A Letter from the
EXECUTIVE DIRECTOR

Welcome to the 2017 One-Year MBA Employment Report for the Samuel Curtis Johnson Graduate School of Management at Cornell University.

In the One-Year MBA Program, the business curriculum is delivered at an accelerated pace of 12 months, from May to May. The students in this program are quite accomplished, having completed advanced degrees or certifications pre-enrollment.

By December 31, 2017, 85% accepted employment. Average base salary was up $8,595, approximately 7%, to $122,124. The average signing bonus also increased +6.4% this year. The increases were driven by salary growth in consulting.

Our CMC advising and operations team is among the best! CMC career advisors 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. We conducted more than 3,100 one-on-one student appointments, hosted over 85 career programs, and organized a record number of corporate briefings and office hours.

This year, we welcomed 38 new on-campus recruiting companies, a 72 percent jump versus last year. We held over 200 meetings with 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.” This sentiment is reflected in the 2016 Recruiter Survey for Bloomberg Businessweek, where Cornell landed in the #11 spot.

The entire Johnson community — including the Career Management Center (CMC), faculty, staff, alumni, and recruiters — is committed to the success of our students. 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, MBA Career Management Center
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607-254-3375
Twitter: #cornellmba @cynthiasc
Class of 2017
PROFILE

*As of Admission, August 2016

72
STUDENTS
(CLASS SIZE)

29
AVERAGE AGE
AT ENTRANCE

93%
STUDENTS WITH FULL-
TIME WORK EXPERIENCE

5
AVERAGE YEARS OF
FULL-TIME WORK
EXPERIENCE

698
AVERAGE GMAT
SCORE

54%
INTERNATIONAL

22%
WOMEN

3%
UNDERREPRESENTED
MINORITIES (U.S.
MINORITIES)
Class of 2017
U.S. RESIDENCY

46% U.S. (U.S citizens and permanent residents only)
1% other

Class of 2017
CITIZENSHIP

37% U.S. only
6% other North America

SRINIVASAN CHANDRASEKHARAN
Senior Product Manager
Amazon Web Services

“I strongly believe that the support, advice, and encouragement from the advisors of the Career Management Center were instrumental in helping me prepare for my interviews and in securing my dream job.”
Class of 2017
EMPLOYMENT PROFILE

*As of Graduation, May 2017

- GRADUATES REPORTING FULL-TIME JOB OFFERS BY GRADUATION:
  - U.S.-work-authorized: 65%
  - Not U.S.-work-authorized: 71%

- GRADUATES REPORTING FULL-TIME JOB OFFERS BY THREE MONTHS AFTER GRADUATION:
  - U.S.-work-authorized: 88%
  - Not U.S.-work-authorized: 77%

- 62 NUMBER OF GRADUATES

- 52 NUMBER OF STUDENTS SEEKING EMPLOYMENT (FULL-TIME)

- 85% GRADUATES REPORTING FULL-TIME JOB OFFERS BY THE END OF 2017:
  - U.S.-work-authorized: 88%
  - Not U.S.-work-authorized: 83%

*The offers and acceptances reported by the end of 2017 does not adhere to MBA CSEA reporting standards, however all other data does.
Class of 2017
FULL-TIME HIRES AND SALARY DATA

<table>
<thead>
<tr>
<th>MEAN SALARY AND BONUS</th>
<th>SALARY</th>
<th>SIGNING BONUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEAN TOTAL</td>
<td>$122,124</td>
<td>$29,643</td>
</tr>
<tr>
<td>U.S.-Work-Authorized</td>
<td>$121,385</td>
<td>$25,286</td>
</tr>
<tr>
<td>Not U.S.-Work-Authorized</td>
<td>$122,525</td>
<td>$31,095</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SALARY, BONUS, AND PERCENT BY FUNCTION - SUMMARY</th>
<th>SALARY</th>
<th>SIGNING BONUS</th>
<th>PERCENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>$127,286</td>
<td>$24,875</td>
<td>32%</td>
</tr>
<tr>
<td>Finance</td>
<td>$122,520</td>
<td>$23,500</td>
<td>14%</td>
</tr>
<tr>
<td>General Management</td>
<td>$118,500</td>
<td>$40,833</td>
<td>45%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>*--</td>
<td>*--</td>
<td>2%</td>
</tr>
<tr>
<td>Marketing</td>
<td>$120,000</td>
<td>$28,667</td>
<td>7%</td>
</tr>
</tbody>
</table>

