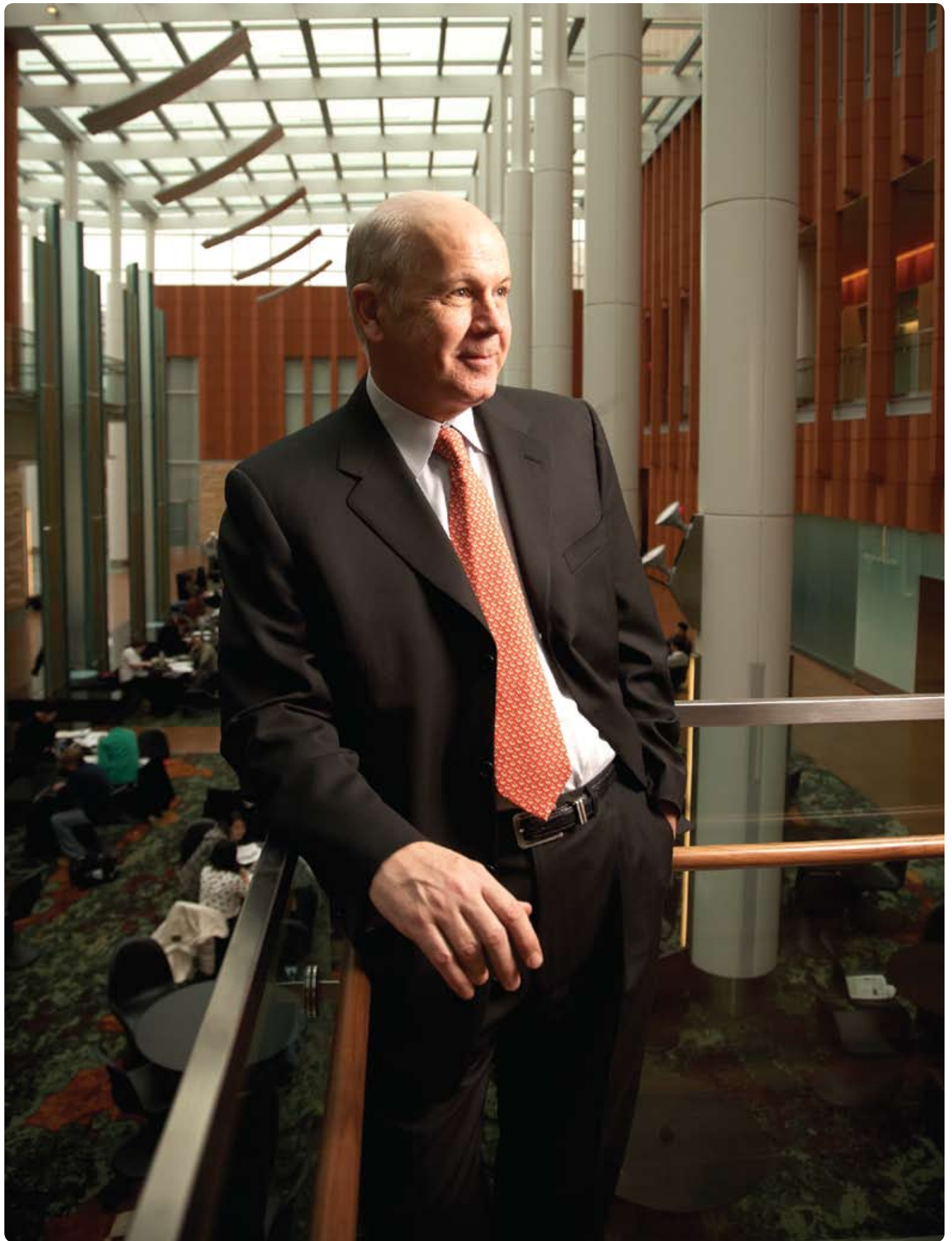


# REFERENCE

FOR RECRUITERS & CORPORATE PARTNERS

20  
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## Welcome ::

As you review our most recent employment statistics, I want to take the opportunity to remind you of the many ways in which the Ross School of Business stands ready to partner with you and your organization.

Naturally, if you are a recruiter, we want you to understand how great our graduates are. We are proud, year after year, to deliver outstanding professional talent into the marketplace. But even if your company is not currently in a position to hire, there are many ways in which you might find value in your relationship with the Ross School.

Our commitment to leading in thought and action inspires us to connect business education to real business in innovative ways. That's why we have pioneered action-based learning in our MBA programs, and why we are developing appropriately scoped action-based learning opportunities for Ross undergraduates. Action-based learning provides outstanding educational experiences for our students and delivers tangible benefits to sponsoring companies. We always are open to creative proposals for projects.

In the following pages, you'll see an overview of some of the different ways organizations all over the world find enduring value in their association with the Ross School. We hope to hear from you soon.

Sincerely,



Robert J. Dolan  
Edward J. Frey Dean of Business  
Stephen M. Ross Professor of Business

## About Ross ::

The Ross School of Business at the University of Michigan is a dynamic, distinctive learning community that is consistently ranked among the world's leading business schools. Ross develops ideas that shape — and people who lead — complex, global organizations. Ross faculty impact the way business is taught and practiced around the world. Ross students develop their leadership talent through innovative programs that foster an integrated, multidisciplinary perspective.

The Ross School is committed to action-based learning, an approach to instruction that exposes both students and faculty to real-world challenges faced by actual businesses and organizations. Action-based learning helps students develop the leadership skills, resilience, and judgment needed to sense opportunities and cope with ambiguity in today's volatile global economy.

In addition to world-class academic departments in core business disciplines, the Ross School houses research institutes and centers that provide extraordinary thought leadership and hands-on learning opportunities. In January 2009, the Ross School opened a new, state-of-the-art facility that supports the school's commitment to delivering a transformational educational experience.

Our goal is to prepare graduates to lead globally diverse teams, consider the role of business in society, and build organizational cultures that foster innovation.

