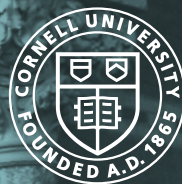


2018 TWO-YEAR

Employment
Report

MBA



Johnson
Cornell
SC Johnson College of Business

SAGE HALL

A Letter from the ASSISTANT DEAN, COLLEGE OF BUSINESS



Welcome to the 2018 Two-Year MBA Employment Report for the Samuel Curtis Johnson Graduate School of Management at Cornell University. We are excited to report that three months post-graduation, 94 percent of students had at least one offer of employment, and 91 percent accepted an offer. We also noted a slight increase in average base salary to \$126,353 and a 9 percent increase in signing bonus to \$33,503, our highest levels to date.

The career management team held approximately 175 corporate meetings and hosted 97 companies, a 12.7 percent increase. We hosted a record-setting 226 events and welcomed 17 new on-campus recruiting companies during the fiscal year. As one of our recruiters commented, "The CMC team is exceptional at Johnson. Everyone is outgoing, friendly, and makes a point to connect with recruiters and interviewers while on campus. They are also so helpful with urgent requests, material preparations, and overall support for a flawless interview day."

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, including our faculty, staff, alumni, and recruiters.

In conclusion, during the summer of 2018, my role expanded to encompass career management across the Cornell SC Johnson College of Business, which includes 3,200 students across Johnson, the Charles H. Dyson School of Applied Economics and Management, and the School of Hotel Administration. I am excited to embark on this new chapter of my career, and I love that I still get to work closely with our Johnson MBA community. I am also pleased to announce that David Capaldi, MBA '95, has assumed the role of director of the Johnson Career Management Center.

Please do not hesitate to contact me to help fill your recruiting needs across the college or if you have questions about undergraduate and master's programs. Go Big Red!

Cynthia Saunders-Cheatham

Assistant Dean

Cornell SC Johnson College of Business

ccs86@cornell.edu

607.254.3375

Class of 2018 PROFILE

*Demographics at Time of Admission, August 2016

29

AVERAGE AGE
AT ENTRANCE

98%

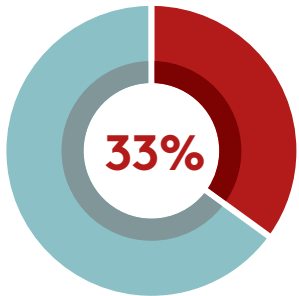
STUDENTS WITH FULL-
TIME WORK EXPERIENCE

5

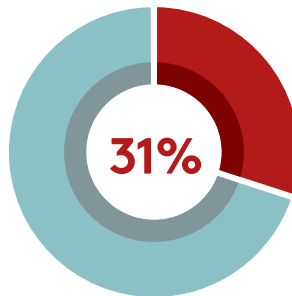
AVERAGE YEARS OF
FULL-TIME WORK
EXPERIENCE

700

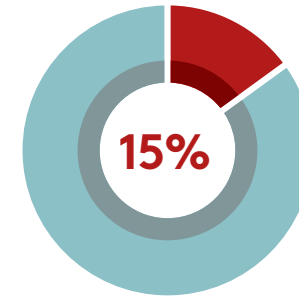
AVERAGE GMAT
SCORE



INTERNATIONAL



WOMEN



UNDERREPRESENTED
MINORITIES (U.S.
MINORITIES)

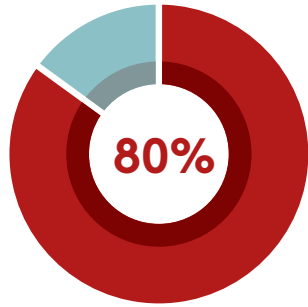


HILLARY POWERS, MBA '18
Investment Banking Associate
Evercore

"From the invaluable interview preparation I received from the CMC and the student-run career work groups to the Investment Banking Immersion, I was very well positioned to both secure a summer internship and then convert that internship into a full-time offer."

