



STANFORD

GRADUATE SCHOOL OF BUSINESS

2008-2009 Employment Report **Detailed Statistics**

Class of 2009: Full-Time Hires

Class of 2010: Summer Hires

Employment Report
Stanford Graduate School of Business
Class of 2009: Full-Time Hires

Student Profile¹

Applications Received	5,741
New Students	362
Women	38%
International (includes Permanent Residents)	34%
U.S. Minorities	23%
Median Years of Work Experience	3.9
Range of Years of Work Experience	0-12

Undergraduate Major

Humanities/Social Sciences	46%
Engineering/Math/Natural Sciences	35%
Business	19%
Advanced Degree	11%
Median GMAT Score	730

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

Employment Report¹

Stanford Graduate School of Business

Class of 2009: Full-Time Hires

Employment Profile²

	Permanent Work Authorization ³		Non-Permanent Work Authorization		All MBA Graduates	
	Number	Percent	Number	Percent	Number	Percent
Seeking Employment	208	85%	80	73%	288	81%
Not Seeking Employment:						
Company-sponsored	2	1%	0	0%	2	1%
Continuing education	3	1%	0	0%	3	1%
Postponing job search	1	0%	0	0%	1	0%
Starting a new business	23	9%	20	18%	43	12%
Not seeking for other reasons	1	0%	2	2%	3	1%
No Information	7	3%	7	6%	14	4%
Total Graduates	245	100%	109	100%	354	100%

¹This report conforms to the MBA Career Services Council (CSC) Standards for Reporting MBA Employment Statistics

²Employment information is self-reported, and includes all students who graduated in the 12 months ending in June. This table is based upon information from 96% of the total graduating class.

³Permanent Work Authorization is defined as U.S. Citizens and Permanent Residents.

⁴Employers deferred the starting dates of 15 graduates, impacting 5 percent of the graduates of the Class of 2009.

⁵Employers did not withdraw or rescind any offers.

⁶No MBA graduates renege on offers they had accepted.

Employment Report
Stanford Graduate School of Business
 Class of 2009: Full-Time Hires

Timing of Job Offers

	Seeking Employment Number	By Graduation		By Three Months Post-Graduation	
		Job Offers		Job Offers	
		Number	Percent	Number	Percent
Permanent Work Authorization	208	155	75%	184	88%
Non-Permanent Work Authorization	80	57	71%	74	93%
Total Graduates Seeking Employment	288	212	74%	258	90%

Timing of Job Acceptances

	Seeking Employment Number	By Graduation		By Three Months Post-Graduation	
		Job Acceptances		Job Acceptances	
		Number	Percent	Number	Percent
Permanent Work Authorization	208	149	72%	177	85%
Non-Permanent Work Authorization	80	50	63%	69	86%
Total Graduates Seeking Employment	288	199	69%	246	85%

Employment Report
Stanford Graduate School of Business
 Class of 2009: Full-Time Hires

Compensation Summary¹

	Number Reporting	% Reporting	Median	Mean	Range
BASE SALARY³					
Permanent Work Authorization	149	100%	120,000	121,762	60,000-250,000
Non-Permanent Work Authorization ²	50	100%	113,000	108,320	30,000-180,000
Total	199	100%	120,000	118,384	30,000-250,000

SIGNING BONUS					
Permanent Work Authorization	82	55%	20,000	26,711	5,000-125,000
Non-Permanent Work Authorization	29	58%	20,000	23,186	4,400-65,000
Total	111	56%	20,000	25,790	4,400-125,000

OTHER GUARANTEED COMPENSATION^{4,5}					
Permanent Work Authorization	52	35%	29,000	66,228	3,300-300,000
Non-Permanent Work Authorization	12	24%	25,000	39,406	5,882-150,000
Total	64	32%	26,500	61,199	3,300-300,000

¹All compensation information is self-reported. Useable salary data was obtained from 80% of those graduates who accepted a job. Compensation data excludes students who are company-sponsored (1%) or starting their own business (12%).

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

³Base salary excludes bonuses, commissions, benefits, and perquisites.

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

⁵Stock and/or stock options are not included in Other Guaranteed Compensation.