### ACADEMIC PROGRAMS

Bachelor of Business Administration // BBA

Master of Business Administration // MBA

Full-time

Part-time // Evening and Weekend Formats

Global

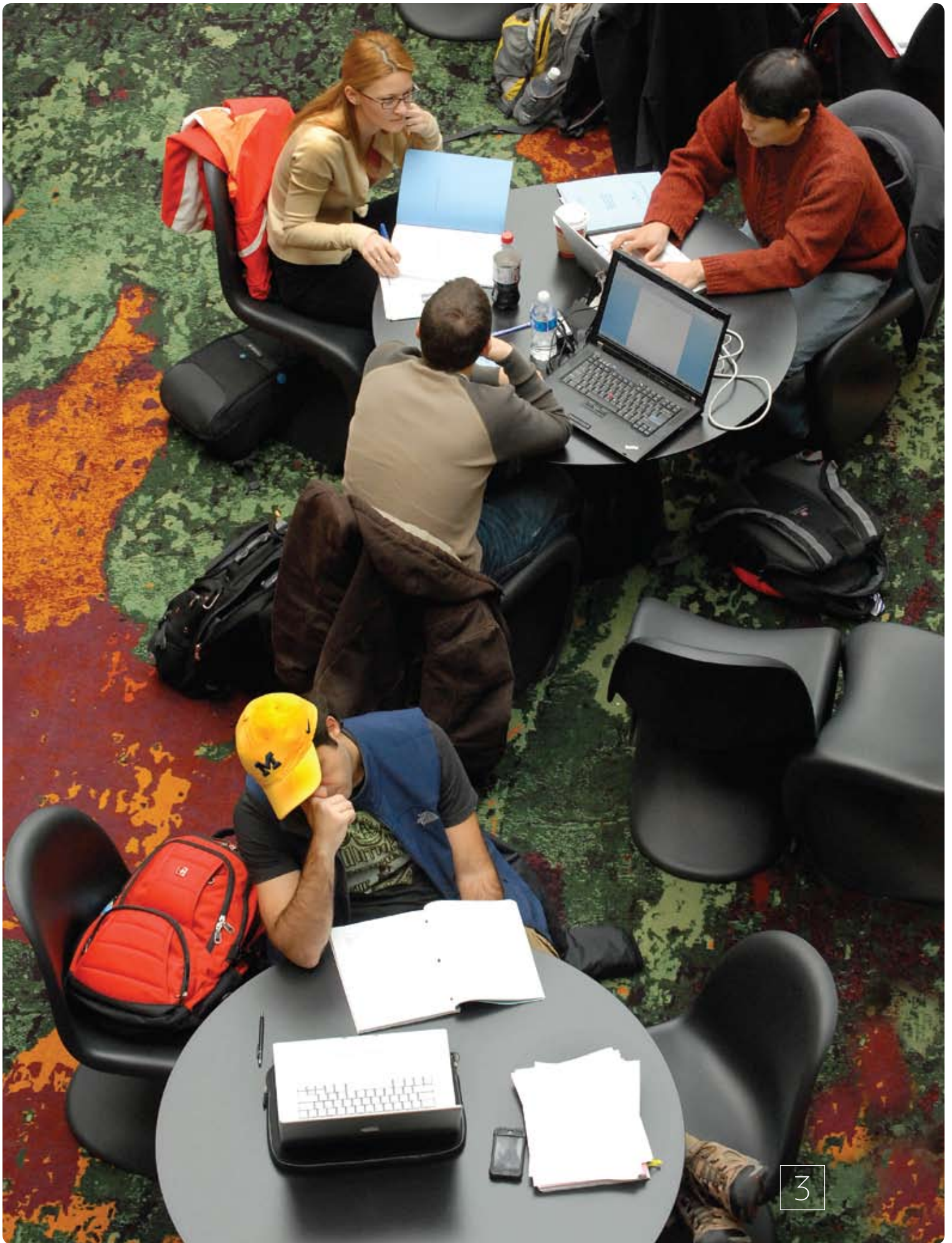
Executive

Master of Accounting // MAcc

Master of Supply Chain Management // MSCM

Doctor of Philosophy // PhD

Executive Education Programs



## Sponsorship & Partnering Opportunities ::

Ross is committed to forging meaningful connections between the academic environment and the world of business practice. This collaborative process benefits our students, our faculty, and the sponsoring organizations.



## Multidisciplinary Action Projects (MAP)

+ [www.bus.umich.edu/MAP](http://www.bus.umich.edu/MAP)

The Multidisciplinary Action Project (MAP) course epitomizes the commitment to action-based learning that distinguishes the Ross School of Business from other leading MBA programs. For seven weeks each spring, teams of first-year MBAs work with faculty advisers to deliver data-driven solutions to pressing organizational issues facing actual firms. The students devote themselves exclusively to MAP as a requirement of the full-time core curriculum. MAP also plays an integral role in the Part-time and Executive MBA programs.

Each year we accept MAP proposals from corporate sponsors looking to solve complex problems, identify new processes, and target opportunities for growth. Perhaps you are looking to create a market entry strategy, streamline manufacturing operations, or develop a long-range strategy plan. When selecting MAP projects for our students, we look for outstanding corporate, entrepreneurial, and nonprofit projects both in the U.S. and abroad that require thoughtful and executable recommendations.

Since 1992, Ross MAP teams have completed nearly 1,340 projects for more than 675 organizations. Each project requires analytical rigor, critical thinking, and genuine teamwork. At the end of the project, teams present their analyses and recommendations to their corporate sponsors in a written report and final presentation.

- Sponsors receive real, data-driven solutions that can be implemented.
- MAP teams incorporate analytical tools and methods used at Ross that often are not available within sponsoring organizations.
- MAP allows sponsors to establish a working relationship with Ross MBAs.
- MAP involves minimal cost for the sponsoring organization.

