Welcome to the 2016 One-year MBA Employment Report for the Samuel Curtis Johnson Graduate School of Management at Cornell University. The entire Johnson community, including the Career Management Center (CMC), faculty, staff, alumni, and recruiters, is committed to the success of our students.

As of three months after graduation, 90 percent of U.S. work-authorized graduates and 69 percent of non-U.S. work-authorized graduates had job offers, equating to 77 percent of all one-year graduates securing at least one offer. The average annual base salary of this group was $113,529.

This year, the CMC launched the Graduate Mentor Program, leveraging recent MBA graduates as summer career preparatory coaches specifically for one-year students. We also enhanced offerings for one-year students by incorporating technology-specific programs, as well as mock behavioral and case interviews. The CMC continued its dedication to traditional services by hosting over 70 career programs, participating in three off-campus interview forums, conducting more than 330 meetings with companies, and welcoming 22 new on-campus recruiting companies. As one of our recruiters commented, “The quality of students is as high as ever, and we are happy to continue to recruit at Cornell.”

In addition to group programming, the CMC recognizes the benefits of individual assistance and personalized advice. This year, we held 446 one-on-one appointments with one-year students [an average of seven meetings per student], as well as record numbers of corporate briefings and office hours. CMC career advisers possess significant functional and industry expertise in their advising areas, having worked for companies such as McKinsey & Company, RBC Royal Bank, Castrol, Playtex, and Google, and are able to share their insights to help students prepare for their own exciting career journeys.

To maximize one-year students’ experience, Johnson offers a Management Practicum, a course in which students work on semester-long group consulting projects with external companies. Students work closely with faculty members and advisers to conduct client interviews, analyze data, and present recommendations to their respective clients throughout the semester. These students were able to leverage their hands-on practicum experience on résumés and in interviews.

Each year we experience the anticipation and joy of meeting incoming students, share their anxieties and optimism regarding job searches, and feel pride and satisfaction when they graduate and launch their new careers. Student achievements are made possible because of the unwavering commitment of the entire Johnson community. Unharness the power of more than 15,000 Johnson and 250,000 global Cornell alumni by contacting us today.

Sincerely,

Cynthia Saunders-Cheatham
Executive Director, Career Management Center
ccs86@cornell.edu
607-254-3375
Twitter: @cornellmba_cmc @cynthiasc
Class of 2016 Profile

Demographics at Time of Admission, May 2015

<table>
<thead>
<tr>
<th>Demographic</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class size</td>
<td>76</td>
</tr>
<tr>
<td>Average age at entrance</td>
<td>30</td>
</tr>
<tr>
<td>Students with full-time work experience</td>
<td>93%</td>
</tr>
<tr>
<td>Average years of full-time work experience</td>
<td>5</td>
</tr>
<tr>
<td>International</td>
<td>53%</td>
</tr>
<tr>
<td>Women</td>
<td>43%</td>
</tr>
<tr>
<td>Underrepresented Minorities (U.S. minorities)</td>
<td>4%</td>
</tr>
<tr>
<td>Average GMAT</td>
<td>686</td>
</tr>
</tbody>
</table>

Residency by Domestic Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. (U.S. Citizens and Permanent Residents Only)</td>
<td>47%</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>3%</td>
</tr>
<tr>
<td>Midwest</td>
<td>1%</td>
</tr>
<tr>
<td>Northeast</td>
<td>30%</td>
</tr>
<tr>
<td>South</td>
<td>3%</td>
</tr>
<tr>
<td>Southwest</td>
<td>3%</td>
</tr>
<tr>
<td>West</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
</tr>
</tbody>
</table>

Citizenship by Geographic Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa – Sub-Saharan</td>
<td>3%</td>
</tr>
<tr>
<td>Asia</td>
<td>41%</td>
</tr>
<tr>
<td>China only</td>
<td>11%</td>
</tr>
<tr>
<td>India only</td>
<td>28%</td>
</tr>
<tr>
<td>Other Asia</td>
<td>3%</td>
</tr>
<tr>
<td>Australia and Oceania</td>
<td>3%</td>
</tr>
<tr>
<td>Europe – Free Trade Area Countries</td>
<td>4%</td>
</tr>
<tr>
<td>Middle East and North Africa</td>
<td>1%</td>
</tr>
<tr>
<td>North America</td>
<td>47%</td>
</tr>
<tr>
<td>U.S. only</td>
<td>40%</td>
</tr>
<tr>
<td>Other North America</td>
<td>8%</td>
</tr>
<tr>
<td>South America</td>
<td>1%</td>
</tr>
</tbody>
</table>

