THE GOIZUETA BUSINESS SCHOOL IS PLEASED TO ANNOUNCE THAT WE HAVE:

#1 School for Full-Time MBA Employment, 2012 Bloomberg Businessweek

103% average salary increase above pre-MBA pay by the 2013 Economist WhichMBA Ranking

100% internships 5 years in a row for Two-Year students

98% of students with offers 3 months post graduation for 2 years running

Top Hiring Companies

3M
Abbott Laboratories
Accenture
AT&T
Bank of America
Capgemini
Citi
Deloitte.
Delta Air Lines, Inc.
EY
Georgia-Pacific
Google
InterContinental Hotels Group
Johnson & Johnson
J.P. Morgan
Kimberly-Clark Professional
NCR Corporation
PricewaterhouseCoopers
SunTrust Robinson Humphrey
Wells Fargo
Our career success is due, in large part, to our high caliber student population. We are pleased that Goizueta MBAs continue to be sought after by the world’s best companies.

—Wendy Tsung, Associate Dean & Executive Director of MBA Career Management Center
85% of students chose careers in traditional functions like Marketing, Consulting, and Finance.

### Employment by Function

- **CONSULTING**
  - Management Consulting: 17%
  - Finance Consulting: 8%
  - Technology Consulting: 6%
  - Internal Strategy / Other: 3%

- **FINANCE**
  - Corporate Finance: 10%
  - Investment Banking: 8%
  - Portfolio / Asset Management: 6%
  - Other Finance: 2%

- **MARKETING**
  - Brand Management: 6%
  - Business Development / Sales: 6%
  - Product Marketing: 6%
  - Market Research / Analytics: 5%
  - Other Marketing: 2%

- **GENERAL MANAGEMENT**
  - 10%
  - Median Base Salary: $95,000

- **REAL ESTATE**
  - 3%
  - Median Base Salary: $80,000

- **OPERATIONS / SUPPLY CHAIN**
  - 2%
  - Median Base Salary: $96,000

*Salary data is not reported for functions with less than three points of data.*
### MEDIAN BASE SALARY

<table>
<thead>
<tr>
<th>Salary</th>
<th>Percentage</th>
<th>Median Base Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>$125,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$130,000</td>
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<td></td>
</tr>
<tr>
<td>$125,000</td>
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<tr>
<td>$135,000</td>
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</tr>
<tr>
<td>$118,500</td>
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<tr>
<td>$100,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$92,000</td>
<td></td>
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</tr>
<tr>
<td>$100,000</td>
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</tr>
<tr>
<td>$105,000</td>
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<tr>
<td>*</td>
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</tr>
<tr>
<td>$95,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$97,500</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$93,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$97,000</td>
<td></td>
<td></td>
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<tr>
<td>$83,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$105,000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Salary data is not reported for functions with less than three points of data.*

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"Goizueta’s program has allowed me to gain a broader analytical perspective.”

—Chris Fellows, One-Year 13MBA Associate, SunTrust Robinson Humphrey

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**FULL-TIME EMPLOYMENT BY FUNCTION**

CLASS OF 2013
### EMPLOYMENT BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Median Base Salary</th>
<th>Median Signing Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting Services</td>
<td>33%</td>
<td>$125,000</td>
<td>$30,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>26%</td>
<td>$100,000</td>
<td>$30,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>9%</td>
<td>$92,000</td>
<td>$18,000</td>
</tr>
<tr>
<td>Pharma/ BioT/ Healthcare</td>
<td>6%</td>
<td>$96,000</td>
<td>$10,000</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>6%</td>
<td>$95,000</td>
<td>$25,000</td>
</tr>
<tr>
<td>Communications</td>
<td>4%</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Real Estate</td>
<td>4%</td>
<td>$75,000</td>
<td>*</td>
</tr>
<tr>
<td>Technology</td>
<td>4%</td>
<td>$97,000</td>
<td>$15,000</td>
</tr>
<tr>
<td>Transportation</td>
<td>3%</td>
<td>$93,000</td>
<td>$20,000</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
<td>$82,500</td>
<td>*</td>
</tr>
</tbody>
</table>

Note: Others includes Government, Hospitality, Non-Profit, Petroleum/Energy, and Retail. * Salary data is not reported for industries with less than three points of data.

“My Goizueta experience has been more than just classroom learning. It has challenged me to gain a greater understanding of business as a whole while pursuing my own career interests.”

—Shubha Rao, Two-Year 13MBA Consultant, Bain & Company
top 10 program for increase in average MBA starting salary and bonuses, 2013 US News & World Report
### Employment by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Average Base Salary</th>
<th>Median Base Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northeast</td>
<td>$105,486</td>
<td>$100,000</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>$120,000</td>
<td>$125,000</td>
</tr>
<tr>
<td>Midwest</td>
<td>$101,556</td>
<td>$95,000</td>
</tr>
<tr>
<td>South</td>
<td>$104,440</td>
<td>$100,000</td>
</tr>
<tr>
<td>Southwest</td>
<td>$100,800</td>
<td>$100,000</td>
</tr>
<tr>
<td>West</td>
<td>$118,750</td>
<td>$120,000</td>
</tr>
<tr>
<td>International</td>
<td>$91,857</td>
<td>$76,000</td>
</tr>
</tbody>
</table>

*Note: Compensation information is self-reported. Ninety-four percent of students reporting accepted offers reported salary information.*
40% of Full-Time students took jobs outside of the South, adding to 1700 Full-Time MBA alumni in other regions.
**MARKETING**
- Brand Management: 12%
- Corporate Marketing: 5%
- Product Management: 4%
- Other Marketing: 9%

**CONSULTING**
- Management Consulting: 10%
- Healthcare Consulting: 3%
- Internal Strategy: 3%
- Other Consulting: 4%

**FINANCE**
- Investment Banking: 14%
- Corporate Finance: 13%
- Investment Management: 4%
- Other Finance: 5%

**GENERAL MANAGEMENT**
- 5% $6,838

**OPERATIONS**
- 3% $6,160

**HUMAN RESOURCES**
- 1% *

**REAL ESTATE**
- 1% *

**OTHER**
- 4% $6,720

*Salary data is not reported for functions with less than three points of data.*
“The skills I am gaining in Goizueta’s MBA program complement my experience and provide me with the best tools to reach my long-term professional goals.”