### CONTACT

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[gamyx@umich.edu](mailto:gamyx@umich.edu)

## Tauber Institute for Global Operations

+ [www.tauber.umich.edu](http://www.tauber.umich.edu)

The Tauber Institute works with top firms to develop superior leaders who are fluent in operations management but want to apply their talents to the broader challenges of global business. The institute partners with the Ross School, the University of Michigan's College of Engineering, and industry.

A cornerstone of the Tauber program is a 14-week multidisciplinary, collaborative team project during which students work on operations, supply chain, or manufacturing issues to potentially earn or save sponsoring companies millions of dollars. Expert advisers from the College of Engineering and the Ross School oversee the projects and offer advice and counsel. Project sponsors benefit from additional exposure to these talented students and experience increased hiring success.

### Current Industry Advisory Board members work for the following companies:

- |                                  |  |
|----------------------------------|--|
| 3M Co.                           | Honeywell International Inc.               |
| A.T. Kearney Inc.                | Infosys Technologies Ltd.                  |
| Alcoa Inc.                       | Intel Corp.                                |
| Berkline/BenchCraft Holdings LLC | Lockheed Martin Corp.                      |
| The Boeing Co.                   | McKinsey & Company                         |
| BorgWarner Inc.                  | Merck & Co. Inc.                           |
| Carolina Precision Plastics LLC  | National Center for Manufacturing Sciences |
| Chagrin Consulting Services Inc. | Pfizer Inc.                                |
| Cummins Inc.                     | Steelcase Inc.                             |
| Dell Inc.                        | Target Corporation                         |
| The Dow Chemical Co.             | Tauber Enterprises                         |
| Emerson Electric Co.             | UPS Inc.                                   |
| Ford Motor Co.                   |  |
| General Motors Corp.             |  |

### CONTACT

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## Frederick A. and Barbara M. Erb Institute for Global Sustainable Enterprise

+ [www.erb.umich.edu](http://www.erb.umich.edu)

A partnership between the Ross School and the University of Michigan's School of Natural Resources and Environment, the Erb Institute fosters global sustainable enterprise through interdisciplinary research and education initiatives, including its acclaimed MBA/MS program. The Erb Institute is committed to a collaborative approach to helping business, government, and civil society achieve meaningful progress toward sustainability.

### CONTACT

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734-647-9799  
[rbunch@umich.edu](mailto:rbunch@umich.edu)

## William Davidson Institute

+ [www.wdi.umich.edu](http://www.wdi.umich.edu)

The William Davidson Institute (WDI) is a nonprofit research and educational institute established at the University of Michigan in 1992. Through a unique structure that integrates research, education, and project-based assistance, WDI creates long-term value for academic institutions, governments, and businesses operating in emerging-market economies. The institute sources and funds activities for MBA students including international MAP projects, internships abroad, and select summer projects proposed by students.

WDI also provides a forum for academics, policymakers, and business leaders to enhance their understanding of these economies. WDI is the only institution of higher learning in the United States that is fully dedicated to understanding and promoting important business and policy issues in emerging-market economies.

### CONTACT

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## Samuel Zell and Robert H. Lurie Institute for Entrepreneurial Studies/ Center for Venture Capital and Private Equity Finance

+ [www.zli.bus.umich.edu](http://www.zli.bus.umich.edu)

The Zell Lurie Institute strives to develop the entrepreneurial skill set of Ross students through action-based learning programs and courses that accelerate the formation, development, and growth of innovative business as well as immersing students in the business investment process. The institute actively engages the nation's most successful entrepreneurs and offers an outstanding faculty comprising both academic researchers and practitioners in entrepreneurship and venture capital. Students manage venture capital funds, compete for grants, and participate in business plan competitions through the institute.

### CONTACT

Paul Kirsch // Program Manager  
734-615-4422  
[pskirsch@umich.edu](mailto:pskirsch@umich.edu)

## Nonprofit and Public Management Center

+ [www.nonprofit.umich.edu](http://www.nonprofit.umich.edu)

The Nonprofit and Public Management Center is a collaboration among Ross and the University of Michigan's School of Social Work and Gerald R. Ford School of Public Policy. The combined resources of these three graduate professional schools enable the development of sophisticated educational opportunities for students and the creation of enduring, practical relationships with nonprofit organizations. Students serve on nonprofit boards and accept summer internships in high-level consulting positions with various nonprofits.

### CONTACT

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## Our Talent Pool ::

Employers from an impressive range of fields continue to find exceptional talent at Michigan's Ross School of Business. Recruiters consistently find that our graduates excel at teamwork while bringing outstanding functional expertise to the job.