Employment Report
Stanford Graduate School of Business
 Class of 2009: Full-Time Hires

Compensation by Industry¹

Industry	Percent ²	Base Salary (\$)				Signing Bonus (\$)				Other Guaranteed Compensation (\$)			
		Median	Mean	Range		Median	Mean	Range		Median	Mean	Range	
				High	Low			High	Low			High	Low
Cleantech	4	105,000	110,714	130,000	80,000	NA	NA	NA	NA	NA	NA	NA	NA
Consulting	32	125,000	119,795	165,000	70,000	20,000	26,080	125,000	4,400	25,000	26,660	68,000	5,882
Consumer Products	7	95,000	100,038	140,000	65,000	20,000	20,555	30,000	5,000	26,500	31,375	62,500	10,000
Finance	28	130,000	134,565	250,000	47,500	40,000	34,537	55,000	10,000	87,500	112,365	300,000	5,000
Private Equity/LBO	9	150,000	154,866	250,000	57,600	25,000	27,500	50,000	10,000	190,000	178,181	300,000	45,000
Investment Management	6	120,000	136,363	200,000	95,000	40,000	35,555	50,000	10,000	25,000	20,000	30,000	5,000
Hedge Funds	4	125,000	129,285	200,000	90,000	NA	NA	NA	NA	100,000	143,333	300,000	30,000
Investment Banking	4	95,000	93,312	130,000	47,500	50,000	49,500	55,000	40,000	NA	NA	NA	NA
Venture Capital	3	150,000	147,500	160,000	130,000	NA	NA	NA	NA	135,000	103,333	150,000	25,000
Financial Services - Diversified	3	105,000	115,400	150,000	98,000	NA	NA	NA	NA	40,000	33,500	50,000	10,500
Government	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Healthcare	7	109,000	106,231	150,000	30,000	20,000	20,068	30,000	5,000	18,000	26,260	75,000	3,300
Manufacturing	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Media/Entertainment	3	92,500	104,333	185,000	60,000	NA	NA	NA	NA	NA	NA	NA	NA
Nonprofit	4	75,000	79,571	95,000	70,000	NA	NA	NA	NA	NA	NA	NA	NA
Petroleum/Energy	1	100,000	100,000	115,000	85,000	NA	NA	NA	NA	NA	NA	NA	NA
Real Estate	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Technology	12	115,000	114,606	140,000	82,500	15,800	17,537	40,000	9,000	12,500	25,513	93,333	8,250
Internet Services/E-Commerce	7	115,000	114,178	140,000	82,500	20,000	19,000	40,000	10,000	16,500	33,645	93,333	8,250
Consumer Electronics/Hardware	2	116,000	115,333	120,000	110,000	20,000	18,333	20,000	15,000	NA	NA	NA	NA
Networking/Telecom	2	115,865	118,621	130,000	110,000	15,000	13,200	15,600	9,000	NA	NA	NA	NA
Software	2	115,000	112,550	120,000	100,200	NA	NA	NA	NA	NA	NA	NA	NA
Other Services	2	122,500	120,000	165,000	70,000	NA	NA	NA	NA	NA	NA	NA	NA
TOTAL	100	120,000	118,384	250,000	30,000	20,000	25,790	125,000	4,400	26,500	61,199	300,000	3,300

¹Data does not include entrepreneurs (12%) and sponsored students (1%), per MBA Career Services Council Standards.

²NA may represent 0, 1, or 2 data points and are not disclosed per CSC guidelines to maintain student privacy.

³Total may not equal sum of components due to rounding and non-zero data labeled 'NA.'

Employment Report
Stanford Graduate School of Business
Class of 2009: Full-Time Hires

