Full Time MBA Employment Report
Class of 2011

Employment Breakdown
87% of students seeking employment received an offer within 3 months of graduation.

Employment By Industry
- Technology/Science: 20%
- Consulting Services: 17%
- Pharma/Biotech/Health Sector: 16%
- Financial Services: 16%
- Nonprofit: 9%
- Consumer Products/Retail: 6%
- Petroleum/Energy: 5%
- Other: 3%
- Media/Entertainment: 3%
- Manufacturing: 3%
- Advertising/Marketing: 2%

Employment By Function
- Marketing/Sales: 32%
- Consulting Services: 20%
- Finance/Accounting: 18%
- General Management: 14%
- Operations/Production: 10%
- MIS: 3%
- Other: 2%
- HR: 1%

Employment By Source of Job Offer
- BU Facilitated: 47%
- Student Facilitated: 41%
- No Response: 12%

Students who secured employment through BU (faculty, staff, alumni, MBA CareerLink) earned on average 13% more than those who secured employment independently.

Salary Breakdown

Salary Summary

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>% Δ 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mean Base*</td>
<td>$87,066</td>
<td>3%</td>
</tr>
<tr>
<td>Mean Signing Bonus**</td>
<td>$15,593</td>
<td>14%</td>
</tr>
<tr>
<td>Mean Other Comp.***</td>
<td>$13,783</td>
<td>-6%</td>
</tr>
<tr>
<td>Total Weighted Comp.</td>
<td>$102,006</td>
<td>6%</td>
</tr>
</tbody>
</table>

* 76% of students with an offer provided salary data
** 47% who provided salary data provided signing bonus data
*** 55% who provided salary data provided other comp. data

Salary By Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Mean Base</th>
<th>% Δ 2010</th>
<th>Mean Signing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>$82,994</td>
<td>-8%</td>
<td>$12,300</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>$90,773</td>
<td>13%</td>
<td>$29,500</td>
</tr>
<tr>
<td>General Management</td>
<td>$87,438</td>
<td>15%</td>
<td>$16,778</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>$88,464</td>
<td>-5%</td>
<td>$13,107</td>
</tr>
<tr>
<td>Operations/Production</td>
<td>$88,600</td>
<td>NA</td>
<td>$7,000</td>
</tr>
</tbody>
</table>

Salary By Program

<table>
<thead>
<tr>
<th>Program</th>
<th>Mean Base</th>
<th>Mean Signing</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA</td>
<td>$84,076</td>
<td>$17,038</td>
</tr>
<tr>
<td>MS/MBA</td>
<td>$89,800</td>
<td>$14,966</td>
</tr>
<tr>
<td>MBA/MPH</td>
<td>$80,875</td>
<td>NA</td>
</tr>
<tr>
<td>Health Sector Management</td>
<td>$82,833</td>
<td>$12,500</td>
</tr>
<tr>
<td>Public &amp; Nonprofit</td>
<td>$85,000</td>
<td>$14,250</td>
</tr>
</tbody>
</table>

Salary By Domestic or International

<table>
<thead>
<tr>
<th></th>
<th>Mean Base</th>
<th>Mean Signing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic</td>
<td>$85,739</td>
<td>$15,759</td>
</tr>
<tr>
<td>International</td>
<td>$90,385</td>
<td>$15,313</td>
</tr>
</tbody>
</table>

- 89% of Domestic Students reported receiving an offer
- 83% of International Students reported receiving an offer
Partial List of Job Offers
Class of 2011

ABT Associates
• Billing Team Lead

Accellent
• Corporate Financial Analyst

AT&T
• Leadership Development Program

Athenahealth, Inc.
• Clinical EDI Associate

Bank of America
• Consumer & Small Business Banking LDP (3)
• Consumer Product Track LDP

Bank of America - Merrill Lynch
• Technical Analyst

Barclays Capital
• Fixed Income Trading Associate
• Research Associate

Biogen Idec
• Manager, Global Marketing
• Business Analyst

BP
• Internal Consultant

Brigham & Women’s Hospital
• Practice Manager

Broadcom
• Senior Staff Financial Analyst

Chevron
• Information Technology LDP

Cigna
• Healthcare LDP Associate

City Year
• Managing Director of Development

Communispace
• Community Manager

Compete
• Senior Associate

Deloitte Consulting
• Consultant

DePuy Spine, Inc.
• Product Director

DreamWorks Animation
• Production Coordinator

Dunkin’ Brands
• Senior Research Specialist

EMC
• Sr. Business Analyst (2)

Ericsson
• Account Manager
• Business Analyst II (4)
• Marketing Analyst

Fidelity Investments
• Director of Online Experience

Financial Recovery Technologies
• Assistant Director, Product Development

Flagship Ventures
• VC Fellowship

Genzyme
• Program Management & Strategic Planning Associate

Hasbro
• Associate Brand Manager

iRobot
• Associate Technical Product Manager

John Hancock
• Leadership Development Program

Johnson & Johnson
• Commercial Finance Analyst

Liberty Mutual
• Senior Business Consultant

Massachusetts General Hospital
• Administrative Fellow

Microsoft
• Health Solution Specialist

Mullen
• Senior Strategic Analyst

Novartis
• Project Manager/Business Analyst

Ocean Spray
• Associate Marketing Manager

PA Consulting
• Consultant

Philips Healthcare
• Business Process Analyst
• Marketing Manager

PricewaterhouseCoopers
• Health Industries Advisory Associate
• Senior Associate Consultant (3)

Raytheon
• Information Technology LDP

Staples
• Senior Financial Analyst

Stonyfield Farm
• Sourcing & Supplies Development Buyer

Teradyne
• Business Analyst (2)
• New Products Planner

Thermo Fisher Scientific
• Graduate LDP

Trinity Boston Foundation
• Director of Finance & Operations
• Development Manager