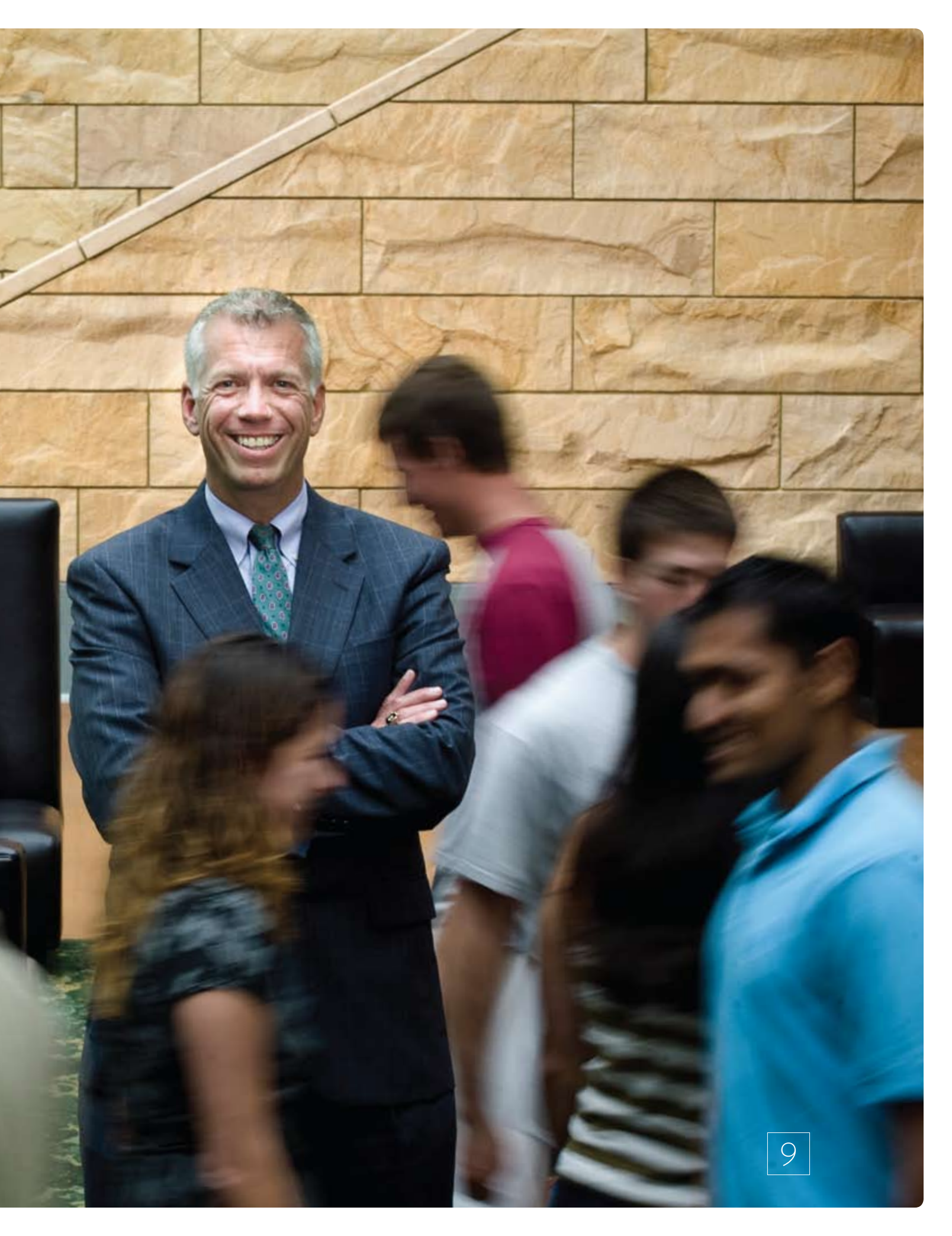
Because we have so many degree programs at our school, we send graduates into many different jobs in many industries. The staff of our Office of Career Development can shepherd you through our different degree programs and help you narrow your criteria to increase your chances of finding the best fit for your organization, whether for an internship or a full-time position.

While this report reflects the employment choices that our 2009 graduates have made, there is much more to what we do than is indicated by the numbers. We look forward to continuing to work with you as we attract, educate, and employ tomorrow's leaders.



Al Cotrone  
Director, Career Services and Student Affairs





# Recruit at Ross ::

## RECRUIT ON CAMPUS

- Gain immediate access to student resumes, our online job posting system, and various Ross events
- Host an on-site event to introduce your company to Ross students
- Sponsor or participate in student-run events related to your industry

## SPONSOR ACTION-BASED LEARNING PROJECTS

- Get a close look at Ross talent by working with a student team
- Receive real solutions to real challenges facing your organization
- Partner with top faculty
- Benefit from cutting-edge analytical tools and methods

## GET INVOLVED

- Connect with Ross students early in the recruiting process
- Establish relationships with student clubs through event sponsorship
- Collaborate with Ross faculty to engage students in the classroom



## Ross 2009 Top Hiring Companies

Company Name	MBA		EVE MBA	MAcc	BBA		Total
	Full-time	Intern	Full-time	Full-time	Full-time	Intern	
PricewaterhouseCoopers LLP	3	3	1	18	4	12	41
JPMorgan Chase & Co.	8	4	1	0	9	12	34
Amazon.com Inc.	10	15	1	0	0	0	26
Ernst & Young LLP	0	0	0	10	7	9	26
McKinsey & Company	10	9	0	0	5	0	24
Citi	3	5	0	0	7	8	23
Deloitte Consulting LLP	13	3	0	0	5	2	23
Microsoft Corporation	10	3	0	0	6	3	22
Cisco Systems Inc.	6	5	1	0	6	2	20
Dell Inc.	9	7	4	0	0	0	20
UBS	6	3	0	0	1	8	18
Deutsche Bank	4	3	0	0	3	7	17
Target Corporation	1	2	0	0	7	7	17
A.T. Kearney Inc.	8	6	2	0	0	0	16
Bain & Company Inc.	10	2	0	0	3	1	16
American Express Company	2	11	0	0	1	1	15
The Procter & Gamble Company	5	5	0	0	2	3	15
Eli Lilly & Company	4	7	0	0	2	1	14
Credit Suisse	3	0	0	0	6	4	13
Deloitte & Touche LLP	1	0	0	7	3	2	13
Kraft Foods Inc.	5	6	0	0	2	0	13
Accenture	5	2	3	0	1	1	12
The Boeing Co.	7	3	0	0	0	1	11
The Boston Consulting Group	5	6	0	0	0	0	11
Ford Motor Co.	1	4	3	0	0	2	10
General Electric Company	1	5	0	0	1	3	10
General Mills Inc.	5	3	0	0	1	1	10
Unilever	2	2	0	0	3	3	10
Booz & Company	6	1	0	0	2	0	9
Johnson & Johnson	3	4	2	0	0	0	9
PepsiCo Inc.	3	4	0	0	0	2	9
Genentech Inc.	4	4	0	0	0	0	8
General Motors Corp.	2	1	3	0	2	0	8
Google Inc.	0	3	0	0	1	4	8
Huron Consulting Group Inc.	2	2	0	1	2	1	8
Moelis & Company	0	0	0	0	5	3	8
Morgan Stanley	0	1	0	0	5	2	8