—Whitney Barnes, Two-Year 14MBA Associate Brand Manager Intern, Georgia-Pacific LLC
"Coming out of the military, I knew I would need to demonstrate to employers that I was serious about making a career pivot. I also wanted to surround myself with high-quality people with similar goals, which is why I chose Goizueta."

—Dan Chapman, Two-Year 14MBA Summer Associate, McKinsey & Company

Note: Goizueta sources include consortia events, employer information sessions, faculty/alumni referrals, off-campus activities supported by the career center, resume books and video/telephone interviews
### Internship by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
<th>Median Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting Services</td>
<td>17%</td>
<td>$11,000</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>21%</td>
<td>$6,338</td>
</tr>
<tr>
<td>Financial Services</td>
<td>30%</td>
<td>$8,333</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>5%</td>
<td>$6,240</td>
</tr>
<tr>
<td>Media / Entertainment</td>
<td>2%</td>
<td>*</td>
</tr>
<tr>
<td>Pharma / BioTech /Healthcare</td>
<td>5%</td>
<td>$6,860</td>
</tr>
<tr>
<td>Real Estate</td>
<td>1%</td>
<td>*</td>
</tr>
<tr>
<td>Technology</td>
<td>6%</td>
<td>$6,000</td>
</tr>
<tr>
<td>Other</td>
<td>13%</td>
<td>$5,600</td>
</tr>
</tbody>
</table>

*Salary data is not reported for industries with less than three points of data.

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Over 90% of students accepted internships through Goizueta sources.

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Note: Other includes Communication, Professional Services, Retailing/Wholesaling, and Transportation.
### Internship by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Percent</th>
<th>Median Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>South</td>
<td>48%</td>
<td>$5,847</td>
</tr>
<tr>
<td>Northeast</td>
<td>25%</td>
<td>$8,333</td>
</tr>
<tr>
<td>Midwest</td>
<td>11%</td>
<td>$7,132</td>
</tr>
<tr>
<td>West</td>
<td>9%</td>
<td>$7,600</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>4%</td>
<td>$4,640</td>
</tr>
<tr>
<td>Southwest</td>
<td>3%</td>
<td>*</td>
</tr>
</tbody>
</table>

Note: Compensation information is self-reported. Ninety three percent of students reporting accepted internship offers reported salary information. *Salary data is not reported for regions with less than three points of data.
Over 75% of first year students participated in Career Week treks around the globe.
Hiring Companies

3M
Abbott Laboratories
Accenture*
Adobe*
AGC Partners
Allen & Co
Alvarez & Marsal
Amazon*
American Express
American Fueling Systems
Amgen*
The Associated Press*
AT&T*
Bain & Company
Bank of America*
Bard Medical
BBDO*
BlueWaters Investment Group*
BMO Capital Markets*
Booz Allen Hamilton*
The Boston Consulting Group
The Broad Center
Capital One
Cardlytics
Chatham Capital
CIBANK
Citi*
The Coca-Cola Company*
Costa Rica International Bank
Cox*
Credit Suisse*
Criterion Institute
Crossgate Partners
Cushman & Wakefield
The Dannon Company, Inc.
Deloitte.*
Delta Air Lines*
Designed Good*
Deutsche Bank*
Diageo*
Dynasty Financial Partners
E & J Gallo Winery*
Egon Zehnder*
Eli Lilly*
Emerson Electric*
Emory Investment Management*
The Emory Clinic*
Emory University*
EY
Fermata Partners
FMI*
Focus Brands*
Ford Motor Company
The Forward Group*
Genentech*
General Mills*
General Motors*
Georgia Oak Partners
Georgia-Pacific*
Google
Granite Properties*
H. J. Heinz Company
Hillenbrand Inc.*
The Home Depot*
Hudson Advisors*
Humana*
IBM*
IFC
InCode*
InterContinental Hotels Group
Intradiem
Invesco
Jabian Consulting
Johnson & Johnson*
J.P. Morgan*
Kaiser Permanente*
Kimberly-Clark*
KPMG
La Primera International
Liberty Mutual*
The Madison Square Garden Company*
Manheim*
Mars Petcare*
McKesson*
McKinsey & Company*
Millrock Advisors*
Molnycke Health Care US, LLC*
Mouser Wealth Management*
National Park Service
Nationwide Insurance*
NCR*
Nestle USA
Nomura*
PepsiCo *
PNC Financial*
Prium*
Procter & Gamble*
PwC*
RBC Capital Markets*
ScottMadden*
Shutterfly*
Starbucks*
Summit Midstream Partners
SunTrust Robinson Humphrey*
Triton Value Partners*
UBS Investment Bank*
Unilever
USAA
Verizon Wireless
VMware*
Walmart*
Wells Fargo
Whirlpool Corporation

* Denotes internship hiring company.
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