

CLASS OF 2006: FULL-TIME HIRES

CLASS OF 2007: SUMMER HIRES

Stanford Graduate School of Business



EMPLOYMENT REPORT

Biotechnology Consulting Consumer Products E-Commerce  
Energy Entertainment Government Healthcare Hedge Funds  
Internet Investment Banking Investment Management  
Manufacturing Media Nonprofit Pharmaceutical  
Private Equity Real Estate Technology Venture Capital



Many Stanford Business School students seek to change their career path, and they are successful.

We are pleased to present the 2005–06 MBA Employment Report for the Stanford Graduate School of Business. The current MBA job market is very healthy: 97 percent of the Class of 2006 had a job offer by September 10, three months after graduation. Compensation was at an all-time high: \$110,000 median base salary, \$20,000 signing bonus, and \$30,000 other guaranteed compensation (annual bonus). The median monthly salary for summer internships was \$7,000.

The Stanford Graduate School of Business is currently on the forefront of reinventing management education. It is taking students beyond business theory by emphasizing hands-on management experience, intensive small-group seminars, immersive global study trips, and service-oriented learning engagements. Our students are already going global: 70 percent reported their company was international in scope and 39 percent reported their position was international in scope. Of our first-year students, 19 percent worked in overseas organizations through a Global Management Immersion Experience (GMIX) internship.

Many Stanford Business School students seek to change their career path, and they are successful. The Career Management Center (CMC) staff, as well as the School's staff and faculty, provide significant individualized support to help each student meet his or her career goals. For employers, the CMC's Recruiting Services team consults with each employer to develop a customized plan that matches the employer's resources and goals with Stanford's unique recruiting environment.

For additional employment data, go to our website at [www.gsb.stanford.edu/cmc](http://www.gsb.stanford.edu/cmc). Also on our website, you can learn more about how to recruit effectively here, our special internship programs, and our revolutionary vision for management education.

Warm regards,



Andy Chan  
*Assistant Dean and Director*  
*MBA Career Management Center*

STUDENT PROFILE<sup>1</sup> | FULL-TIME HIRES

Applications Received	4,697
Class Enrollment	371
Women	35%
International	29%
Minorities	25%
Median Years of Work Experience	4.0
Range of Years of Work Experience	0-18

**Undergraduate Major**

Humanities/Social Sciences	52%
Engineering/Math/Natural Sciences	32%
Business	16%

Advanced Degree	8%
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<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 SUMMARY | FULL-TIME HIRES

Median (\$)	2006	2005	2004
Base Salary	110,000	100,000	96,875
Signing Bonus	20,000	15,000	15,000
Other Guaranteed Compensation <sup>2</sup>	30,000	25,000	25,000

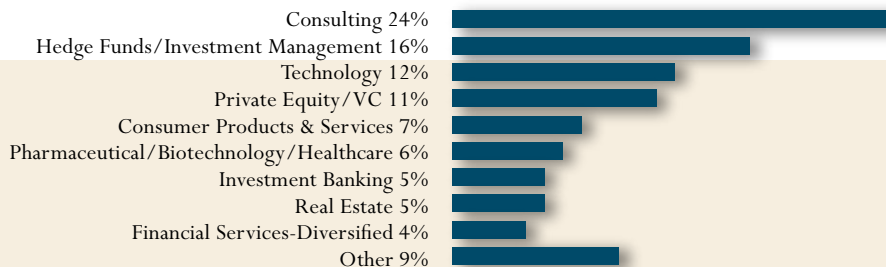
Offers by 3 Months Post-Graduation: 97%<sup>3</sup>

Accepts by 3 Months Post-Graduation: 94%<sup>3</sup>

<sup>2</sup>Other Guaranteed Compensation may include a guaranteed annual bonus, a guaranteed amount for overtime, and other taxable compensation not noted elsewhere. It excludes benefits and perquisites such as relocation expenses, tuition reimbursement, loan forgiveness, stock, stock options, car allowance, etc.

<sup>3</sup>Percentage of total graduates seeking employment.

