

# Employment Report

CLASS OF 2005: FULL-TIME HIRES

CLASS OF 2006: SUMMER INTERNS



MBA Career Management Center  
Stanford Graduate School of Business

## Director's Message

I am pleased to present the 2004-2005 MBA Employment Report for the Stanford Graduate School of Business (GSB). The statistics within will give you a flavor for the current recruiting environment and the career choices of our recent graduates. In this letter, I would like to go beyond the statistics to describe how the Stanford GSB offers a unique and exceptional learning environment for our MBA students.

Each year, the Stanford GSB educates a talented, motivated, and diverse group of 750 students across two classes; this year's entering class of 378 hails from 57 industries and 50 countries. Students demonstrate their diverse interests through their wide range of career choices, with no single industry dominating the scene. In fact, 10 different industry sectors each took at least 4% of the most recent graduating class. Women and minorities are well-represented, and the School is often recognized as one of the best business schools for diversity populations. Our students also are known for their commitment to making a difference in social-sector organizations as well as for their service as volunteers, board members, donors, consultants, and employees.

The Stanford GSB class size is significantly smaller than that of most other leading business schools. The intimate class size fosters a culture of support, teamwork, relationship-building, communication, and risk-taking. Nearly all of our students will engage in intense experiential learning through our new Bass Seminars, which have only 15-30 students per faculty member. The overall academic experience enables students to work closely with faculty, staff, alumni, and other students. As a result, students have greater self-awareness and opportunity for personal and professional development, which enable them to maximize their fit with their chosen careers and organizations. For its part, the MBA Career Management Center engages every student with highly personalized advising, comprehensive career education resources and classes, and unique opportunities to connect with organization representatives in intimate settings.

The Stanford GSB is committed to educating students with a global perspective. We are expanding the global content of our courses and implementing innovative student and faculty exchange programs, such as our program with China's Tsinghua University, School of Economics and Management. We have a dedicated Global Management Program (GMP) that fosters a variety of academic and work-based initiatives. Last year, about 10% of the Class of 2006 worked with overseas organizations through a Global Management Immersion Experience (GMIX) internship, broadening their horizons in a country new to them. Global perspectives are also offered in class daily; 39% of the Class of 2007 is comprised of international students.

Finally, innovation is increasingly achieved through the application of multidisciplinary ideas, talents, and practices. Stanford University is unique in that it has seven outstanding graduate schools—business, earth sciences, education, engineering, humanities and sciences, law, and medicine. Stanford is actively leveraging these strengths through a variety of multidisciplinary initiatives; these enable Stanford GSB students to learn and work with faculty and students across the University. In fact, 31 GSB courses are currently cross-listed with other schools at Stanford.

As you recruit and hire our students, you will find that there's more to the picture than what you see in the statistics. The GSB is committed to innovation and excellence in its approach to business and management education. We look forward to working together with our recruiters, corporate investors, and alumni in order to educate young men and women and to make a difference in the world.

Warm regards,



Andy Chan  
Assistant Dean and Director  
MBA Career Management Center

## Class of 2005 Highlights: Full-Time Hires

### STUDENT PROFILE<sup>1</sup> CLASS OF 2005

		<i>Undergraduate Major<sup>2</sup></i>	<i>%</i>
Applications Received	5,089	Humanities/Social Sciences	51
Class Enrollment	378	Engineering/Math/Natural Sciences	33
Women	35%	Business	15
International	32%		
Minorities	21%	Advanced Degree	9
Median Years of Work Experience	4.0		
Range of Years of Work Experience	0–12		

<sup>1</sup>Class profile is provided as of matriculation. Employment statistics include information for students in JD/MBA and other dual-degree programs.

