio Management

**FINANCE/OPERATIONS AND INFORMATION MANAGEMENT**

CGI-AMS, Fairfax, VA: Business Analyst  
JP Morgan Chase, New York, NY: Analyst  
Thomas Weisel Partners, New York, NY: Analyst  
UBS Investment Bank, New York, NY: Analyst

**FINANCE/REAL ESTATE**

Barclays Capital, New York, NY: Analyst  
Credit Suisse First Boston, New York, NY: Fixed Income Analyst

**FINANCE/STATISTICS**

UBS Investment Bank, New York, NY: Analyst

**GLOBAL ANALYSIS /MANAGEMENT**

Microsoft, Redmond, WA: Associate Product Manager

## **HEALTH CARE MANAGEMENT**

Louisiana Office of the Governor, Baton Rouge, LA: Health and Insurance Policy Liaison

## **LEGAL STUDIES (INDIVIDUALIZED CONCENTRATION)**

Self-Employed, Los Angeles, CA

## **MANAGEMENT**

A.T. Kearney, Costa Mesa, CA: Title Not Provided  
Bain & Company, New York, NY: Associate Consultant  
BNP Paribas, New York, NY: Credit Analyst  
C & S Wholesale Grocer, Inc., Keene, NH: Business Analyst  
Comcast Cable Communications, Inc., Philadelphia, PA: Manager  
Deloitte, New York, NY: Business Analyst  
Deutsche Bank, Houston, TX: Analyst  
Fete, New York, NY: Associate Planner  
General Mills, Horsham, PA: Business Management Associate  
Goldman Sachs, New York, NY: Financial Analyst  
Guild Investment Management, Malibu, CA: Title Not Provided  
J.G. Wentworth, Bryn Mawr, PA: Account Executive  
JP Morgan Private Bank, New York, NY: Analyst  
Marsh McClellan, San Francisco, CA: Risk Management Analyst  
Mercer Management Consulting, Boston, MA: Analyst  
Merrill Lynch, New York, NY: Analyst  
Northern Trust Corp, Chicago, IL: Municipal Bond Trader  
Princeton Economics Group, Princeton, NJ: Research Associate  
Teach for America, New York, NY: Mathematics Teacher  
That's Hot Inc, Detroit, MI: CEO  
Thomas Weisel Partners, New York, NY: Analyst  
Trust Company of the West, Los Angeles, CA: Coordinator  
U.S. Marines, Quantico, VA: 2nd Lieutenant

## **MANAGEMENT/MARKETING**

Consulting, Philadelphia, PA: Director Business Development  
Peace Corps, Location Not Provided: Volunteer

## **MARKETING**

American Century, Kansas City, MO: Representative  
Bain & Company, New York, NY: Associate Consultant  
Federated Merchandising Group, New York, NY: Production Assistant  
Fidelity, Cayman Islands: Coordinator  
First Annapolis Consulting, Linthicum, MD: Analyst  
Goldman Sachs, New York, NY: Analyst  
Kohl's, Menomonee Falls, WI: Merchandise Analyst  
LBG Associates, Stamford, CT: Community Relations Specialist  
Lord & Taylor, New York, NY: Assistant Buyer  
L'Oreal USA, New York, NY: Marketing Explorer  
Microsoft, Redmond, WA: Associate Product Manager  
Mothers Work, Inc., Philadelphia, PA: Executive Trainee  
Plotkin Projects Ltd., Ramat-Gan, Isreal: Business Development  
Saks Fifth Avenue, New York, NY: Assistant Buyer

## **MARKETING AND COMMUNICATION**

American Express, New York, NY: Marketing Analyst  
General Mills, Horsham, PA: Business Management Associate  
L'Oreal USA, New York, NY: Marketing Explorer

## **MARKETING/OPERATIONS AND INFORMATION MANAGEMENT**

Lord & Taylor, New York, NY: Assistant Buyer

## **OPERATIONS AND INFORMATION MANAGEMENT**

Analysis Group, Washington, DC: Analyst  
Armstrong World Industries, Lancaster, PA: Information Technology Developer

CGI-AMS, New York, NY: Consultant  
Federal Reserve Board, Washington, DC: Research Assistant  
Georgetown Learning Centers, McLean, VA: Associate Director  
Star Pipe Products, Houston, TX: Management Trainee