I had tremendous support from the Johnson community in preparing me to land my dream job. Being actively engaged in the professional clubs, leveraging the resources offered by the Career Management Center, and seeking constant advice from my advisers greatly helped me in my one-year journey at Johnson.
21% of the class entered high tech, with 11 students securing job offers at Amazon.com, Inc.
### Class of 2016
#### Employment Summary

**Employment Profile**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of graduates</td>
<td>64</td>
</tr>
<tr>
<td>Number of students seeking employment (full-time)</td>
<td>57</td>
</tr>
<tr>
<td>Full-time job offers by graduation</td>
<td>65%</td>
</tr>
<tr>
<td>U.S. work-authorized</td>
<td>86%</td>
</tr>
<tr>
<td>Not U.S. work-authorized</td>
<td>53%</td>
</tr>
<tr>
<td>Full-time job offers by 3 months after graduation</td>
<td>77%</td>
</tr>
<tr>
<td>U.S. work-authorized</td>
<td>90%</td>
</tr>
<tr>
<td>Not U.S. work-authorized</td>
<td>69%</td>
</tr>
<tr>
<td>Full-time job acceptances reported</td>
<td>70%</td>
</tr>
</tbody>
</table>

**Sources of Jobs Accepted**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>School-facilitated recruiting activities</td>
<td>65%</td>
</tr>
<tr>
<td>Graduate-initiated job search activities</td>
<td>35%</td>
</tr>
</tbody>
</table>

**Mean Salary, Bonus, and Other Guaranteed Compensation**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Mean total</td>
<td>$113,529</td>
</tr>
<tr>
<td>U.S. work-authorized</td>
<td>$116,893</td>
</tr>
<tr>
<td>Not U.S. work-authorized</td>
<td>$110,759</td>
</tr>
</tbody>
</table>

**Salary, Bonus, Other Guaranteed Compensation, and Percent by Function**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>$121,583</td>
</tr>
<tr>
<td>Finance</td>
<td>$111,714</td>
</tr>
<tr>
<td>General Management</td>
<td>$113,955</td>
</tr>
<tr>
<td>Marketing</td>
<td>$116,000</td>
</tr>
<tr>
<td>Other Job Functions</td>
<td>$101,600</td>
</tr>
</tbody>
</table>

Numbers fluctuate from time of admission to graduation due to students pursuing dual degrees, the Employee Degree Program, and change in status.

*Fewer than three students reported
### Salary, Bonus, Other Guaranteed Compensation, and Percent by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Salary</th>
<th>Bonus</th>
<th>Guaranteed Compensation</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>$129,875</td>
<td>$22,000</td>
<td>* 13%</td>
<td></td>
</tr>
<tr>
<td>Financial Services</td>
<td>$113,333</td>
<td>$35,000</td>
<td>* 20%</td>
<td></td>
</tr>
<tr>
<td>Healthcare/Pharmaceuticals</td>
<td>$105,333</td>
<td>$22,500</td>
<td>* 10%</td>
<td></td>
</tr>
<tr>
<td>Manufacturing</td>
<td>$115,667</td>
<td>$23,333</td>
<td>* 10%</td>
<td></td>
</tr>
<tr>
<td>Other Industries</td>
<td>$82,780</td>
<td>*</td>
<td>* 15%</td>
<td></td>
</tr>
<tr>
<td>Technology</td>
<td>$124,300</td>
<td>$32,000</td>
<td>$20,125 33%</td>
<td></td>
</tr>
</tbody>
</table>

### Salary, Bonus, Other Guaranteed Compensation, and Percent by Location

<table>
<thead>
<tr>
<th>Location</th>
<th>Salary</th>
<th>Bonus</th>
<th>Guaranteed Compensation</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.</td>
<td>$114,000</td>
<td>$28,228</td>
<td>$15,875 93%</td>
<td></td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>$101,333</td>
<td>*</td>
<td>* 10%</td>
<td></td>
</tr>
<tr>
<td>Northeast</td>
<td>$113,250</td>
<td>$26,818</td>
<td>$13,667 43%</td>
<td></td>
</tr>
<tr>
<td>West</td>
<td>$124,700</td>
<td>$32,722</td>
<td>$20,000 35%</td>
<td></td>
</tr>
<tr>
<td>U.S. – Other</td>
<td>*</td>
<td>*</td>
<td>* 5%</td>
<td></td>
</tr>
<tr>
<td>Non-U.S.</td>
<td>*</td>
<td>*</td>
<td>* 8%</td>
<td></td>
</tr>
</tbody>
</table>

*Fewer than three students reported

Top Recruiting Companies
Amazon.com, Inc.
Bristol-Myers Squibb Company
PwC
# Career Management Center Staff Directory

## Operational Staff
- **Holly Potter**
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