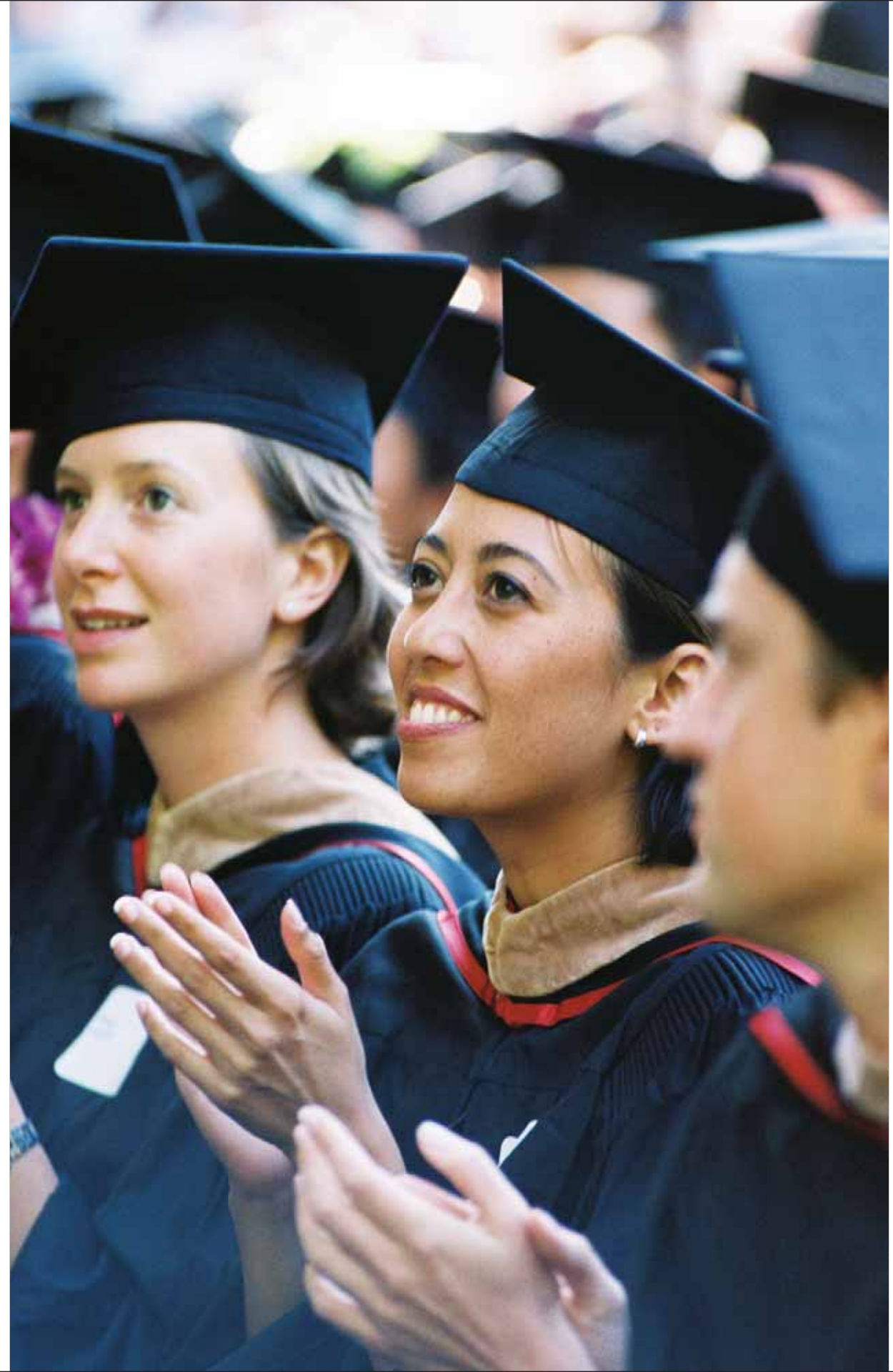
<sup>2</sup>Due to rounding, percentages do not add up to 100%.

### EMPLOYMENT PROFILE<sup>3</sup> CLASS OF 2005

	<i>Permanent Work Authorization<sup>4</sup></i>		<i>Non-Permanent Work Authorization</i>		<i>All MBA Graduates</i>	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
Seeking Employment	219	83%	82	75%	301	81%
Not Seeking Employment						
Company-sponsored	13	5%	17	15%	30	8%
Continuing education	2	1%	0	0%	2	1%
Postponing job search	7	3%	1	1%	8	2%
Starting a new business	19	7%	9	8%	28	8%
Not seeking for other reasons	1	0%	0	0%	1	0%
No Information	2	1%	1	1%	3	1%
<b>Total Graduates</b>	<b>263</b>	<b>100%</b>	<b>110</b>	<b>100%</b>	<b>373</b>	<b>100%</b>

<sup>3</sup>This report conforms to the MBA Career Services Council Standards for Reporting MBA Employment Statistics. Employment information is self-reported, and includes all students who graduated in the 12 months ending in June. This table is based upon information from 99% of the total graduating class.

<sup>4</sup>Permanent Work Authorization is defined as U.S. Citizens and Permanent Residents.



TIMING OF JOB OFFERS: FULL-TIME HIRES CLASS OF 2005

	Seeking Employment		By Graduation		By Three Months Post-Graduation	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
Permanent Work Authorization	219	85%	187	85%	208	95%
Non-Permanent Work Authorization	82		73	89%	78	95%
<b>Total Graduates Seeking Employment</b>	<b>301</b>		<b>260</b>	<b>86%</b>	<b>286</b>	<b>95%</b>

TIMING OF JOB ACCEPTANCES: FULL-TIME HIRES CLASS OF 2005

	Seeking Employment		By Graduation		By Three Months Post-Graduation	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
Permanent Work Authorization	219	77%	168	77%	202	92%
Non-Permanent Work Authorization	82		67	82%	78	95%
<b>Total Graduates Seeking Employment</b>	<b>301</b>		<b>235</b>	<b>78%</b>	<b>280</b>	<b>93%</b>