#### **REAL ESTATE**

Hollingsworth Capital Partners, San Francisco, CA: Managing Partner  
Intrawest, Vancouver, BC: Junior Analyst  
Lehman Brothers, New York, NY: Analyst  
S.L. Green Realty Corp., New York, NY: Analyst  
Starwood Capital Group, Greenwich, CT: Financial Analyst  
Target Corporation, Minneapolis, MN: Analyst  
Wells Fargo, Washington, DC: Real Estate Analyst

#### **STATISTICS**

American International Group, Inc., New York, NY: Performance Associate

### **Dual Wharton and College of Arts and Sciences Students**

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

KPMG, New York, NY: Associate

#### **ACCOUNTING/EAST ASIAN AREA STUDIES**

Deloitte & Touche, New York, NY: Associate

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

Wealth Management Services, Towson, MD: Accounting Associate

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

Archstone Consulting, New York, NY: Analyst  
General Electric, Atlanta, GA : Financial Management Program

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

School District of Philadelphia, Philadelphia, PA: Special Projects Trainee

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

Bain Capital, Boston, MA: Financial Analyst  
McMaster Carr, Los Angeles, CA: Management Trainee

#### **FINANCE/COMMUNICATION**

JP Morgan Chase, New York, NY: Analyst

#### **FINANCE/ECONOMICS**

Capital One, Richmond, VA: Business Analyst  
Credit Suisse First Boston, New York, NY: Analyst  
Goldman Sachs, New York, NY: Analyst  
Murray, Devine & Co., Philadelphia, PA: Analyst

#### **FINANCE/ENGLISH**

Citadel Investment Group, Chicago, IL: Investment and Trading Analyst

#### **FINANCE/FRENCH**

Deutsche Bank, New York, NY: Analyst  
Liberty Mutual, Boston, MA: Associate Consultant  
Robert Charles Lesser & Company, Bethesda, MD: Associate