# 2009 RECRUITING & HIRING COMPANIES



## Top Recruiters by Industry

### CONSULTING

McKinsey & Company – 24 hires

### CONSUMER GOODS

The Procter & Gamble Company – 15 hires

### FINANCIAL SERVICES

JPMorgan Chase & Co. – 34 hires

### HEALTHCARE

Eli Lilly & Company – 14 hires

### MANUFACTURING

The Boeing Co. – 11 hires

### TECHNOLOGY

Microsoft Corporation – 22 hires

*Number of hires includes full-time hires from the MBA, Evening MBA, BBA, and MAcc classes combined.*

## 2009 Recruiting &amp; Hiring Companies

Company	MBA	MAcc	BBA	Company	MBA	MAcc	BBA
3M Co.	•			Aqua Minerale San Benedetto SPA	•		
A. P. Møller - Maersk Group	•			Aramex International	•		
A.T. Kearney Inc.	•		•	ArcelorMittal			•
Abbott Laboratories	•			Arthur D. Little	•		
Accenture	•	•	•	Ascension Health	•		
Accretive Health	•	•	•	The Asia Foundation	•		
ACDI/VOCA	•			AutoGenomics Inc.	•		
AeroStrategy LLC	•			Automatic Data Processing Inc.	•		
Agilent Technologies Inc.	•			AXA Advisors LLC			•
Alcoa Inc.	•	•	•	Axio Power Inc.	•		
The Alexander Group Inc.	•			Bain & Company Inc.	•	•	•
Allen & Associates	•			Balyasny Asset Management LP	•		•
alli	•			Banco Itaú SA	•		
Almacenes Maria's Inc.			•	Bank of America	•		•
Alticor Inc.			•	Barclays Bank PLC	•		•
Alvarez & Marsal Holdings LLC		•		BASF AG	•		
Amazon.com Inc.	•			Baxter International Inc.	•		
Amcor PET Packaging Ltd.	•			Bayer AG	•		
American Airlines Inc.	•			Bayerische Motoren Werke AG			•
American Century Investments	•			BDO Seidman LLP		•	•
American Chamber of Commerce	•			Beacon Associates Inc.			•
American Express Company	•		•	BearingPoint Inc.	•	•	•
American Foundation for the Blind			•	Best Buy Co. Inc.	•		
Ameriprise Financial Inc.	•			Beth Israel Medical Center	•		
AMETEK Inc.	•			BlackRock Inc.			•
Amgen Inc.	•		•	The Blackstone Group			•
Amphenol TCS	•			Bloomberg LP			•
Amway Corp.			•	Bloomingdale's Inc.			•
Anchor Bay Entertainment			•	Blue Ocean Institute	•		
The Angels' Forum – The Halo Funds	•			BlueGranite Inc.	•		
Anheuser-Busch In Bev	•			BMO Capital Markets Corp.		•	•
Ann Arbor SPARK			•	Boehringer Ingelheim Pharmaceuticals Inc.	•		
Aon Inc.			•	The Boeing Co.	•		•
Apjohn Ventures	•			Bonds Cay	•		
Apollo Group Inc.	•			Booz & Company	•		•
Apple Inc.	•			BorgWarner Inc.	•		

Company	MBA	MAcc	BBA	Company	MBA	MAcc	BBA
Boston Capital Corp.			•	Cooley Godward Kronish	•		
The Boston Consulting Group	•		•	Con-way Freight	•		
Boston Scientific	•			Cooper Industries Inc.	•		
Brand Sense Partners LLC	•			Cowen & Co. LLC			•
Brandes Investment Partners LP			•	CRA International Inc.		•	•
Brasil Telecom Participacoes SA	•			Crawford & Winiarski Financial Consulting		•	•
The Brattle Group	•			Creative Artists Agency LLC			•
Bridge Strategy Group LLC	•			Credit Suisse	•	•	•
Bristol-Myers Squibb	•			CreditSights Inc.			•
British Consulate			•	Crisp Marketing	•		
Brookfield Asset Management	•			Crowe Horwath LLP		•	•
Bunge Alimentos SA	•			C&S Wholesale Grocers Inc.	•		
Burberry Ltd.			•	Cummins Inc.	•	•	•
Business Monitor International Ltd.			•	Cushman & Wakefield Inc.			•
Campbell Alliance	•			Cygnus Atratus LLC			•
Campbell Soup Company	•			Daiichi Sankyo Inc.			•
Capital One Financial Corp.		•	•	Daimler AG	•		
CARE International	•			Dairy Management	•		
Cargill Inc.	•			Davis Capital LLC			•
Cassidy & Pinkard Colliers			•	DaVita Inc.	•		•
Center for Neighborhood Technology	•			Dawn Food Products Inc.	•		
Chevron Corp.	•			Deere & Co.	•		
Chicago Trading Co. LLC			•	DDB Worldwide Communications Group Inc.			•
CIBC World Markets Inc.			•	Del Monte Corp.	•		
CIGNA	•	•	•	Dell Inc.	•		•
Cisco Systems Inc.	•	•	•	Deloitte & Touche LLP	•	•	•
Citi	•		•	Deloitte Consulting LLP	•		•
Citizen Sports Inc.	•			Delta Air Lines Inc.	•		
City of New York Office of the Mayor			•	Deutsche Bank	•		•
Clarian Health	•			Diageo PLC	•		
Clean Air - Cool Planet	•			Diamond Management & Technology Consultants Inc.	•		•
Cleveland Clinic Foundation	•			Digitas			•
Climate Counts	•			DISH Network LLC			•
The Clorox Company	•			Disney Studios	•		•
The Coca-Cola Co.	•			DLA Piper US LLP	•		
Colgate-Palmolive Co.	•			Dodge & Cox		•	•
Colt Ventures	•			Domino's Pizza Inc.			•
Compendia Bioscience Inc.	•			DME Company (A Milacron Company)	•		
ConAgra Foods Inc.	•			Doosan Strategic Planning Center	•		
Continental Airlines Inc.	•						