*“As a TV anchor from China, my specific goal was to return to the Media and Entertainment world. Not only did my two years at the GSB make that happen but I also was constantly offered opportunities that pushed me to reach higher and think more broadly. The GSB experience is truly global and diverse. Interacting with such a talented community of students and professors helped me to better understand my own strengths and capabilities. I have developed a foundation that will benefit me for a lifetime, in both my professional and personal life.”*

ANNABELLE YU LONG • MBA '05



COMPENSATION SUMMARY<sup>1</sup>: FULL-TIME HIRES CLASS OF 2005

	Base Salary (\$)³					Signing Bonus (\$)⁴					Other Guaranteed Compensation (\$)⁴,⁵				
	NUMBER REPORTING	% REPORTING	MEAN	MEDIAN	RANGE	NUMBER REPORTING	% REPORTING	MEAN	MEDIAN	RANGE	NUMBER REPORTING	% REPORTING	MEAN	MEDIAN	RANGE
Permanent Work Authorization	178	88%	107,997	100,000	40,000 – 285,000	107	53%	19,287	15,000	1,000 – 65,000	94	47%	47,342	30,000	2,000 – 360,000
Non-Permanent Work Authorization <sup>2</sup>	72	92%	97,304	95,000	12,000 – 200,000	57	73%	18,788	15,000	1,500 – 60,000	43	55%	39,867	15,000	5,000 – 500,000
<b>Total</b>	<b>250</b>	<b>89%</b>	<b>104,917</b>	<b>100,000</b>	<b>12,000 – 285,000</b>	<b>164</b>	<b>59%</b>	<b>19,114</b>	<b>15,000</b>	<b>1,000 – 65,000</b>	<b>137</b>	<b>49%</b>	<b>44,996</b>	<b>25,000</b>	<b>2,000 – 500,000</b>

<sup>1</sup>All compensation information is self-reported. Useable salary data was obtained from 89% of those graduates who accepted a job. Compensation data excludes students who are company-sponsored (8%) or starting their own business (8%).

<sup>2</sup>International salaries are reported in U.S. dollars as calculated by students on the basis of prevailing exchange rates.

<sup>3</sup>Base salary excludes bonuses, commissions, benefits, and perquisites.

<sup>4</sup>Other Guaranteed Compensation includes guaranteed annual bonus only. It does not include tuition reimbursement, relocation expense reimbursement, auto allowance, profit sharing, and 401K match.

<sup>5</sup>Stock and/or stock options are not included in Other Guaranteed Compensation. However, stock-based compensation was reported as a component of 12% of accepted offers.

COMPENSATION BY INDUSTRY<sup>1,2,3</sup>; FULL-TIME HIRES CLASS OF 2005

Industry	Base Salary (\$)				Signing Bonus (\$)			Other Guaranteed Compensation (\$)		
	% OF GRADUATES	MEAN	MEDIAN	RANGE	MEAN	MEDIAN	RANGE	MEAN	MEDIAN	RANGE
Consulting	19	108,988	110,000	80,000 – 162,500	17,074	15,000	10,000 – 60,000	23,152	20,000	5,300 – 50,000
Consumer Products & Services	9	86,962	83,600	40,000 – 130,000	16,471	20,000	1,500 – 35,000	15,250	10,000	8,000 – 45,500
Financial Services										
Financial Services – Diversified	3	103,000	95,000	46,000 – 200,000	25,000	27,500	15,000 – 30,000	23,167	20,000	2,000 – 47,500
Hedge Funds	6	129,333	125,000	95,000 – 175,000	23,214	25,000	7,500 – 30,000	89,500	100,000	20,000 – 150,000
Investment Banking	5	94,615	95,000	90,000 – 95,000	30,833	30,000	30,000 – 40,000	63,333	47,500	25,000 – 130,000
Investment Management	4	103,636	105,000	75,000 – 140,000	20,500	20,000	10,000 – 35,000	44,850	34,250	15,000 – 125,000
Private Equity	8	136,389	125,000	65,000 – 285,000	30,556	30,000	15,000 – 65,000	93,000	77,000	13,000 – 265,000
Venture Capital	2	134,000	135,000	100,000 – 150,000	NA	NA	NA	38,333	40,000	25,000 – 50,000
Government	NA									
Manufacturing	2	107,000	95,000	90,000 – 160,000	30,000	30,000	15,000 – 45,000	257,500	257,500	15,000 – 500,000
Media/Entertainment	3	70,875	85,000	12,000 – 95,000	13,333	10,000	10,000 – 20,000	14,475	13,950	10,000 – 20,000
Nonprofit	3	84,000	82,500	50,000 – 120,000	NA	NA	NA	9,767	10,000	7,000 – 12,300
Petroleum/Energy	1	88,333	95,000	60,000 – 110,000	NA	NA	NA	NA	NA	NA
Pharmaceutical/Biotechnology/Healthcare	7	94,750	95,500	40,000 – 135,000	19,643	20,000	10,000 – 30,000	9,665	8,325	5,000 – 18,000
Real Estate	6	106,324	100,000	80,000 – 150,000	16,000	15,000	5,000 – 30,000	34,692	25,500	4,000 – 100,000
Technology										
E-Commerce/Internet Services	8	105,158	100,000	85,000 – 190,000	18,542	15,000	5,000 – 40,000	90,833	35,000	10,000 – 360,000
Hardware	1	94,000	92,000	85,000 – 105,000	7,333	8,500	5,000 – 10,000	NA	NA	NA
Software	4	114,591	105,000	80,000 – 158,000	17,813	18,125	15,000 – 20,000	25,833	18,500	5,000 – 75,000
Consumer Electronics	NA									
Networking/Telecom	1	98,675	103,850	75,000 – 112,000	4,000	4,000	3,000 – 5,000	27,770	16,655	15,000 – 50,000
Other Services	6	95,071	96,000	52,000 – 165,000	9,167	3,000	1,000 – 30,000	26,200	26,000	10,000 – 50,000
<b>TOTAL</b>	<b>100</b>	<b>104,917</b>	<b>100,000</b>	<b>12,000 – 285,000</b>	<b>19,114</b>	<b>15,000</b>	<b>1,000 – 65,000</b>	<b>44,996</b>	<b>25,000</b>	<b>2,000 – 500,000</b>