#### **FINANCE/HEALTH CARE MANAGEMENT/BIOLOGY**

LEK Consulting, Boston, MA: Associate

#### **FINANCE/HISTORY**

Barclays Capital, New York, NY: Analyst

**FINANCE/ INTERNATIONAL RELATIONS**

Monitor Group, Cambridge, MA: Associate Consultant

**FINANCE/ INTERNATIONAL STUDIES**

Blackstone Group (The), New York, NY: Analyst

Citigroup, Hong Kong, China: Analyst

Fannie Mae, Washington, DC: Analyst

Gleacher Partners, New York, NY: Analyst

Goldman Sachs, New York, NY: Analyst

Goldman Sachs, New York, NY: Business Analyst

Mercer Oliver Wyman, New York, NY: Consultant

Morgan Stanley, Menlo Park, CA: Analyst

**FINANCE/INTERNATIONAL STUDIES/MATH**

Goldman Sachs, New York, NY: Analyst

**FINANCE/MANAGEMENT/INTERNATIONAL RELATIONS**

Boston Consulting Group, New York, NY: Associate

**FINANCE/MATH**

Insight Venture Partners, New York, NY: Analyst

**FINANCE/MATH/PHYSICS**

Goldman Sachs, New York, NY: Analyst

**FINANCE/OPERATIONS AND INFORMATION MANAGEMENT/ASIAN & MIDDLE EASTERN STUDIES**

Bank One, Wilmington, DE: Policy Analyst

**FINANCE/ PHILOSOPHY**

Blackstone Group (The), New York, NY: Analyst

**FINANCE/ POLITICAL SCIENCE**

Fidelity Management and Research Co., Boston, MA: Equity Research Associate

**FINANCE/PSYCHOLOGY**

Urdang Real Estate Associates, Philadelphia, PA: Analyst

**MANAGEMENT/INTERNATIONAL STUDIES**

JP Morgan Chase, Christiana, DE: Analyst

Monitor Group, New York, NY: Consultant

Orion Consultants, New York, NY: Associate

**MANAGEMENT/INTERNATIONAL STUDIES/LINGUISTICS**

Mercer Human Resource Consulting, New York, NY: Compensation Consulting Analyst

**MANAGEMENT/PHILOSOPHY, POLITICS & ECONOMICS**

McKinsey & Co., New York, NY: Business Analyst

**MARKETING/ASIAN & MIDDLE EASTERN STUDIES**

Unilever, Greenwich, CT: Marketing Assistant

**MARKETING/ECONOMICS**

Rosetta Marketing Strategies Group, Princeton, NJ: Associate Consultant

**MARKETING/GERMAN/INTERNATIONAL RELATIONS**

Rosetta Marketing Strategies Group, Princeton, NJ: Associate Consultant

**MARKETING/INTERNATIONAL STUDIES**

Bain & Company, Boston, MA: Associate Consultant

**REAL ESTATE/INTERNATIONAL RELATIONS**

Urdang Capital Management, Plymouth Meeting, PA: Analyst

## **Dual Wharton and Nursing Students**

### **FINANCE/HEALTH CARE MANAGEMENT/NURSING**

NYU Medical Center, New York, NY: Staff Nurse

### **HEALTH CARE MANAGEMENT/NURSING**

Capgemini, New York, NY: Consultant

McKinsey & Co., Florham Park, NJ: Business Analyst

## **Dual Wharton and Engineering Students**

### **ACCOUNTING/INDIVIDUALIZED MAJOR**

Goldman Sachs (Japan) Limited, Tokyo, Japan: Product Controller

### **FINANCE/APPLIED SCIENCE - BIOMEDICAL SCIENCE/BIOTECHNOLOGY**

Morgan Stanley, New York, NY: Analyst

### **FINANCE/APPLIED SCIENCE - COMPUTER SCIENCE**

Accenture, Philadelphia, PA: Analyst

Appian Corporation, Vienna, VA: Associate Consultant

AQR Capital, Greenwich, CT: Title Not Provided

Bain & Company, New York, NY: Associate Consultant

Citigroup Global Markets, Hong Kong, China: Financial Analyst

### **FINANCE/BIOENGINEERING**

Monitor Group, Cambridge, MA: Consultant

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

Accenture, Philadelphia, PA: Analyst

CIBC World Markets, New York, NY: Investment Banking Analyst

Evercore Partners, New York, NY: Analyst

McKinsey & Co., San Francisco, CA: Business Analyst

Merrill Lynch, Hopewell, NJ: Analyst

Merrill Lynch, New York, NY: Technology Analyst

Microsoft, Redmond, WA: Software Design Engineer

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

AQR Capital, Greenwich, CT: Analyst

JP Morgan Chase, Wilmington, DE: Analyst

### **FINANCE/ELECTRICAL ENGINEERING**

Goldman Sachs Asia, Hong Kong, China: Analyst

Mercer Oliver Wyman, New York, NY: Consultant

### **FINANCE/ INDIVIDUALIZED MAJOR**

Banc of America Securities, New York, NY: Analyst

CIBC World Markets, Los Angeles, CA: Analyst

Citadel Investment Group, Chicago, IL: Investment and Trading Analyst

Citigroup, New York, NY: Analyst

Citigroup, New York, NY: Analyst

JP Morgan Chase, New York, NY: Analyst

Mercer Oliver Wyman, New York, NY: Consultant

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

Credit Suisse First Boston, New York, NY: Analyst

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

Snapfish, San Francisco, CA: Analyst

**FINANCE/MANAGEMENT/INDIVIDUALIZED MAJOR**

Deloitte Consulting, New York, NY: Business Analyst

Morgan Stanley, New York, NY: Analyst

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

Goldman Sachs, New York, NY: Analyst

**FINANCE/OPERATIONS AND INFORMATION MANAGEMENT/INDIVIDUALIZED MAJOR**

Merrill Lynch, New York, NY: Technology Analyst

**FINANCE /OPERATIONS AND INFORMATION MANAGEMENT/SYSTEMS SCIENCE & ENGINEERING**

Republic of Singapore Navy, Singapore: Naval Officer