CLASS OF 2006  
EMPLOYMENT  
BY INDUSTRY



COMPENSATION BY INDUSTRY<sup>1</sup> | FULL-TIME HIRES

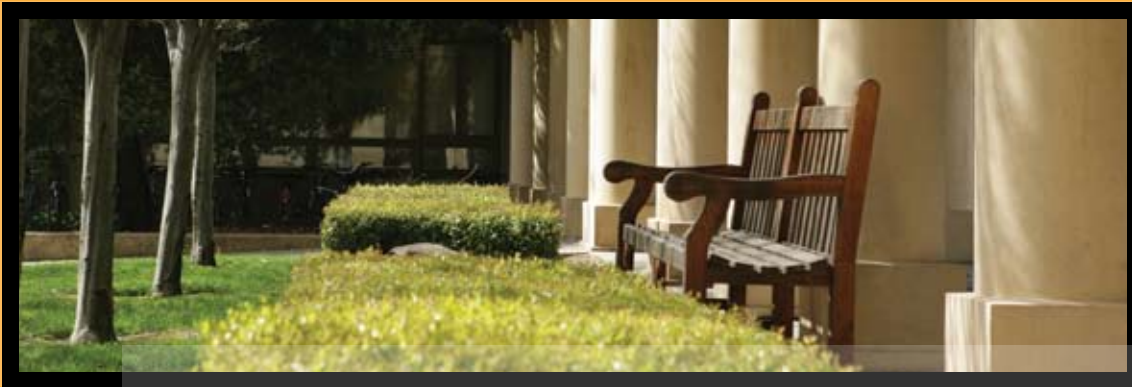
Industry	% of Graduates	Base Salary (\$)		Signing Bonus (\$)		Other Guaranteed Compensation (\$)	
		Median	Range	Median	Range	Median	Range
Consulting	24	110,000	72,000-131,000	20,000	7,250-90,000	20,000	5,000-36,000
Consumer Products & Services	7	87,000	84,000-135,000	15,000	7,000-120,000	7,350	6,000-25,000
Financial Services	36	120,000	70,000-210,000	25,000	7,000-80,000	75,000	15,000-365,000
Financial Services–Diversified	4	110,000	70,000-170,000	32,500	10,000-40,000	100,000	70,000-150,000
Hedge Funds	10	125,000	78,000-200,000	22,500	15,000-80,000	92,500	20,000-175,000
Investment Banking	5	95,000	95,000-110,000	35,000	30,000-50,000	100,000	30,000-365,000
Investment Management	6	117,500	95,000-200,000	25,000	10,000-45,000	30,000	15,000-150,000
Private Equity	9	125,000	85,000-190,000	20,000	7,000-40,000	75,000	25,000-200,000
Venture Capital	2	162,500	150,000-210,000	NA	NA	NA	NA
Government	NA <sup>2</sup>	NA	NA	NA	NA	NA	NA
Manufacturing	2	98,750	75,000-160,000	14,250	6,000-20,000	15,000	6,000-20,000
Media/Entertainment	2	90,000	61,275-125,000	NA	NA	19,455	7,659-31,250
Nonprofit	2	81,250	76,000-100,000	NA	NA	7,125	6,000-8,250
Petroleum/Energy	2	107,500	85,000-125,000	30,000	10,000-50,000	NA	NA
Pharmaceutical/Biotech/Healthcare	6	95,000	83,000-140,000	15,000	8,000-30,000	10,000	7,000-25,000
Real Estate	5	105,000	90,000-135,000	15,000	5,000-35,000	25,000	10,000-40,000
Technology	12	105,000	70,000-150,000	17,500	5,000-37,600	18,375	10,000-57,500
E-Commerce/Internet Services	9	105,000	70,000-120,000	15,000	7,000-37,600	16,688	10,000-57,500
Hardware	1	100,000	91,200-125,000	10,000	5,000-15,000	NA	NA
Software	2	110,000	102,000-150,000	30,000	20,000-30,000	15,000	10,000-23,000
Other Services	1	115,900	85,000-150,000	6,000	5,000-7,000	NA	NA
<b>TOTAL</b>	<b>99<sup>3</sup></b>	<b>110,000</b>	<b>61,275-210,000</b>	<b>20,000</b>	<b>5,000-120,000</b>	<b>30,000</b>	<b>5,000-365,000</b>

<sup>1</sup>Data does not include entrepreneurs (10%) and sponsored students (6%).