<sup>1</sup>Per CSC Standards, data does not include entrepreneurs and sponsored students.

<sup>2</sup>NA indicates less than 1% of full-time graduates reporting.

<sup>3</sup>Due to rounding, percentages do not add up to 100%.

COMPENSATION BY FUNCTION: FULL-TIME HIRES CLASS OF 2005

Function	Base Salary (\$)				Signing Bonus (\$)			Other Guaranteed Compensation (\$)		
	% OF GRADUATES	MEAN	MEDIAN	RANGE	MEAN	MEDIAN	RANGE	MEAN	MEDIAN	RANGE
Consulting	24	107,941	110,000	52,000 – 200,000	16,725	15,000	1,000 – 60,000	22,975	20,000	5,000 – 75,000
Management Consulting	20	108,263	110,000	80,000 – 162,500	17,092	15,000	5,000 – 60,000	23,152	20,000	5,300 – 50,000
Strategic Planning	4	106,300	95,500	52,000 – 200,000	13,200	15,000	1,000 – 25,000	22,343	15,000	5,000 – 75,000
Finance/Accounting	31	115,269	105,000	46,000 – 285,000	24,582	25,000	5,000 – 65,000	64,580	48,750	7,000 – 265,000
Financial Analyst	2	85,200	90,000	46,000 – 135,000	16,667	15,000	15,000 – 20,000	19,000	20,000	10,000 – 27,000
Investment Banker	6	94,667	95,000	90,000 – 95,000	30,667	30,000	30,000 – 40,000	54,583	35,000	25,000 – 130,000
Investment Researcher/Portfolio Manager	11	121,200	120,000	90,000 – 175,000	22,321	25,000	7,500 – 35,000	73,342	70,000	15,000 – 150,000
Private Equity Analyst	10	126,667	120,000	65,000 – 285,000	25,000	25,000	10,000 – 65,000	77,048	70,000	7,000 – 265,000
Venture Capitalist	2	134,000	135,000	100,000 – 150,000	NA	NA	NA	38,333	40,000	25,000 – 50,000
General Management	10	102,947	100,000	12,000 – 190,000	13,938	11,250	3,000 – 35,000	80,222	20,000	4,000 – 500,000
Human Resources	1	95,667	97,000	90,000 – 100,000	12,500	12,500	10,000 – 15,000	35,000	35,000	20,000 – 50,000
Marketing/Sales	28	96,193	95,000	45,000 – 158,000	17,793	20,000	1,500 – 45,000	18,379	15,000	2,000 – 60,000
Brand/Product/Marketing Manager	17	92,898	93,750	65,000 – 140,000	17,447	20,000	1,500 – 35,000	15,708	12,000	2,000 – 50,000
Business Development	7	97,011	95,000	45,000 – 150,000	18,227	15,000	3,000 – 45,000	27,368	18,309	10,000 – 60,000
Product Development Manager	4	108,100	102,500	93,000 – 158,000	20,000	20,000	15,000 – 25,000	8,333	5,000	5,000 – 15,000
Operations/Project/Supply Chain Manager	3	79,444	90,000	40,000 – 105,000	9,333	10,000	3,000 – 15,000	16,200	12,000	9,000 – 30,000
Other	2	102,000	95,000	50,000 – 165,000	21,500	21,500	18,000 – 25,000	NA	NA	NA
<b>TOTAL</b>	<b>100</b>	<b>104,917</b>	<b>100,000</b>	<b>12,000 – 285,000</b>	<b>19,114</b>	<b>15,000</b>	<b>1,000 – 65,000</b>	<b>44,996</b>	<b>25,000</b>	<b>2,000 – 500,000</b>