UBS Investment Bank, Los Angeles, CA: Analyst

**FINANCE/SYSTEMS SCIENCE & ENGINEERING**

Boston Consulting Group, Chicago, IL: Associate

Dresdner Kleinwort Wasserstein, New York, NY: M&A Analyst

McKinsey & Co., New York, NY: Business Associate

Mercer Oliver Wyman, New York, NY: Consultant

SG Barr Devlin, New York, NY: Analyst

Target Rx, Horsham, PA: Operations Research Associate

**MANAGEMENT/BIOENGINEERING/BIOTECHNOLOGY**

Becton Dickinson, Franklin Lakes, NJ: Technology Leadership Development Program

**MANAGEMENT/CIVIL ENGINEERING SYSTEMS**

Boston Consulting Group, Boston, MA: Associate

**MANAGEMENT/COMPUTER SCIENCE & ENGINEERING**

Morgan Stanley, New York, NY: Analyst

**MANAGEMENT/ELECTRICAL ENGINEERING**

Constellation Power Source, Baltimore, MD: Analyst

**MANAGEMENT/BIOTECHNOLOGY/INDIVIDUALIZED MAJOR**

McKinsey & Co, Florham Park, NJ: Business Analyst

**MANAGEMENT/MECHANICAL ENGINEERING & APPLIED MECHANICS**

General Motors, Lordstown, OH: Associate Engineer

**MANAGEMENT/OPERATIONS AND INFORMATION MANAGEMENT/SYSTEMS SCIENCE & ENGINEERING**

CGI-AMS, Fairfax, VA: Business Analyst

**MANAGEMENT/SYSTEMS SCIENCE & ENGINEERING,**

UBS Investment Bank, New York, NY: Global Project Manager

**MARKETING/COMPUTER SCIENCE & ENGINEERING**

ACNielsen, Fremont, CA: Analyst

**OPERATIONS AND INFORMATION MANAGEMENT/COMPUTER SCIENCE & ENGINEERING**

Microsoft, Redmond, WA: Software Design Engineer

**OPERATIONS AND INFORMATION MANAGEMENT/SYSTEMS SCIENCE & ENGINEERING**

Wells Fargo, Philadelphia, PA: Analyst

**STATISTICS/ELECTRICAL ENGINEERING/MATERIALS SCIENCE & ENGINEERING**

General Motors, Detroit, MI: Designing Engineer - Electrical

## **GRADUATE STUDY RESPONSES**

### **Graduate Study Pursuits by Undergraduate Concentration/Major**

#### **FINANCE**

|                            |     |                                   |
|----------------------------|-----|-----------------------------------|
| Columbia University        | JD  | Law                               |
| Duke University            | JD  | Law                               |
| London School of Economics | MSc | Real Estate Economics and Finance |
| University of Pennsylvania | MBA | Management                        |

#### **FINANCE/APPLIED SCIENCE - BIOMEDICAL SCIENCE**

|                            |    |          |
|----------------------------|----|----------|
| University of Pennsylvania | MD | Medicine |
|----------------------------|----|----------|

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

|                     |       |                     |
|---------------------|-------|---------------------|
| Stanford University | Ph.D. | Finance             |
| Yale University     | Ph.D. | Financial Economics |

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

|                                     |     |                           |
|-------------------------------------|-----|---------------------------|
| Harvard University - Kennedy School | MPA | International Development |
|-------------------------------------|-----|---------------------------|

#### **FINANCE/MATH**

|                            |       |           |
|----------------------------|-------|-----------|
| University of Pennsylvania | Ph.D. | Economics |
|----------------------------|-------|-----------|

#### **HEALTH CARE MANAGEMENT**

|                              |    |               |
|------------------------------|----|---------------|
| Loyola University of Chicago | JD | Health Law    |
| Washington University        | JD | Corporate Law |

#### **MANAGEMENT**

|                            |       |                                |
|----------------------------|-------|--------------------------------|
| Arizona State University   | MA    | Political Science              |
| Cornell University         | MA    | Industrial and Labor Relations |
| New York University        | JD    | Law                            |
| University of Leiden       | Ph.D. | Organizational Psychology      |
| University of Pennsylvania | JD    | Law                            |
| University of Pennsylvania | MBA   | Operations and Finance         |
| Villanova Law School       | JD    | Law                            |

#### **MARKETING**

|                           |    |               |
|---------------------------|----|---------------|
| Institution Not Specified | MA | Communication |
|---------------------------|----|---------------|

#### **MARKETING/STATISTICS**

|                     |    |     |
|---------------------|----|-----|
| Columbia University | JD | Law |
|---------------------|----|-----|

#### **STATISTICS/MATH**

|  |       |             |
|--|-------|-------------|
| University of Illinois at Urbana/Champaign | Ph.D. | Mathematics |
|--|-------|-------------|