Company	MBA	MAcc	BBA	Company	MBA	MAcc	BBA
The Dow Chemical Co.	•			Federal Bureau of Investigation	•		
Dow Corning Corp.	•			Federal Home Loan Bank System			•
Deutsche Post DHL	•			Federal Reserve System	•		•
Draft			•	Filtrbox Inc.			•
Druk Air – Royal Bhutan Airlines	•			Firetide Inc.	•		
DRW Trading Group			•	First RF Corp.	•		
DTE Energy Co.	•			FMC Corp.	•		•
Duff & Phelps LLC	•		•	Ford Motor Co.	•	•	•
Duke Energy Corp.	•			Fortum Corp.	•		
Dusoto	•			Frazier Healthcare Ventures	•		
Dynamic Advisory Solutions			•	Frito-Lay North America	•		
E+Co	•			FTI Consulting Inc.	•	•	•
E.I. du Pont de Nemours and Co.	•	•	•	Gage Products Co.	•		
E. & J. Gallo Winery	•			GC Timmis & Co.			•
Early Stage Partners LP	•			GE Transportation	•		
Eastman Kodak Co.	•			Genentech Inc.	•		
Eaton Corp.	•			General Electric Company	•		•
Ecolab Inc.	•			General Mills Inc.	•		•
EDF Ventures	•			General Motors Corp.	•	•	•
Educadora Sete de Setembro (Ltda)	•			Genzyme Corp.	•		
Education Pioneers	•			GfK Strategic Innovation			•
ElectroDynamic Applications Inc.		•		Giuliani Partners LLC			•
ElectroJet Inc.	•			GMAC Financial Services	•		
Eli Lilly & Company	•		•	Golden Gate National Parks Conservancy	•		
Elizabeth Glaser Pediatric AIDS Foundation	•			Goldman, Sachs & Co.	•		•
EmcArts Inc.			•	Goodwill Industries of Greater Detroit	•		
Emerson Electric Co.	•			Goodwin Procter LLP	•		
Environmental Defense Fund	•			Google Inc.	•		•
Environmental Operating Solutions Inc.	•			Gradus Management Consultants Ltd.	•		
Ernst & Young LLP		•	•	Graj + Gustavsen			•
Erwin-Penland			•	The Granger Group	•		
Everbright Securities Co. Ltd.			•	Grassroots Business Fund	•		
Evercore Partners			•	Green Mountain Coffee Roasters Inc.	•		
EVOL Enterprises Inc.	•			Greybrook Partners Corp.	•		
Executive Office of the President	•			Grosvenor Capital Management LP		•	•
Exide Technologies	•			Guardian Automotive Corp.	•		
Experience Co-Creation Partnership	•			Gucci Group NV			•
Exxon Mobil Corp.	•	•	•	Guggenheim Partners LLC			•
Farbman Group			•	Gurr Johns International			•
Fay Financial	•			Habitat for Humanity International	•		

Company	MBA	MAcc	BBA	Company	MBA	MAcc	BBA
Hallmark Cards Inc.	•			Johnson Controls Inc.	•		
The Hanover Insurance Group Inc.			•	JPMorgan Chase & Co.	•	•	•
Hantz Financial Services Inc.			•	Juridica Investments Ltd.			•
Harbor Behavioral Healthcare			•	JWT – Team Detroit Inc.			•
Harlem Success Academy Charter Schools			•	K2	•		
Harley-Davidson Inc.	•		•	Kaiser Permanente	•		
Harris Corp.	•			Kaplan Inc.	•		
HAVI Global Solutions			•	Keating Investments LLC	•		
Health Care REIT Inc.			•	Kellogg Company	•		•
HealthEdge Investment Partners LLC			•	Keystone Consulting Group	•		•
Helix Consulting LLC	•			Kinetic Concepts Inc.	•		
Henan Venture Capital Investment	•			Knoll Inc.	•		
Henry Ford Health System	•			Kohlberg Kravis Roberts & Co.	•		
Hewlett-Packard Co.	•		•	KPMG LLP	•	•	•
Hillcrest Capital Partners			•	Kraft Foods Inc.	•		•
HoMedics Inc.			•	Kronos Incorporated			•
Honest Tea	•			Kuntzsch Business Services Inc.			•
Honeywell International Inc.			•	Lazard Freres & Co. LLC			•
Houlihan Lokey			•	Level 3 Communications LLC	•		
HSBC	•		•	LexisNexis	•		
Huron Consulting Group Inc.	•	•	•	Liberty Mutual Group	•		
Husk Insulation	•			Lifetime Networks	•		
IAC			•	Limited Brands	•		
IBM Corp.			•	The Linde Group (BOC Gases)	•		
iCAST Corp.	•			LKF Marketing Inc.			•
IMS Health	•			Lockheed Martin Corp.	•		•
Indiana University School of Medicine	•			Loews Corp.			•
Infor Global Solutions			•	L'Oreal USA Inc.			•
Infosys Technologies Ltd.	•			Lunar Sports Group			•
Intel Corp.	•	•	•	M3 Capital Partners LLC			•
Inter-American Development Bank	•			M&T Bank Corporation	•		
Internet Capital Group		•		Macquarie Holdings (USA) Inc.		•	•
Irish Arts Center			•	Macy's Merchandising Group			•
ITC Transmission			•	Malloy Inc.			•
J. Crew Group Inc.			•	Management Engineers GmbH & Co. KG	•		
J.H. Cohn LLP		•		Manheim Cox	•		
Jefferies & Company Inc.			•	Marathon Oil Co.			•
Jewish Home Lifecare	•			Marcum LLP			•
Johnson & Johnson	•			MARS Advertising Inc.			•
Johnson & Johnson Ethicon Endo-Surgery Inc.	•			Mars North America	•		