Compensation by Function¹

Function	Percent ²	Base Salary (\$)				Signing Bonus (\$)				Other Guaranteed Compensation (\$)			
		Median	Mean	Range		Median	Mean	Range		Median	Mean	Range	
				High	Low			High	Low			High	Low
Consulting	37	124,500	117,998	165,000	70,000	20,000	24,968	125,000	4,400	25,000	24,508	68,000	3,300
Management Consulting	32	125,000	119,795	165,000	70,000	20,000	26,080	125,000	4,400	25,000	26,660	68,000	5,882
Strategy - Planning	5	107,500	106,500	130,000	85,000	20,500	19,125	25,000	5,000	8,500	11,600	23,000	3,300
Finance	30	125,000	132,171	250,000	47,500	40,000	33,482	55,000	5,000	117,500	119,208	300,000	5,000
Finance - Analyst	9	120,000	124,176	200,000	64,000	40,000	33,333	55,000	5,000	NA	NA	NA	NA
Finance - Private Equity Analyst	9	150,000	151,623	250,000	57,600	25,000	26,666	50,000	10,000	182,500	174,583	300,000	45,000
Finance - Investment/Portfolio Mgmt	6	120,000	130,909	200,000	95,000	40,000	33,333	50,000	10,000	30,000	37,500	100,000	10,000
Finance - Venture Capitalist	3	150,000	163,000	225,000	130,000	NA	NA	NA	NA	NA	NA	NA	NA
Finance - Investment Banker	2	95,000	83,875	98,000	47,500	50,000	46,666	50,000	40,000	NA	NA	NA	NA
Finance - Other	3	100,000	103,800	124,000	95,000	45,000	45,833	52,500	40,000	NA	NA	NA	NA
General Management	4	135,000	130,625	185,000	75,000	20,000	20,833	22,500	20,000	28,000	34,333	50,000	25,000
Marketing/Sales	22	110,000	104,660	140,000	30,000	20,000	20,679	65,000	5,000	18,500	31,361	93,333	10,000
Brand/Product/Marketing Manager	12	110,000	101,428	130,000	30,000	20,000	20,823	40,000	9,000	15,000	29,166	62,500	10,000
Business Development	10	110,000	107,957	140,000	80,000	15,600	21,038	65,000	5,000	19,500	34,791	93,333	10,000
Product Development Manager	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Operations/Logistics	2	95,000	95,250	131,000	60,000	NA	NA	NA	NA	NA	NA	NA	NA
Other	5	98,500	99,750	165,000	70,000	NA	NA	NA	NA	8,500	17,250	35,000	8,250
TOTAL	100	120,000	118,384	250,000	30,000	20,000	25,790	125,000	4,400	26,500	61,199	300,000	3,300

¹Data does not include entrepreneurs (12%) and sponsored students (1%), per MBA Career Services Council Standards.

²NA may represent 0, 1, or 2 data points and are not disclosed per CSC guidelines to maintain student privacy.

Employment Report
Stanford Graduate School of Business
Class of 2009: Full-Time Hires

Compensation by Location¹

Location	Percent ²	Base Salary (\$)				Signing Bonus (\$)				Other Guaranteed Compensation (\$)			
		Median	Mean	Range		Median	Mean	Range		Median	Mean	Range	
				High	Low			High	Low			High	Low
North America	85	120,000	120,291	250,000	60,000	20,000	26,211	125,000	5,000	25,000	63,489	300,000	3,300
United States	83	120,000	120,911	250,000	60,000	20,000	26,277	125,000	5,000	28,000	65,397	300,000	3,300
Mid-Atlantic	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Midwest	5	111,000	109,150	127,000	82,500	22,500	23,125	40,000	5,000	36,000	28,666	40,000	10,000
South	4	125,000	119,375	150,000	95,000	32,500	32,916	52,500	20,000	NA	NA	NA	NA
Southwest	4	130,000	134,714	200,000	93,000	20,000	25,200	50,000	15,000	NA	NA	NA	NA
Northeast	18	110,000	123,928	250,000	60,000	25,000	28,583	50,000	5,000	25,000	69,571	200,000	5,000
West	52	120,000	120,455	200,000	65,000	20,000	25,651	125,000	5,000	30,000	70,368	300,000	3,300
Canada/Mexico	2	95,000	94,550	100,200	88,000	NA	NA	20,000	20,000	NA	NA	NA	NA
Outside North America	14	115,000	106,777	180,000	30,000	20,000	23,600	55,000	4,400	30,000	42,554	150,000	5,882
Africa	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Asia	5	90,000	95,844	165,000	30,000	20,000	16,880	35,000	4,400	NA	NA	NA	NA
Central America and the Caribbean	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Europe	4	120,000	125,000	150,000	105,000	21,250	25,166	50,000	11,500	NA	NA	NA	NA
Middle East	2	92,000	95,375	150,000	47,500	NA	NA	NA	NA	NA	NA	NA	NA
South America	3	105,000	101,380	130,000	70,000	30,000	31,666	55,000	10,000	NA	NA	NA	NA
TOTAL³	100	120,000	118,384	250,000	30,000	20,000	25,790	125,000	4,400	26,500	61,199	300,000	3,300

¹Data does not include entrepreneurs (12%) and sponsored students (1%), per MBA Career Services Council Standards.