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

<sup>3</sup>Total does not equal 100% due to rounding.

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Graduating students reported a change in industry (65%) or function (65%) from their pre-MBA position. Summer internship students reported a change in industry (68%) or function (75%) from their pre-MBA position.

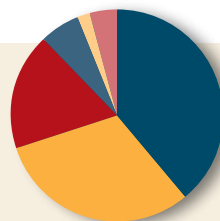
COMPENSATION BY FUNCTION<sup>1</sup> | FULL-TIME HIRES

Function	% of Graduates	Base Salary (\$)		Signing Bonus (\$)		Other Guaranteed Compensation (\$)	
		Median	Range	Median	Range	Median	Range
Consulting	31	110,000	70,000-160,000	20,000	7,000-90,000	17,500	5,000-70,000
Management Consulting	25	110,000	72,000-131,000	20,000	7,000-90,000	20,000	5,000-55,000
Strategic Planning	6	101,000	70,000-160,000	14,500	7,000-30,000	13,500	10,000-70,000
Finance	39	120,000	75,000-210,000	25,000	7,000-80,000	75,000	10,000-365,000
Financial Analyst	4	91,200	75,000-120,000	17,500	7,500-30,000	24,000	10,000-100,000
Investment Banker	5	95,000	95,000-110,000	35,000	30,000-50,000	137,500	30,000-365,000
Inv. Researcher/Portfolio Mgr.	18	125,000	78,000-200,000	22,500	10,000-80,000	75,000	15,000-175,000
Private Equity Analyst	10	125,000	85,000-190,000	20,000	7,000-40,000	75,000	25,000-200,000
Venture Capitalist	2	162,500	150,000-210,000	NA <sup>2</sup>	NA	NA	NA
General Management	6	100,000	82,500-120,000	22,500	6,000-50,000	18,375	6,000-30,000
Marketing/Sales	18	101,500	61,275-150,000	20,000	10,000-120,000	20,000	6,000-57,500
Brand/Product/Marketing Mgr.	11	97,500	70,000-125,000	20,000	10,000-37,600	10,000	6,000-57,500
Business Development	5	110,000	61,275-150,000	12,500	10,000-30,000	24,000	7,659-31,250
Product Development Manager	2	115,000	110,000-135,000	25,000	10,000-120,000	20,000	10,000-25,000
Opns./Project/Supply Chain Mgr.	2	97,500	90,000-105,000	12,500	5,000-15,000	NA	NA
Other	4	100,000	80,000-135,000	9,250	5,000-35,000	20,000	10,000-40,000
<b>TOTAL</b>	<b>100</b>	<b>110,000</b>	<b>61,275-210,000</b>	<b>20,000</b>	<b>5,000-120,000</b>	<b>30,000</b>	<b>5,000-365,000</b>

<sup>1</sup>Data does not include entrepreneurs (10%) and sponsored students (6%).

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

CLASS OF 2006  
EMPLOYMENT RESULTS  
BY FUNCTION



- Finance 39%
- Consulting 31%
- Marketing/Sales 18%
- General Management 6%
- Operations 2%
- Other 4%



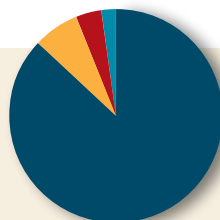
57% of graduating students accepted a job outside Northern California. 22% are in the Northeast United States and 13% are in international locations.