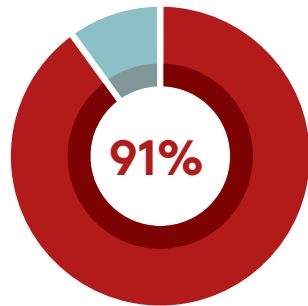
Class of 2018 EMPLOYMENT PROFILE

*As of Graduation, May 28, 2018



GRADUATES ACCEPTING
FULL-TIME JOB OFFERS
BY GRADUATION

U.S.-work-authorized: 83%
Not U.S.-work-authorized: 72%



FULL-TIME JOB OFFERS
ACCEPTED BY THREE MONTHS
AFTER GRADUATION

U.S.-work-authorized: 93%
Not U.S.-work-authorized: 87%

283

NUMBER OF
GRADUATES

256

NUMBER OF STUDENTS
SEEKING EMPLOYMENT
(FULL-TIME)

233

FULL-TIME JOB
ACCEPTANCES REPORTED

SOURCES of Jobs Accepted

74% School-facilitated
recruiting activities

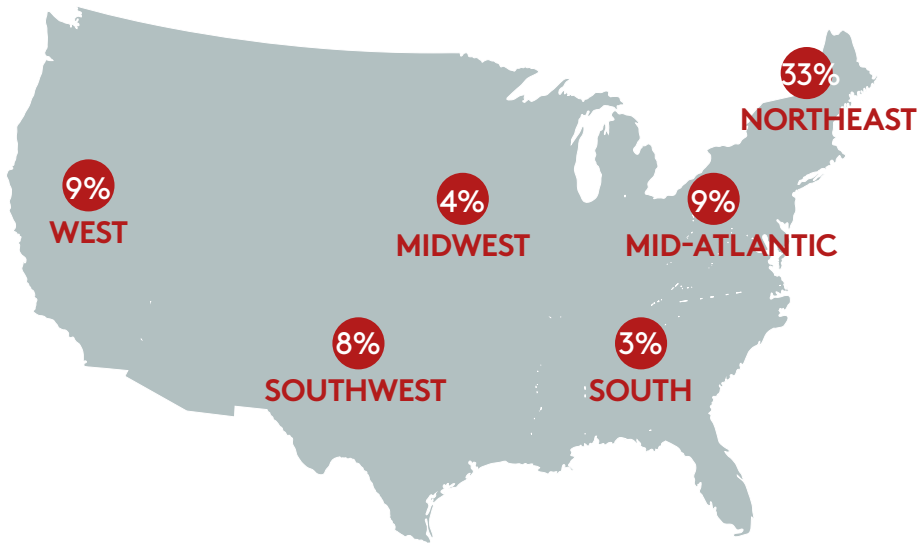
26% Graduate-initiated job
search activities

94%

RECEIVED AN OFFER BY THREE
MONTHS AFTER GRADUATION

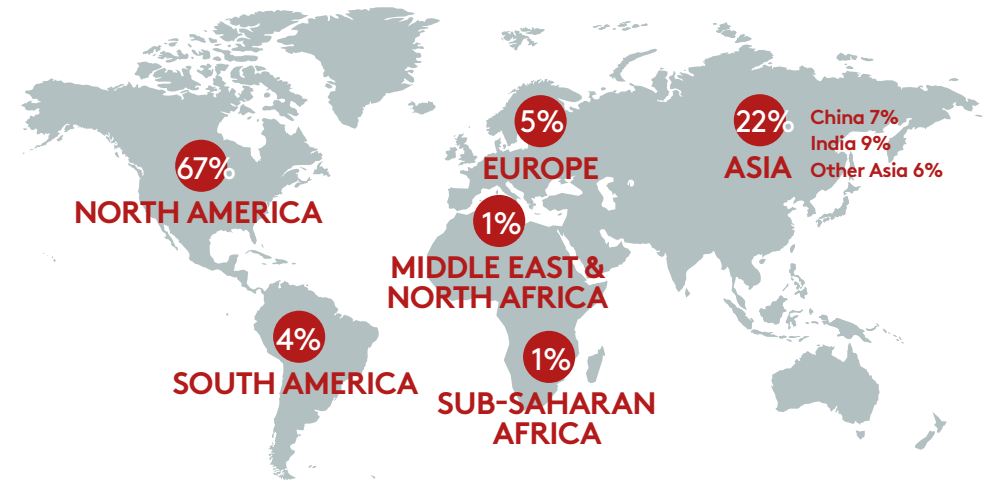
Class of 2018 U.S. RESIDENCY

67% U.S. (U.S citizens and permanent residents only)
1% other



Class of 2018 CITIZENSHIP

63% U.S. only
4% other North America



90%

ACCEPTED A JOB WITHIN THE
UNITED STATES

Class of 2018

FULL-TIME HIRES AND SALARY DATA

MEAN SALARY AND BONUS	SALARY	SIGNING BONUS
MEAN TOTAL	\$126,353	\$33,503
U.S.-Work-Authorized	\$128,882	\$35,047
Not U.S.-Work-Authorized	\$120,153	\$29,257