*"Infosys hires people who are powered by intellect and driven by values. InStep, our global internship program, provides a platform for the best of minds to share the best of practices. Stanford GSB students are a great fit for this competitive internship program because of their leadership skills, diversity of thinking, and creative spirit. The CMC staff has been extremely efficient in helping us recruit some of our most talented interns this summer."*

NIDHI ALEXANDER  
PROGRAM MANAGER, INSTEP • INFOSYS TECHNOLOGIES LTD.

### COMPENSATION BY LOCATION<sup>1</sup>: FULL-TIME HIRES CLASS OF 2005

Location	Base Salary (\$)				Signing Bonus (\$)			Other Guaranteed Compensation (\$)		
	% OF GRADUATES	MEAN	MEDIAN	RANGE	MEAN	MEDIAN	RANGE	MEAN	MEDIAN	RANGE
United States										
Mid Atlantic	3	112,413	110,000	80,000 – 150,000	20,667	20,000	15,000 – 27,000	38,000	35,000	7,000 – 75,000
Midwest	6	101,154	95,000	65,000 – 150,000	22,038	25,000	1,500 – 45,000	28,556	15,000	10,000 – 100,000
Northeast	20	103,435	95,000	50,000 – 175,000	22,875	24,000	7,500 – 40,000	59,813	38,750	2,000 – 360,000
South	3	95,250	97,500	52,000 – 150,000	12,750	15,000	1,000 – 20,000	23,067	20,700	5,000 – 50,000
Southwest	6	102,393	98,750	75,000 – 150,000	17,727	15,000	10,000 – 35,000	30,377	25,000	6,650 – 77,000
West	49	108,948	105,000	40,000 – 250,000	16,487	15,000	3,000 – 40,000	44,556	27,500	4,000 – 265,000
International										
Asia	5	90,444	87,500	12,000 – 200,000	22,143	15,000	10,000 – 60,000	96,050	16,150	9,000 – 500,000
Europe	4	116,091	95,000	65,000 – 285,000	28,429	20,000	18,000 – 65,000	15,625	15,500	6,500 – 25,000
Latin America	3	70,714	70,000	40,000 – 95,000	16,600	15,000	3,000 – 30,000	24,500	11,000	10,000 – 70,000
Other	2	102,400	103,500	85,000 – 117,600	13,325	13,325	10,400 – 16,250	34,000	34,000	20,000 – 48,000
<b>TOTAL</b>	<b>100</b>	<b>104,917</b>	<b>100,000</b>	<b>12,000 – 285,000</b>	<b>19,114</b>	<b>15,000</b>	<b>1,000 – 65,000</b>	<b>44,996</b>	<b>25,000</b>	<b>2,000 – 500,000</b>

<sup>1</sup>Due to rounding, percentages do not add up to 100%.

COMPENSATION BY UNDERGRADUATE MAJOR: FULL-TIME HIRES CLASS OF 2005

Undergraduate Major	Base Salary (\$)				Signing Bonus (\$)			Other Guaranteed Compensation (\$)		
	% OF GRADUATES	MEAN	MEDIAN	RANGE	MEAN	MEDIAN	RANGE	MEAN	MEDIAN	RANGE
Business	17	108,555	107,500	46,000 – 175,000	19,153	15,000	3,000 – 60,000	44,858	21,000	6,500 – 150,000
Technical	32	104,169	100,000	40,000 – 190,000	20,728	20,000	3,000 – 40,000	35,651	25,000	5,000 – 360,000
Other <sup>1</sup>	51	104,275	97,000	12,000 – 285,000	17,861	15,000	1,000 – 65,000	53,064	27,000	2,000 – 500,000
<b>TOTAL</b>	<b>100</b>	<b>104,917</b>	<b>100,000</b>	<b>12,000 – 285,000</b>	<b>19,114</b>	<b>15,000</b>	<b>1,000 – 65,000</b>	<b>44,996</b>	<b>25,000</b>	<b>2,000 – 500,000</b>

<sup>1</sup>Other includes humanities/social sciences (27%), economics (20%), and other majors (4%).