Company	MBA	MAcc	BBA	Company	MBA	MAcc	BBA
Marsh & McLennan Cos. Inc.			•	Nordstrom Inc.			•
Maryland Energy Administration	•			Northern Forest Center	•		
Masco Corporation	•			Northwood Investors LLC			•
Mattel Inc.	•			Novo Nordisk A/S	•		
MBA Building Supplies	•			NVIDIA Corp.	•		
McCann-Erickson	•			O&W Inc.			•
McKinsey & Company	•		•	Ocean Tomo LLC			•
MeadWestvaco Corp.	•			One on One Athletic Club			•
Medtronic Inc.	•			Opera Solutions LLC	•		
Melling Tool Co.	•			Oppenheimer & Co. Inc.		•	•
Memorial Hermann Healthcare System	•			Oracle Corporation		•	•
Menlo Innovations LLC			•	Oregon BEST	•		
Mercer LLC			•	Owens Corning			•
Merck & Co. Inc.	•			Own Manhattan Inc.	•		
Merrill Lynch & Co.			•	P&G Hygiene and Health Care Ltd.	•		
Metals USA Inc.			•	Pacific Gas & Electric Corp.	•		
MGM International				The Palmer Team Inc.	•		
Michigan Economic Development Corp.			•	Parasol Marketing			•
Michigan State University Extension FSEP			•	PATH	•		
Microsoft Corporation	•		•	PDI Global Inc.			•
Minlam Asset Management LLC	•			Peace Corps			•
Mobatech LLC			•	PepsiCo Inc.	•		•
Moelis & Company			•	Peter Allen & Associates Inc.	•		
Monsanto Co.	•			Peter J. Solomon Co.			•
Morgan Stanley	•		•	Pfizer Inc.	•		
Morningstar Inc.			•	Piper Jaffray & Co.	•		
MyStock Enterprises LLC			•	Planet Metrics	•		
National City Capital Markets	•			Plante & Moran PLLC	•	•	•
National Equity Fund Inc.	•			Plymouth Technology Inc.			•
National Grid PLC	•			PNC Financial Services Group			•
National Network of Depression Centers			•	PolyOne Corp.	•	•	
Nationwide Mutual Insurance Co.	•			PPG Industries Inc.			•
Natural Resources Defense Council	•			Praxair Inc.	•	•	
NCR Corp.			•	Praxis Bio Consulting	•		
Near East Foundation			•	Preserve	•		
Nestlé SA	•			Preserve Rhode Island	•		
Net Impact	•			PricewaterhouseCoopers LLP	•	•	•
NetSuite Inc.	•			The Procter & Gamble Company	•	•	•
NextServices Inc.	•			The Progressive Group			
The Nielsen Co.			•	of Insurance Companies	•		

Company	MBA	MAcc	BBA	Company	MBA	MAcc	BBA
Project Freestyle			•	Siemens AG	•		
Proterra LLC	•			SIFMA			•
PRTM Management Consultants Inc.	•		•	Skillman Foundation	•		
Prudential Capital Group			•	Smith Adams LLC	•		
Public Consulting Group Inc.	•			Smithsonian Folkways Recordings			•
Publicis Modem	•			SPX Corp.		•	•
Puerto Rico Industrial Development Co.			•	Squiggle Energy	•		
QUALCOMM Inc.	•			St. Jude Medical Inc.	•		
R.H. Bluestein & Company	•	•	•	State of Michigan Bureau of Investments	•		
Raymond James & Associates	•		•	Steelcase Inc.	•		
Raytheon Co.	•			Sterling Partners			•
RBC Capital Markets		•	•	Stockamp & Associates Inc.			•
Reckitt Benckiser	•		•	Stone Tower Capital LLC			•
Reed Elsevier Group PLC	•			Stout Risius & Ross Inc.			•
Research in Motion Ltd.	•			Strength Property Partners LP	•		
Rhino31 Inc.	•			Summit Partners			•
Ricardo PLC	•			SunGard	•		
Robert W. Baird & Co.	•	•	•	Sustainable Conservation	•		
Roberts & Stevens PA	•			Sustainable Food Lab	•		
Roland Berger Strategy Consultants	•		•	Swiss Re			•
Rolls-Royce PLC	•			Switch & Data Facilities Co. Inc.	•		
Roomations	•			The Synergos Institute	•		
Ropes & Gray LP	•			Target Corporation	•		•
Rosetta			•	Teach for America			•
Rothschild Inc.	•		•	Teh Kwi Huat & Co.			•
The Royal Bank of Scotland Group PLC			•	Tendril Inc.	•		
Royal Dutch / Shell Group PLC			•	Textron Inc.	•		•
Ryder System Inc.	•			Thomson Reuters	•		
S.C. Johnson & Son Inc.	•		•	Thyssen Krup AG	•		
SABMiller PLC	•		•	Tiger Asia Management LLC	•		
Sagent Advisors Inc.			•	Time Inc.	•		
Samsung Global Strategy Group	•			The Timken Co.	•		
Santander Group	•			TM Capital Corp.			•
SAP AG	•			Toyota Motor Corp.	•		
Sears Holdings Corp.	•			Tribune Co. – KTLA CW	•		
Sepatu Mas Idaman PT	•			Türk Telekom	•		
Sg2	•			Turtlerock Greentech LLC	•		
Shedd Aquarium			•	UBS	•		•
Shepherd Advisors	•			UGI Corp./AmeriGas Partners LP	•		
Siam Cement Group	•			Unilever	•		•

Company	MBA	MAcc	BBA
United Air Lines Inc.	•		•
United States Department of Commerce			•
United States Department of Labor			•
United States Fencing Association	•		
United States Navy	•		
United Technologies Corp.	•		
UnitedHealth Group	•		
University of California	•		
University of Michigan (U-M)	•		•
U-M Medical Innovation Center	•		
The Valspar Corp.	•		
Vanderbilt Imaging Services LLC	•		
Verizon	•		
Vermont Energy Investment Corp.	•		
VF Corp.	•		
Vital Wave Consulting	•		
W. W. Grainger Inc.	•		
Walker Wilcox Matousek LLP	•		
Wal-Mart Stores Inc.	•		
The Walt Disney Company	•		•
Walton Street Capital LLC		•	•
Waste Management Inc.	•		
The Water Initiative LLC	•		
Wells Fargo & Co.	•	•	•
Whirlpool Corporation	•	•	•
White House Office of Energy and Climate Change Policy	•		
William Blair & Company			•
Windjammer Communications	•		
Wm. Wrigley Jr. Company	•		•
Wyeth	•		
Zamora Entertainment Inc.			•
Zelman & Associates			•
Zhengzhou Yutong Group Co. Ltd.			•
ZS Associates Inc.	•	•	•