SALARY, BONUS, AND PERCENT BY FUNCTION	SALARY	SIGNING BONUS	PERCENT
Consulting	\$133,635	\$28,710	25%
Finance	\$128,254	\$45,661	32%
Corporate Finance	\$113,916	\$20,313	6%
Equity Debt Research	\$120,000	\$41,667	2%
Investment Banking	\$137,738	\$52,738	19%
Other*	\$109,750	\$32,000	5%
General Management	\$120,731	\$28,964	24%
Human Resources	\$84,833	N/A	2%
Legal	\$182,500	\$16,667	4%
Marketing	\$104,955	\$25,507	12%
Other Job Functions	N/A	N/A	1%

* Includes Asset Management, Private Wealth Real Estate, and Risk Management

Class of 2018

FULL-TIME HIRES AND SALARY DATA

SALARY, BONUS, AND PERCENT BY INDUSTRY	SALARY	SIGNING BONUS	PERCENT
Consulting	\$133,206	\$28,987	22%
Consumer Products	\$106,524	\$25,208	10%
Energy and Utilities	\$108,333	N/A	1%
Financial Services	\$133,126	\$46,688	29%
Health Care	\$112,900	\$25,556	6%
Legal Services	\$182,500	\$16,667	4%
Manufacturing	\$119,000	\$20,700	6%
Real Estate	\$96,000	N/A	2%
Technology	\$122,037	\$32,483	18%
Other Industries*	\$86,400	N/A	2%

* Includes Entertainment/Media, Government/Nonprofit, Human Resources, Retail, and Transportation/Logistics

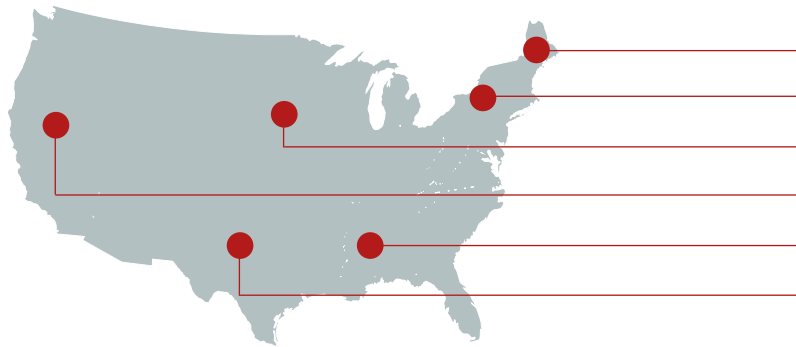


9.4%

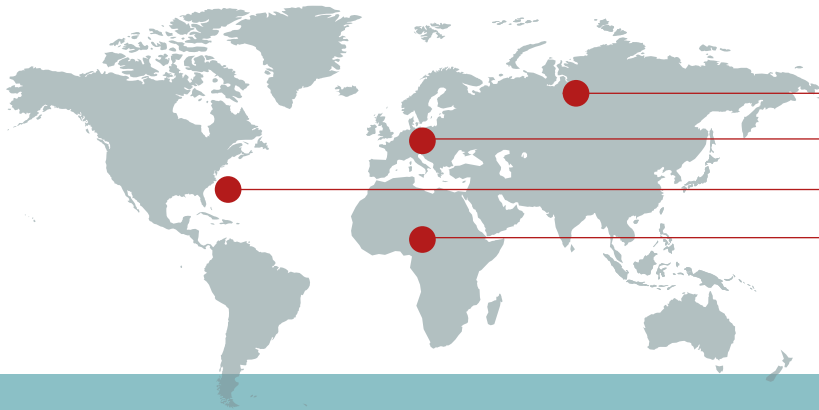
INCREASE IN SIGNING BONUS
OVER THE CLASS OF 2017

Class of 2018

FULL-TIME HIRES AND SALARY DATA



Salary, Bonus, and Percent by Location	Salary	Signing Bonus	Percent
U.S.	\$129,587	\$34,234	90%
— Northeast	\$133,615	\$34,925	55%
— Mid-Atlantic	\$119,967	\$26,000	3%
— Midwest	\$120,340	\$29,746	12%
— West	\$122,978	\$37,794	12%
— South	\$119,500	\$30,500	3%
— Southwest	\$129,583	\$35,682	5%