COMPENSATION BY LOCATION<sup>1</sup> | FULL-TIME HIRES

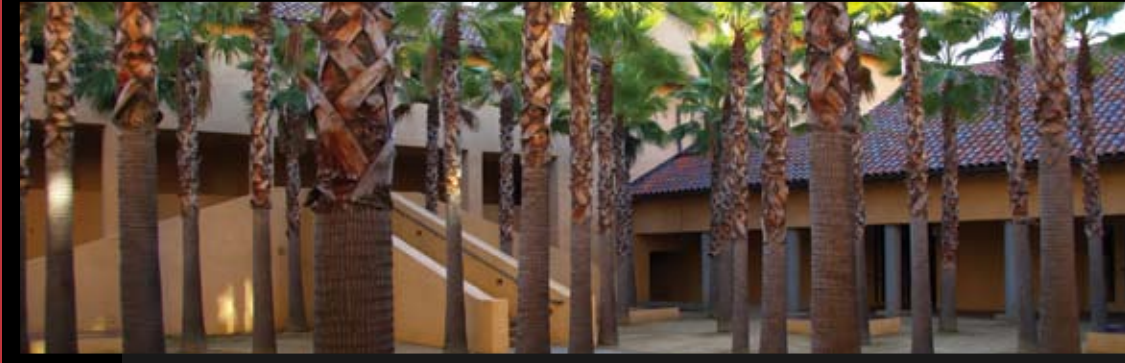
Location	% of Graduates	Base Salary (\$)		Signing Bonus (\$)		Other Guaranteed Compensation (\$)	
		Median	Range	Median	Range	Median	Range
United States	87	110,000	70,000-210,000	20,000	5,000-120,000	30,000	5,000-365,000
Mid Atlantic	2	115,000	105,000-120,000	15,000	10,000-40,000	24,000	24,000-30,000
Midwest	4	110,000	92,500-160,000	20,000	13,500-20,000	17,500	5,000-125,000
Northeast	22	110,000	76,000-190,000	25,000	8,000-120,000	100,000	6,000-365,000
South	3	105,000	85,000-115,000	11,750	7,000-20,000	30,000	10,000-50,000
Southwest	5	100,000	84,000-125,000	17,500	10,000-25,000	62,500	25,000-107,000
West	51	110,000	70,000-210,000	20,000	5,000-45,000	25,000	5,000-175,000
International	13	100,000	61,275-160,000	15,000	6,000-90,000	20,000	6,000-100,000
Asia	4	92,500	61,275-150,000	12,500	8,600-33,000	20,000	7,659-51,000
Europe	7	108,000	85,000-160,000	20,000	6,000-50,000	20,000	6,000-100,000
Latin America	2	82,500	70,000-100,000	15,000	7,500-90,000	20,000	12,500-70,000
<b>TOTAL</b>	<b>100</b>	<b>110,000</b>	<b>61,275-210,000</b>	<b>20,000</b>	<b>5,000-120,000</b>	<b>30,000</b>	<b>5,000-365,000</b>

<sup>1</sup>Data does not include entrepreneurs (10%) and sponsored students (6%).

MOST RECRUITERS HIRED ONE OR TWO STUDENTS FOR SUMMER AND/OR FULL-TIME POSITIONS.



- 1 Hire 87%
- 2 Hires 7%
- 3-5 Hires 4%
- 5+ Hires 2%



10% of the graduating class reported they were starting entrepreneurial ventures; 23 first-year students took Entrepreneurial Summer Program internships with early-stage companies.

COMPENSATION BY INDUSTRY<sup>2</sup> | SUMMER HIRES

Three-Year Median Comparisons (\$)	2006	2005	2004
Monthly Base	7,000	6,700	6,000

STUDENT PROFILE<sup>1</sup> | SUMMER HIRES

Applications Received	4,582
Class Enrollment	378
Women	32%
International	39%
Minorities	25%
Median Years of Work Experience	4.0
Range of Years of Work Experience	0-14

**Undergraduate Major**

Humanities/Social Sciences	47%
Engineering/Math/Natural Sciences	35%
Business	18%
Advanced Degree	10%