²NA may represent 0, 1, or 2 data points and are not disclosed per CSC guidelines to maintain student privacy.

³Total may not equal sum of components due to rounding and non-zero data labeled 'NA.'

Employment Report
Stanford Graduate School of Business
 Class of 2009: Full-Time Hires

Compensation by Undergraduate Degree

Undergraduate Degree	Percent ²	Base Salary (\$)				Signing Bonus (\$)				Other Guaranteed Compensation (\$)			
		Median	Mean	Range		Median	Mean	Range		Median	Mean	Range	
				High	Low			High	Low			High	Low
Business / Commerce	24	120,000	119,526	250,000	30,000	20,000	27,575	125,000	5,000	29,000	45,890	140,000	8,250
Technical	35	120,000	118,354	200,000	47,500	20,000	24,385	55,000	5,000	25,000	37,915	200,000	3,300
Other ¹	42	120,000	120,165	200,000	60,000	20,000	24,743	50,000	4,400	36,000	83,644	300,000	5,000
TOTAL	100	120,000	118,384	250,000	30,000	20,000	25,790	125,000	4,400	26,500	61,199	300,000	3,300

¹Includes humanities/social sciences, economics, and other majors.

Employment Report
Stanford Graduate School of Business
 Class of 2009: Full-Time Hires

**Primary Source of
 Full-Time Job Acceptances**

SCHOOL-FACILITATED ACTIVITIES	Number	Percent
Summer Internship (school-facilitated)	51	22%
OCR – Closed Schedule	18	8%
GSB Job Board	8	3%
Alumni	7	3%
Other (GSB-facilitated) ¹	5	2%
OCR – Open Schedule	3	1%
Career Fair	2	1%
Class presentation / project / 390	1	0%
Faculty	1	0%
GMIX	1	0%
Resume Book	1	0%
Student Club / Club Event	1	0%
MTC/Recruiter Day/Company Networking Night	0	0%
Sub Total	99	42%
GRADUATE-FACILITATED ACTIVITIES		
Prior Employer	57	24%
Summer Internship (student-facilitated)	17	7%
Business Contact	13	6%
Other (student-facilitated) ²	12	5%
Company Website	7	3%
Family/Friend	6	3%
Sub Total	112	48%
No Response	23	10%
Total	234	100%

¹Other (GSB-facilitated) may include CMC advisor referral, CMC Insider Database, CES or PMP, videoconference interview, and other sources.

²Other (student-facilitated) may include networking, newspapers, and other sources.

Employment Report
Stanford Graduate School of Business
Class of 2010: Summer Hires

Student Profile¹

Applications Received	6,575
New Students	370
Women	36%
International (includes Permanent Residents)	34%
U.S. Minorities	24%
Median Years of Work Experience	3.9
Range of Years of Work Experience	0-11

Undergraduate Major

Humanities/Social Sciences	46%
Engineering/Math/Natural Sciences	35%
Business	19%
Advanced Degree	15%
Median GMAT Score	730

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

Employment Report
Stanford Graduate School of Business
 Class of 2010: Summer Hires

Compensation by Industry¹

Industry	Percent	Monthly Base Salary (\$)			
		Median	Mean	Range	
				High	Low
Cleantech	6	5,300	5,065	7,000	3,200
Consulting	13	10,000	9,225	12,500	2,400
Consumer Products & Services	6	5,400	5,257	7,500	2,166
Finance	27	7,500	6,792	14,500	1,000
Hedge Funds	3	7,000	5,684	8,660	1,000
Investment Banking	5	8,000	8,141	9,500	7,000
Investment Management	6	7,600	6,671	14,500	1,200
Private Equity/LBO	4	8,233	8,324	12,500	3,000
Venture Capital	4	5,000	5,993	14,000	1,500
Diversified	4	4,950	5,296	7,917	3,000
Government	3	5,035	4,836	7,500	2,706
Healthcare	5	6,500	6,408	8,025	4,850
Manufacturing	2	5,200	4,700	5,400	3,000
Media/Entertainment	3	2,700	3,357	5,440	1,920
Nonprofit ²	9	4,835	4,480	5,800	2,500
Petroleum/Energy	2	4,000	4,225	6,500	2,400
Technology	19	5,880	5,991	10,000	3,200
Consumer Electronics/Hardware	4	5,760	5,991	10,000	3,200
Internet Services/E-Commerce	5	5,700	6,300	8,000	4,000
Tech - Networking/Telecom	5	6,067	6,029	7,083	4,800
Software	5	5,400	5,779	7,500	4,000
Other Services	6	5,412	6,410	12,500	1,600
TOTAL	100	5,780	6,264	14,500	1,000