* --Under the threshold of three offers to be reported under MBA CSEA Standards

$8,595
INCREASE IN AVERAGE BASE SALARY VS. CLASS OF 2016
Class of 2017
FULL-TIME HIRES AND SALARY DATA

<table>
<thead>
<tr>
<th>SALARY, BONUS, AND PERCENT BY INDUSTRY</th>
<th>SALARY</th>
<th>SIGNING BONUS</th>
<th>PERCENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>$125,500</td>
<td>$24,250</td>
<td>32%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>*--</td>
<td>*--</td>
<td>11%</td>
</tr>
<tr>
<td>Other Industries*</td>
<td>$119,952</td>
<td>$33,688</td>
<td>18%</td>
</tr>
<tr>
<td>Technology</td>
<td>$121,813</td>
<td>$36,077</td>
<td>39%</td>
</tr>
</tbody>
</table>

*--Includes Consumer Products, Healthcare, Medical Services/Pharma, Manufacturing

MUHAMMAD NABI MALIK
Associate
McKinsey & Company

“I believe, the immense support from CMC in the form of structured sessions on resume drafting, networking, behavioral and case interview preparation along with one on one mock interviews went a long way in helping me successfully navigate McKinsey’s interview process.”
## Class of 2017
### FULL-TIME HIRES AND SALARY DATA

<table>
<thead>
<tr>
<th>Industry</th>
<th>Salary</th>
<th>Signing Bonus</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.</td>
<td>$125,813</td>
<td>$30,060</td>
<td>84%</td>
</tr>
<tr>
<td>Northeast</td>
<td>$128,542</td>
<td>$25,875</td>
<td>36%</td>
</tr>
<tr>
<td>West</td>
<td>$121,909</td>
<td>$36,100</td>
<td>27%</td>
</tr>
<tr>
<td>Midwest</td>
<td>$118,237</td>
<td>$26,538</td>
<td>8%</td>
</tr>
<tr>
<td>USA - Other*</td>
<td>$125,417</td>
<td>$18,125</td>
<td>14%</td>
</tr>
</tbody>
</table>

* Includes Mid-Atlantic, South, and Southwest

<table>
<thead>
<tr>
<th>Industry</th>
<th>Salary</th>
<th>Signing Bonus</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-U.S.**</td>
<td>$98,520</td>
<td>$26,167</td>
<td>16%</td>
</tr>
</tbody>
</table>

** Includes Brazil, China, Colombia, and Taiwan

84% of accepted jobs were in the United States.
TOP-RECRUITING COMPANIES

Amazon  EY (Ernst & Young)  McKinsey & Company
Accenture PLC  Archway Health  Arconic  The Boston Consulting Group (BCG)  Capgemini S.A.  CLOUD-CONNECT TECH
Deloitte Consulting LLP  DHL Consulting  Everest Group  Farmers Insurance  FleetCor
IBM Corporation  J.P. Morgan  The Kraft Heinz Company  LEDVANCE  Macquarie Bank Limited  MetLife
Microsoft Corporation  Mode.ai  Molekule Consulting
Monticello Consulting Group  Nomura Research Institute  Novartis AG  PricewaterhouseCoopers
Stepper3 LLC  Strategy & Stryker  Sulzer  Tavant Technologies  Thermo Fisher Scientific

33 INDIVIDUAL COMPANIES THAT HIRED THE CLASS OF 2017