*“Traditionally, MBA careers rely on a wide variety of business skills. But a science-focused company requires a unique skill set for the business professional. Long-term success is usually the result of a genuine interest in the science, an ability to grasp the implications of rapid change, and an outstanding ability to harness business principles. Stanford GSB students learn critical general management skills but also obtain a broader, multidisciplinary perspective that goes beyond the typical MBA mold.”*

RAFAEL GARZA  
MARKETING PRODUCT MANAGER • GENENTECH



PRIMARY SOURCE OF FULL-TIME JOB ACCEPTANCES<sup>1,2</sup>

School-Facilitated Activities			Graduate-Facilitated Activities		
	NUMBER	PERCENT		NUMBER	PERCENT
On Campus Recruiting (OCR)	86	31%	Family/Friend	40	15%
Alumni	35	13%	Pre-MBA Employer	33	12%
Career Fair	8	3%	Business Contact	28	10%
GSB Job Board	6	2%	Company website/Job website	6	2%
Class Project/Academic Center	5	2%	Other (student-facilitated)	12	4%
Faculty	3	1%			
Resume Book	2	1%	<b>SUBTOTAL</b>	<b>119</b>	<b>43%</b>
Student Club/Club Event	2	1%			
Career Trek	1	0%			
Other (GSB-facilitated)	6	2%			
<b>SUBTOTAL</b>	<b>154</b>	<b>56%</b>			

<sup>1</sup>68 students reported accepting a full-time offer from their summer internship employer. In these cases, the original source of the job acceptance included the following: OCR (33), Family/Friend Network (11), Business Contact (7), Alumni (5), and other sources (12). These sources are included in the table above.

<sup>2</sup>Due to rounding, percentages do not add up to 100%.

## Class of 2006 Highlights: Summer Interns

### STUDENT PROFILE<sup>1</sup> CLASS OF 2006

		<i>Undergraduate Major</i>	<i>%</i>
Applications Received	4,697	Humanities/Social Sciences	52
Class Enrollment	371	Engineering/Math/Natural Sciences	32
Women	35%	Business	16
International	29%	Advanced Degree	8
Minorities	25%		
Median Years of Work Experience	4.0		
Range of Years of Work Experience	0-18		

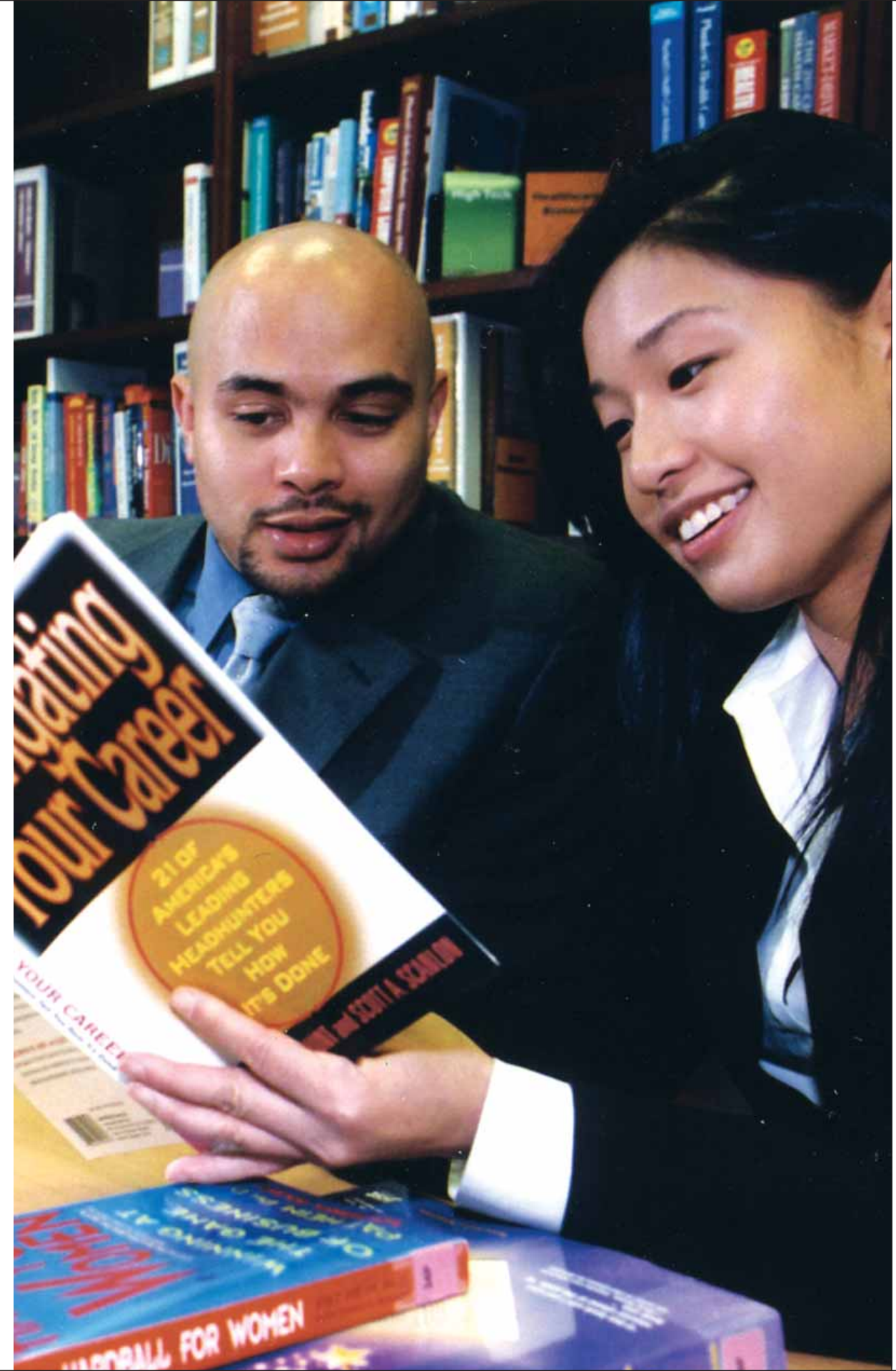
<sup>1</sup>Class profile is provided as of matriculation. Employment statistics include information for students in JD/MBA and other dual-degree programs.