¹100% of job-seeking students in the Class of 2010 accepted internships, based on responses from 99% of students. Figures do not include Global Management Immersion Experience (GMIX), a four-week international program at the end of the summer.

²Nonprofit compensation includes SMIF stipend where applicable.

Employment Report
Stanford Graduate School of Business
 Class of 2010: Summer Hires

Compensation by Function¹

Function	Percent	Median	Mean	Range	
				High	Low
Consulting	28	6,495	7,049	12,500	2,166
Management Consulting	16	10,000	8,239	12,500	2,166
Strategy - Planning	12	5,400	5,471	8,000	2,706
Finance ³	28	7,000	6,596	14,500	1,000
Finance - Analyst	7	6,250	6,513	14,500	1,600
Finance - Investment Banker	3	7,917	8,018	9,500	7,000
Finance - Investment/Portfolio Mgmt	7	6,000	5,811	9,500	1,000
Finance - Private Equity Analyst	4	7,616	7,793	12,500	1,200
Finance - Venture Capitalist	3	6,000	6,592	14,000	1,500
Finance - Other	3	5,186	5,535	8,000	3,000
General Management	1	4,000	4,833	6,500	4,000
Marketing/Sales	32	5,412	5,588	12,500	1,600
Brand/Product/Marketing Manager	18	5,760	5,671	8,025	2,400
Business Development	13	5,400	5,475	12,500	1,600
Product Development Manager	2	5,580	5,572	5,850	5,280
Operations/Logistics	5	5,400	6,420	11,538	4,800
Other	6	5,298	5,199	12,000	2,400
TOTAL²	100	5,780	6,264	14,500	1,000

¹100% of job-seeking students in the Class of 2010 accepted internships, based on responses from 99% of students. Figures do not include Global Management Immersion Experience (GMIX), a four-week international program at the end of the summer.

²Subtotal may not equal sum of components due to rounding.

Employment Report
Stanford Graduate School of Business
 Class of 2010: Summer Hires

Compensation by Location¹

Location	Percent ²	Median	Mean	Range	
				High	Low
North America	86	5,865	6,339	14,500	1,000
United States ²	84	5,940	6,337	14,500	1,000
Mid-Atlantic	5	4,846	4,283	5,196	2,400
Midwest	4	6,700	7,356	10,400	4,000
Northeast	11	6,500	6,755	12,500	1,000
South	2	8,000	7,799	10,000	5,196
Southwest	4	5,420	6,450	10,000	3,600
West	60	6,000	6,345	14,500	1,500
Canada/Mexico	2	4,764	5,065	8,233	2,500
Outside North America	14	5,000	5,762	12,000	1,200
Asia	6	4,058	4,990	12,000	1,200
Europe	4	6,067	6,334	12,000	1,500
Middle East	2	6,266	6,699	10,833	3,000
South America	2	4,653	5,225	8,000	3,594
TOTAL	100	5,780	6,264	14,500	1,000

¹Figures do not include Global Management Immersion Experience (GMIX), a four-week international program at the end of the summer.

²Subtotal does not equal sum of components due to rounding.