Salary, Bonus, and Percent by Location	Salary	Signing Bonus	Percent
Non-U.S.	\$96,626	\$25,456	10%
— Asia	\$90,245	\$20,855	6%
— Europe	N/A	N/A	1%
— Latin America and the Caribbean	\$102,680	\$36,250	2%
— Africa	N/A	N/A	1%

18%

ACCEPTED A JOB IN THE
TECH INDUSTRY

Class of 2019 PROFILE

*Demographics at Time of Admission, August 2017

28

AVERAGE AGE
AT ENTRANCE

98%

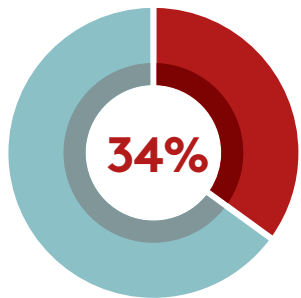
STUDENTS WITH FULL-
TIME WORK EXPERIENCE

5

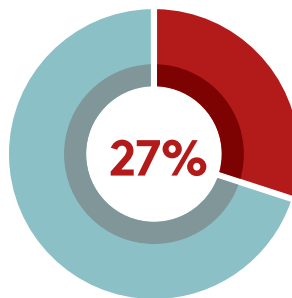
AVERAGE YEARS OF
FULL-TIME WORK
EXPERIENCE

700

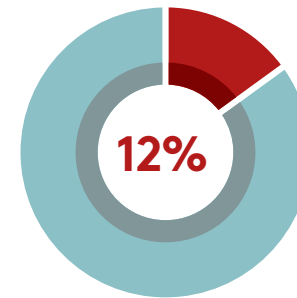
AVERAGE GMAT
SCORE



INTERNATIONAL



WOMEN



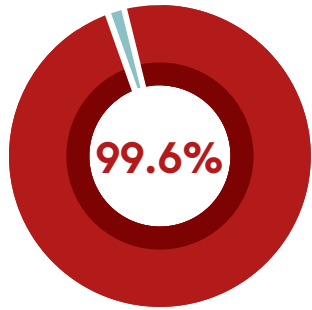
UNDERREPRESENTED
MINORITIES (U.S.
MINORITIES)



Class of 2019

SUMMER INTERNSHIPS AND SALARY DATA

*As of (May 2018) graduation and three months post



% OF STUDENTS WITH
INTERNSHIP OFFERS

U.S.-work-authorized: 99%
Not U.S.-work-authorized: 100%

284

NUMBER OF
STUDENTS

272

NUMBER OF STUDENTS
SEEKING INTERNSHIPS

271

INTERNSHIP
ACCEPTANCES REPORTED

SOURCES

of Jobs Accepted

80% School-facilitated
recruiting activities

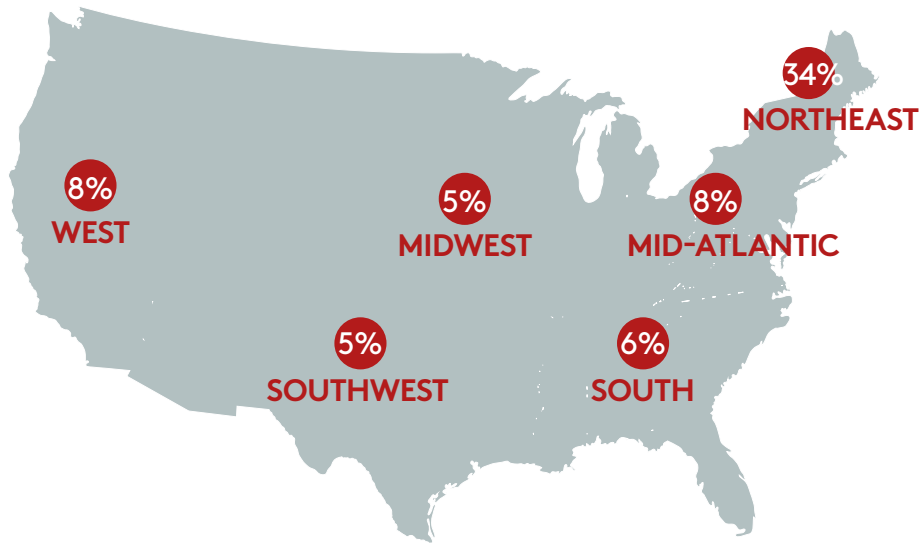
20% Graduate-initiated job
search activities