### COMPENSATION BY INDUSTRY<sup>2,3</sup>: SUMMER HIRES CLASS OF 2006

<i>Industry</i>	<i>Monthly Base Salary (\$)</i>			
	<i>% OF GRADUATES</i>	<i>MEAN</i>	<i>MEDIAN</i>	<i>RANGE</i>
Consulting	12	8,825	9,500	3,200 – 10,000
Consumer Products & Services	12	5,101	5,000	1,750 – 8,000
Financial Services				
Hedge Funds	11	8,892	8,500	2,000 – 12,500
Investment Banking	8	8,034	7,900	7,308 – 9,500
Investment Management	3	7,042	7,400	1,200 – 8,400
Private Equity	6	7,645	6,000	4,000 – 12,000
Venture Capital	2	6,400	6,500	2,500 – 10,000
Other/Diversified	3	7,851	7,917	5,000 – 10,000
Government/Nonprofit	5	2,841	2,400	500 – 5,000
Manufacturing	2	5,850	5,250	3,000 – 12,000
Media/Entertainment	5	5,894	5,000	2,500 – 10,000
Petroleum/Energy	1	5,041	6,760	1,362 – 7,000
Pharmaceutical/Biotechnology/Healthcare	6	6,187	5,250	3,365 – 10,000
Real Estate	2	5,836	6,000	3,200 – 6,500
Technology				
E-Commerce/Internet Services	11	5,464	5,500	1,200 – 7,000
Hardware	2	6,400	6,500	5,600 – 7,500
Software	3	5,406	6,000	1,250 – 7,000
Consumer Electronics	1	6,400	6,000	4,960 – 7,100
Networking/Telecom	NA			
Other Services	4	6,182	6,000	1,100 – 10,000
<b>TOTAL</b>	<b>100</b>	<b>6,728</b>	<b>6,700</b>	<b>500 – 12,500</b>

<sup>2</sup>100% of job-seeking students in the Class of 2006 accepted internships.

<sup>3</sup>Due to rounding, percentages do not add up to 100%.



*“Because the GSB is a smaller business school, it provides an intimate and collaborative learning environment. This environment extends far beyond the classroom, and I have been able to share diverse professional and personal experiences with my classmates. As a result, I am constantly inspired to move outside my comfort zone to take risks and embrace new and creative ways of thinking. Last summer, I spent significant time in Tokyo working for a global New York-based hedge fund. The investment community at the GSB was invaluable in helping me thrive in an extremely rewarding and challenging environment.”*

ELI WEINBERG • MBA '06



COMPENSATION BY FUNCTION: SUMMER HIRES<sup>1</sup> CLASS OF 2006

Function	Monthly Base Salary (\$)			
	% OF GRADUATES	MEAN	MEDIAN	RANGE
Brand/Product/Marketing Manager	19	5,434	5,500	1,200 – 7,600
Business Development	9	5,341	5,400	1,100 – 8,333
Financial Analyst	5	5,292	5,600	500 – 7,500
General Management	5	5,371	5,000	1,200 – 12,000
Investment Banker	8	8,015	7,900	7,308 – 9,500
Investment Researcher/Portfolio Manager	14	8,398	8,333	1,200 – 12,500
Management Consulting	14	8,605	9,400	3,200 – 10,000
Operations/Production Manager	1	4,900	5,250	2,400 – 6,700
Private Equity Analyst	5	7,799	8,400	4,000 – 12,000
Product Development Manager	3	4,619	5,250	1,250 – 7,000
Sales/Trading	1	8,653	8,460	7,500 – 10,000
Strategic Planning	8	5,809	6,000	1,750 – 10,000
Supply Chain/Project Manager	2	4,487	4,960	3,500 – 5,000
Venture Capitalist	2	6,400	6,500	2,500 – 10,000
Other	4	6,802	6,000	4,800 – 10,000
<b>TOTAL</b>	<b>100</b>	<b>6,728</b>	<b>6,700</b>	<b>500 – 12,500</b>

<sup>1</sup>Due to rounding, percentages do not add up to 100%.