Employment Report
Stanford Graduate School of Business
 Class of 2010: Summer Hires

**Primary Source of
 Summer Job Acceptances**

SCHOOL-FACILITATED ACTIVITIES	Number	Percent
On-Campus Interview-Closed	68	22%
GSB Job Board	49	16%
Alumni	16	5%
ESP	16	5%
On-Campus Interview-Open	13	4%
Student Club / Club Event	11	4%
Resume Book	4	1%
Career Fair	1	0%
MTC/Recruiter Day/Company Networking Night	1	0%
Other (GSB-facilitated)	15	5%
Sub Total	194	63%

STUDENT-FACILITATED ACTIVITIES	Number	Percent
Business Contact	31	10%
Family/Friend	25	8%
Pre-MBA Employer	16	5%
Undergraduate Network	2	1%
Company Website	1	0%
Other (student-facilitated)	38	12%
Sub Total	113	37%

¹Other (GSB-facilitated) may include CMC Insider Database, CMC advisor referral, CES or PMP, videoconference interview, and other sources.

²Other (student-facilitated) may include networking, newspapers, direct mail, and other sources.

Other Employment Facts

Class of 2009 - Full-Time Positions

73% of graduating students reported a change in industry from their pre-MBA positions.

77% of graduating students reported a change in function from their pre-MBA positions.

66% of graduating students reported a change in both function and industry from their pre-MBA position.

12% of the graduating class reported they were starting entrepreneurial ventures.

Class of 2010 - Summer Positions

87% of first-year students reported a change in industry from their pre-MBA position.

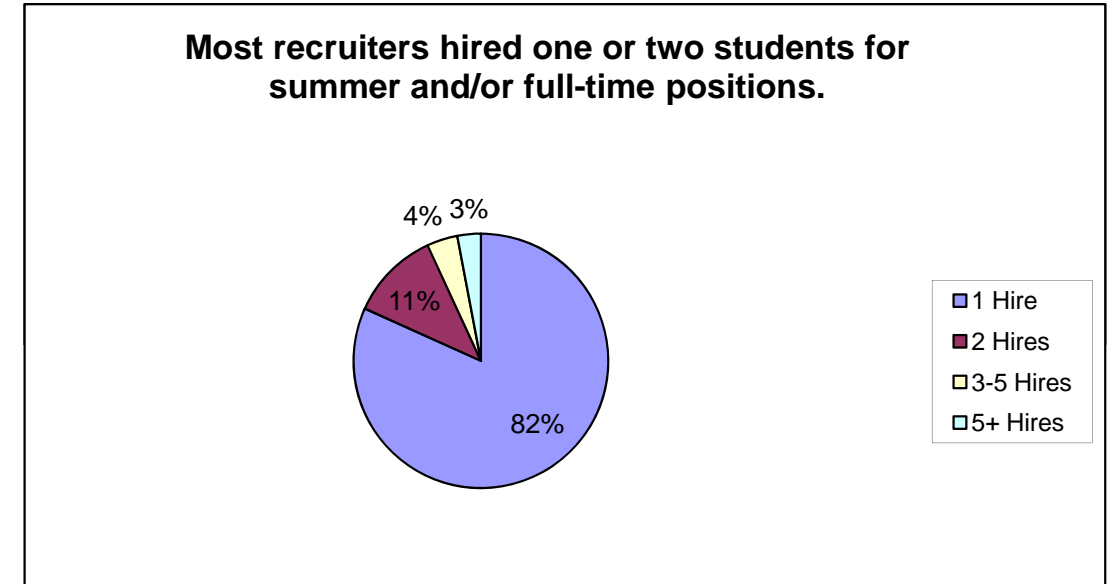
87% of first-year students reported a change in function from their pre-MBA position.

79% of first-year students reported a change in both industry and function from their pre-MBA position.

75 students took Global Management Experience (GMIX) internships.

51 students (37 funded, 14 non-funded) took an Entrepreneurial Summer Program (ESP) internship.

32 students took a Stanford Management Internship Fund (SMIF) fellowship.



Based on 334 firms hiring Stanford MBAs for summer and/or full-time in 2008-2009.

Employment Report
Stanford Graduate School of Business
2008-2009

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.

2009

Amazon.com
DaVita
McKinsey & Co.

2008

Amazon.com
J.P. Morgan
The Lionstone Group

2007

Cherokee Investment Partners, LLC
The Magellan Group
Salesforce.com

2006

Amazon.com
The Boston Consulting Group
Credit Suisse

2005

McKinsey & Co.
The Clorox Company
Ventana Medical Systems

2004

The Boston Consulting Group
Eli Lilly and Company
PepsiCo

September 30, 2009