99.6%

OF STUDENTS SEEKING AN
INTERNSHIP CONDUCTED ONE
OVER THE SUMMER OF 2018

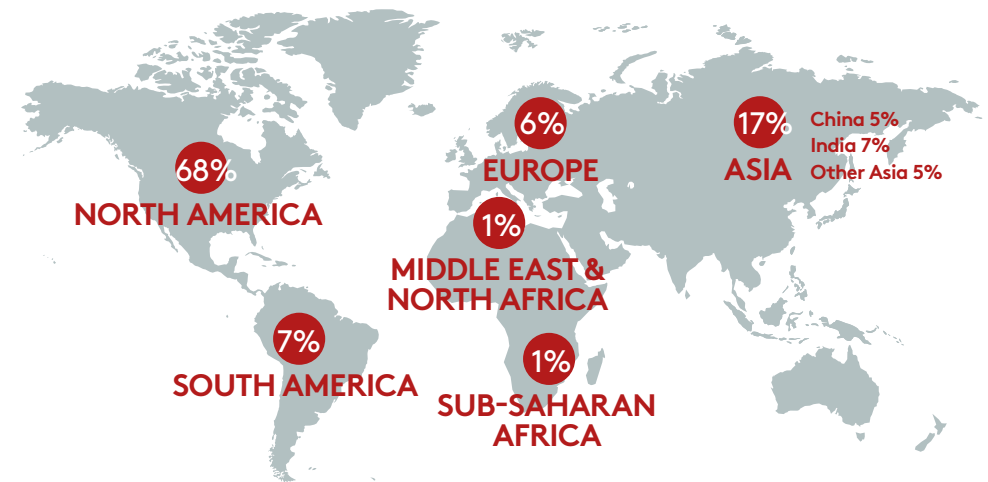
Class of 2019 U.S. RESIDENCY

66% U.S. (U.S. citizens and permanent residents only)



Class of 2019 CITIZENSHIP

64% U.S. only
4% other North America



38

INDIVIDUAL COUNTRIES
REPRESENTED BY THE
CLASS OF 2019

Class of 2019

SUMMER INTERNSHIPS AND SALARY DATA

MEAN MONTHLY SALARY	SALARY (MONTHLY)
MEAN TOTAL	\$8,736
U.S.-Work-Authorized	\$8,992
Not U.S.-Work-Authorized	\$8,131

SALARY AND PERCENT BY FUNCTION	SALARY	PERCENT
Consulting	\$10,077	21%
Finance	\$9,312	44%
Corporate Finance	\$7,571	11%
Equity Debt Research	\$8,662	5%
Investment Banking	\$10,513	22%
Private Equity/Venture Capital	\$5,088	2%
Other*	\$8,825	4%
General Management	\$7,666	15%
Marketing and Business Development	\$6,658	14%
Other**	\$8,057	6%

* Includes Private Wealth Management, Real Estate, Sales & Trading

** Engineering/Technical, Human Resources, and Law or Legal

Class of 2019

SUMMER INTERNSHIPS AND SALARY DATA

SALARY AND PERCENT BY INDUSTRY	SALARY	PERCENT
Consulting	\$10,738	18%
Consumer Products	\$6,955	7%
Energy and Utilities	\$9,078	1%
Financial Services	\$9,731	37%
Health Care/Pharmaceuticals	\$7,730	5%
Hospitality/Tourism	\$4,083	1%
Legal Services	\$15,833	1%
Manufacturing	\$7,706	10%
Real Estate	\$5,489	2%
Technology	\$7,048	16%
Other*	\$5,092	2%

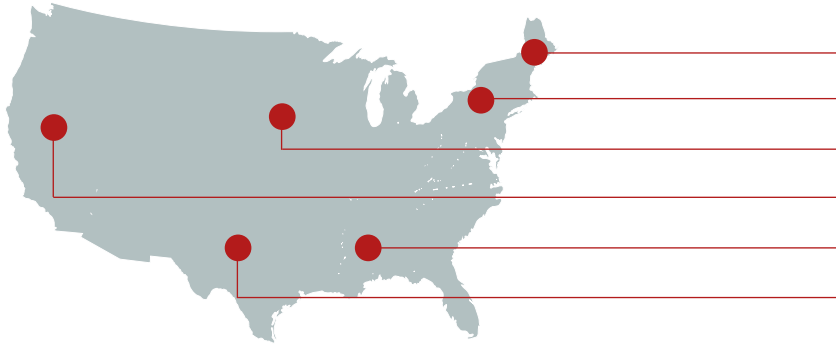
* Advertising, Entertainment/Media, Government/Nonprofit, and Transportation/Logistics