COMPENSATION BY LOCATION: SUMMER HIRES CLASS OF 2006

Location	Monthly Base Salary (\$)			
	% OF GRADUATES	MEAN	MEDIAN	RANGE
United States				
Mid Atlantic	1	5,111	5,100	1,910 – 8,333
Midwest	9	6,419	6,000	2,000 – 9,750
Northeast	23	7,839	7,917	500 – 12,500
South	2	7,643	7,929	5,000 – 9,500
Southwest	3	6,028	5,950	3,000 – 9,500
West	50	6,311	6,000	1,000 – 12,000
International				
Asia	3	5,510	6,000	1,200 – 8,000
Europe	6	8,121	8,000	5,000 – 11,500
Latin America	1	5,100	5,100	2,200 – 8,000
Other	1	2,431	2,431	1,362 – 3,500
<b>TOTAL</b>	<b>100</b>	<b>6,728</b>	<b>6,700</b>	<b>500 – 12,500</b>

## Other Employment Facts

*378 distinct organizations successfully hired Stanford GSB students for either full-time or summer positions.*

### CLASS OF 2005 – FULL-TIME POSITIONS

55% of graduating students reported a change in industry from their pre-MBA position and 46% reported a change in industry from their summer job industry.

57% of graduating students reported a change in function from their pre-MBA positions and 52% reported a change in function from their summer job industry.

68% of graduating students reported their company was international in scope, and 41% reported their position was international or global in scope.

8% of the graduating class reported they were starting entrepreneurial ventures.

62% of students in the Class of 2005 reported receiving a full-time job offer from their summer employer.

39% of these students accepted the full-time job offer from their summer employer, equal to 24% of all job-seeking graduates.



### CLASS OF 2006 – SUMMER POSITIONS

86% of first-year students reported a change in industry from their pre-MBA position.

82% of first-year students reported a change in function from their pre-MBA positions.

67% of first-year students described their summer positions as international in scope.

19 students took a Stanford Management Internship Fund (SMIF) internship.

39 students took a Global Management Experience (GMIX) internship.

15 students took an Entrepreneurial Studies Program (ESP) internship.

44 students in the Class of 2006 chose to split their summer internship between two employers.

### RECRUITING EXCELLENCE AWARD WINNERS

Nominated and selected by our students, these organizations demonstrated outstanding professionalism, creativity, and responsiveness in recruiting students at the Stanford Graduate School of Business.

2005

The Clorox Company  
McKinsey & Co.  
Ventana Medical Systems

2004

The Boston Consulting Group  
Eli Lilly and Company  
PepsiCo

### TOP EMPLOYERS

The organizations listed below were the Top Employers in 2005, based on student reporting. These organizations successfully recruited two or more Stanford GSB students for either full-time and/or summer positions. For a complete list of organizations recruiting at the Stanford GSB last year, please see [http://www.gsb.stanford.edu/cmc/reports/recruiting\\_orgs.html](http://www.gsb.stanford.edu/cmc/reports/recruiting_orgs.html)

Adteractive	Equinox Fitness Clubs	Morgan Stanley
AIG	Farallon Capital Management	Nike
Amazon.com	Gap Inc.	NTT DoCoMo
American Express	Genentech	The Parthenon Group
Amgen	General Atlantic Partners	Peerflix
AOL	General Mills	PepsiCo
Apple	General Motors	Perry Capital
AT Kearney	The Gillette Company	Piper Jaffray
Bain & Company	Goldman, Sachs & Co.	ProTrade Sports
Blue Ridge Capital	Google	Reebok
Booz Allen Hamilton	Guidant	SAC Capital Advisors
The Boston Consulting Group	Harrah's Entertainment	SAP
BP	Hewlett-Packard	Sares Regis Group
Capital Group Companies	IBM	Select Equity Group
Cargill	Infosys	Sirios Capital Management
The Carlyle Group	Intel	Suplamar S.A.
CEMEX	Johnson & Johnson	T. Rowe Price
Chilton Investment Co.	Joie De Vivre Hospitality	Tiger Management
Cisco Systems	JP Morgan	Tiger Technology
Citigroup	Katzenbach Partners LLC	UBS
The Clorox Company	Lehman Brothers	Unilever Foods
DaVita	Levi Strauss & Co.	UnitedHealth Group
Deloitte Consulting	Logitech	Westfield Corporation
Diageo	McKinsey & Company	Yahoo!
Draper Fisher Jurvetson	Medtronic	Zazzle
eBay	Microsoft	
Eli Lilly & Co.	Monitor Group	

STANFORD UNIVERSITY GRADUATE SCHOOL OF BUSINESS



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