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

Industry	% of Graduates	Monthly Base Salary (\$)	
		Median	Range
Consulting	14	9,900	2,720-10,000
Consumer Products & Services	10	5,500	1,500-10,000
Financial Services	32	8,063	1,845-20,833
Hedge Funds	8	9,000	7,500-12,500
Investment Banking	8	7,916	1,845-10,500
Investment Management	7	7,600	4,400-12,000
Private Equity	5	9,050	4,000-15,000
Venture Capital	2	5,300	2,500-10,000
Other/Diversified	2	8,167	6,300-20,833
Government/Nonprofit	7	2,400	600-5,850
Manufacturing	2	6,200	4,500-9,000
Media/Entertainment	4	5,000	1,500-12,000
Petroleum/Energy	2	6,500	2,000-7,000
Pharmaceutical/Biotechnology/Healthcare	6	6,200	3,000-7,500
Real Estate	4	5,500	1,500-8,750
Technology	14	5,800	625-8,300
E-Commerce/Internet Services	8	5,800	1,300-7,500
Hardware	2	5,460	1,400-7,500
Software	2	6,375	625-8,300
Consumer Electronics	1	6,375	5,120-6,000
Networking/Telecom	1	5,200	4,000-5,200
Other Services	4	5,600	600-12,000
<b>TOTAL</b>	<b>99<sup>3</sup></b>	<b>7,000</b>	<b>600-20,833</b>

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

<sup>3</sup>Total does not equal 100% due to rounding.



17% of graduating students chose to work for a socially responsible business. Also, 27 first-year students took a Stanford Management Internship Fund (SMIF) internship working in nonprofit and public sectors.

COMPENSATION BY FUNCTION | SUMMER HIRES

Monthly Base Salary (\$)

Function	% of Graduates	Median	Range
Consulting	24	9,000	600-10,000
Management Consulting	16	9,750	600-10,000
Strategic Planning	8	5,000	600-8,000
Finance	33	8,000	1,845-20,833
Financial Analyst	2	6,000	5,600-7,500
Investment Banker	8	7,916	1,845-10,500
Investment Researcher/Portfolio Manager	15	8,333	2,400-20,833
Private Equity Analyst	6	8,313	4,000-15,000
Venture Capitalist	2	5,000	2,500-10,000
Sales/Trading	NA <sup>1</sup>	NA	NA
General Management	5	5,550	2,811-8,300
Marketing/Sales	27	6,000	1,300-12,000
Brand/Product/Marketing Manager	14	5,800	1,300-8,000
Business Development	9	6,000	1,500-12,000
Product Development Manager	4	6,125	3,200-7,500
Operations/Production Manager	1	5,120	2,400-6,300
Supply Chain/Project Manager	2	5,000	3,500-9,000
Other	6	2,400	625-8,750
<b>TOTAL</b>	<b>98<sup>2</sup></b>	<b>7,000</b>	<b>600-20,833</b>

<sup>1</sup>NA indicates less than 1% of students reporting.

<sup>2</sup>Total does not equal 100% due to rounding and the exclusion of data marked "NA."

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COMPENSATION BY LOCATION | SUMMER HIRES

Location	% of Graduates	Monthly Base Salary (\$)	
		Median	Range
United States	89	6,500	600-20,833
Mid Atlantic	3	4,000	600-12,000
Midwest	5	6,400	3,500-10,000
Northeast	21	8,000	2,400-12,000
South	3	6,000	5,000-10,000
Southwest	4	6,754	2,000-20,833
West	53	6,300	600-15,000
International	10	7,500	625-13,500
Asia	5	8,000	625-10,000
Europe	4	8,150	5,000-13,500
Latin America	NA <sup>1</sup>	NA	NA
Other	1	4,000	3,500-8,500
<b>TOTAL</b>	<b>99<sup>2</sup></b>	<b>7,000</b>	<b>600-20,830</b>

<sup>1</sup>NA indicates less than 1% of students reporting.

<sup>2</sup>Total does not equal 100% due to rounding.

Recruiter 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.

**2006**

Amazon.com  
The Boston Consulting Group  
Credit Suisse

**2005**

The Clorox Company  
McKinsey & Co.  
Ventana Medical Systems

**2004**

The Boston Consulting Group  
Eli Lilly and Company  
PepsiCo

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70% of graduating students reported their company was international in scope, and 39% reported their position was international or global in scope. 19% of first-year students took a Global Management Immersion Experience (GMIX), a four-week international summer internship. For more information, see <http://www.gsb.stanford.edu/gmp/career/gmix.html>

Biotechnology Consulting Consumer Products E-Commerce  
Energy Entertainment Government Healthcare Hedge Funds  
Internet Investment Banking Investment Management  
Manufacturing Media Nonprofit Pharmaceutical  
Private Equity Real Estate Technology Venture Capital



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