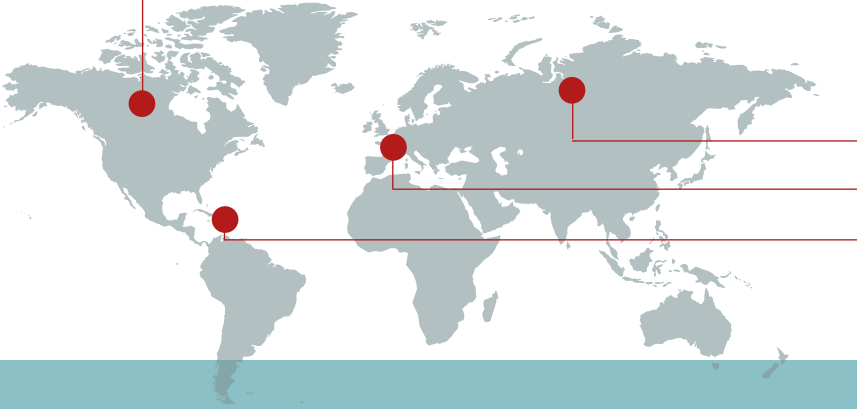
22%
HAD AN INTERNSHIP IN
INVESTMENT BANKING

Class of 2019

SUMMER INTERNSHIPS AND SALARY DATA



SALARY AND PERCENT BY LOCATION	SALARY	PERCENT
North American Regions	\$8,943	90%
— Northeast	\$9,183	50%
— Mid-Atlantic	\$8,854	6%
— Midwest	\$7,998	11%
— West	\$8,671	12%
— South	\$9,044	3%
— Southwest	\$9,462	7%
— Canada	N/A	1%



SALARY AND PERCENT BY LOCATION	SALARY	PERCENT
Non-U.S.	\$6,329	10%
— Asia	\$5,804	5%
— Europe	\$7,090	3%
— Latin America and the Caribbean	\$6,819	2%



RODNEY GAINES, MBA '19
Summer Treasury Intern
Google

“Johnson’s Career Services team helped me secure my dream internship and job at Google. I started working with them in the summer before I started classes, and they helped me with recruiting, deciding between two compelling career paths for my internship, and then negotiating my full-time offer.”

Two-Year Full-Time TOP-RECRUITING COMPANIES



EY (Ernst & Young) Amazon Guggenheim
Securities IBM Corporation **Barclays**
PricewaterhouseCoopers Johnson &
Johnson Liberty Mutual **Citigroup**
Deloitte Consulting Deutsche Bank
M&T Bank Corporation **McKinsey &**
Company Procter & Gamble Verizon
Communications **Wayfair**

120

INDIVIDUAL COMPANIES THAT
HIRED THE CLASS OF 2018

Two-Year Internships TOP-RECRUITING COMPANIES



EY (Ernst & Young) **Citigroup**
Deloitte Consulting Amazon
Corning Incorporated **Johnson**
& Johnson Bank of America
Merrill Lynch Ecolab **J.P. Morgan**
McKinsey & Company Deutsche Bank
RBC Capital Markets

80%

RECEIVED INTERNSHIPS FROM
ON-CAMPUS OR JOHNSON
RELATED ACTIVITIES

Grand Total TOP-RECRUITING COMPANIES



EY (Ernst & Young) Amazon Citigroup Deloitte
Consulting **Johnson & Johnson** Corning Incorporated
IBM Corporation McKinsey & Company **Barclays**
Deutsche Bank PricewaterhouseCoopers Bank of America
Merrill Lynch **Guggenheim Securities** J.P. Morgan Liberty
Mutual The Boston Consulting Group (BCG) **RBC Capital**
Markets Ecolab Evercore RB **Accenture** Colgate-
Palmolive Company Moelis & Company

91%

ACCEPTED AN OFFER BY
AUGUST 27 (THREE MONTHS
AFTER GRADUATION)