# MBA CLASS OF 2009

//GRADUATES

## TOP REASONS FOR ACCEPTING A POSITION

Positioning for future .....	25.7%
Intellectual challenge.....	17.7%
Geographic location .....	13.2%
Financial gain .....	9.1%
Lifestyle .....	8.2%
Variety of responsibilities .....	6.3%
Prestige .....	5.6%
Affiliation with colleagues .....	4.9%
Security.....	1.8%
Other.....	2.2%



## MBA Graduate Overview

### Demographic Overview

#### Undergraduate Majors

Business.....	19%
Economics.....	16%
Engineering .....	24%
Liberal Arts and Sciences .....	33%
Other .....	8%
Average Full-time Work Experience (years).....	5
Range (years).....	< 1 - 15
Average Age (years).....	28
Women .....	34%
Minorities .....	23%
Class Size.....	427

#### Geographic Distribution

Northeast/Mid-Atlantic .....	26%
Midwest.....	25%
South .....	5%
Southwest.....	4%
West.....	12%
U.S. Territories.....	0%
International.....	28%
Grade Point Average (GPA) .....	3.3
GMAT Score	
Middle 80% Range .....	640-760
Average.....	700

## Graduates Seeking Employment

	U.S. Citizens/ Permanent Residents		Foreign Nationals		Total Graduating Class*	
Seeking Employment .....	61%	260	25.4%	108	86.4%	368
Returning to internship employer.....	24.2%	103	8.7%	37	32.9%	140
Seeking new employment.....	36.9%	157	16.7%	71	53.5%	228
Not Seeking Employment .....	4%	17	0.2%	1	4.2%	18
Continuing education.....	0.2%	1	0%	0	0.2%	1
Not currently seeking employment.....	0.2%	1	0%	0	0.2%	1
Sponsored student/already employed.....	3.1%	13	0.2%	1	3.3%	14
Starting/buying company.....	0.5%	2	0%	0	0.5%	2
No Information Available .....	6.6%	28	2.8%	12	9.4%	40
Total Graduates .....	71.6%	305	28.4%	121	100%	426

## Timing of Job Offers

	Received First Offer by Graduation	Received First Offer Within 3 Months of Graduation	Confirmation of Offer Not Available
U.S. Citizens/Permanent Residents	75.8%	79.2%	20.8%
Foreign Nationals	64.8%	73.1%	26.9%
Total	72.6%	77.4%	22.6%

## Timing of Job Acceptances

	Accepted Offer by Graduation	Accepted Offer Within 3 Months of Graduation	Confirmation of Acceptance Not Available
U.S. Citizens/Permanent Residents	68.8%	73.1%	26.9%
Foreign Nationals	58.3%	67.6%	32.4%
Total	65.8%	71.5%	28.5%

\* Included in Total Graduating Class are students who also earned dual degrees with other University of Michigan programs.

# MBA Graduate Acceptances by Function

## 2009 Detailed Compensation Information (99% of accepted offers included useable industry salary data.)

Function	Base Salary				Signing Bonus		Other Guaranteed Compensation*	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Consulting .....	29%	\$125,000	\$114,822	\$37,500-\$130,000	90.8%	\$20,000	63.2%	\$25,000
General Consulting .....	3.1%	\$115,000	\$111,375	\$73,000-\$125,000	100%	\$20,000	50%	\$11,000
Strategy Consulting .....	21.8%	\$125,000	\$119,649	\$60,000-\$130,000	93%	\$20,000	68.4%	\$26,000
Other Consulting .....	4.1%	\$96,000	\$95,455	\$50,000-\$130,000	81.8%	\$35,000	45.5%	\$15,000
Finance .....	25.6%	\$95,000	\$96,053	\$50,000-\$130,000	91%	\$30,000	34.3%	\$10,000
Corporate Finance .....	10.3%	\$97,000	\$99,200	\$70,000-\$125,000	96.3%	\$25,000	40.7%	\$9,500
Investment Management .....	1.5%	\$95,000	\$90,167	\$75,669-\$95,000	75%	\$50,000	25%	\$60,000
Investment Banking .....	6.9%	\$95,000	\$94,722	\$90,000-\$95,000	100%	\$50,000	22.2%	\$24,000
Other Finance** .....	6.9%	\$95,000	\$93,972	\$50,000-\$130,000	77.8%	\$20,000	38.9%	\$10,550
General Management .....	6.9%	\$96,750	\$96,028	\$75,000-\$118,000	83.3%	\$20,000	55.6%	\$11,000
Marketing .....	24.4%	\$96,500	\$96,599	\$37,500-\$130,200	96.9%	\$21,250	37.5%	\$9,900
General Marketing .....	2.7%	\$98,872	\$101,533	\$93,000-\$125,000	100%	\$20,000	57.1%	\$9,900
Product Management .....	17.6%	\$97,000	\$98,402	\$37,500-\$130,200	97.8%	\$25,000	32.6%	\$10,000
Other Marketing .....	4.1%	\$95,000	\$85,909	\$40,000-\$110,000	90.9%	\$22,500	45.5%	\$9,500
Operations/Engineering Management .....	4.6%	\$106,000	\$101,792	\$82,500-\$116,000	100%	\$22,000	16.7%	\$14,100
Strategic Planning .....	2.7%	\$103,000	\$101,714	\$81,000-\$130,000	71.4%	\$20,000	42.9%	\$12,360
Other*** .....	6.8%	\$104,500	\$108,722	\$35,000-\$160,000	77.8%	\$20,000	22.2%	\$20,750

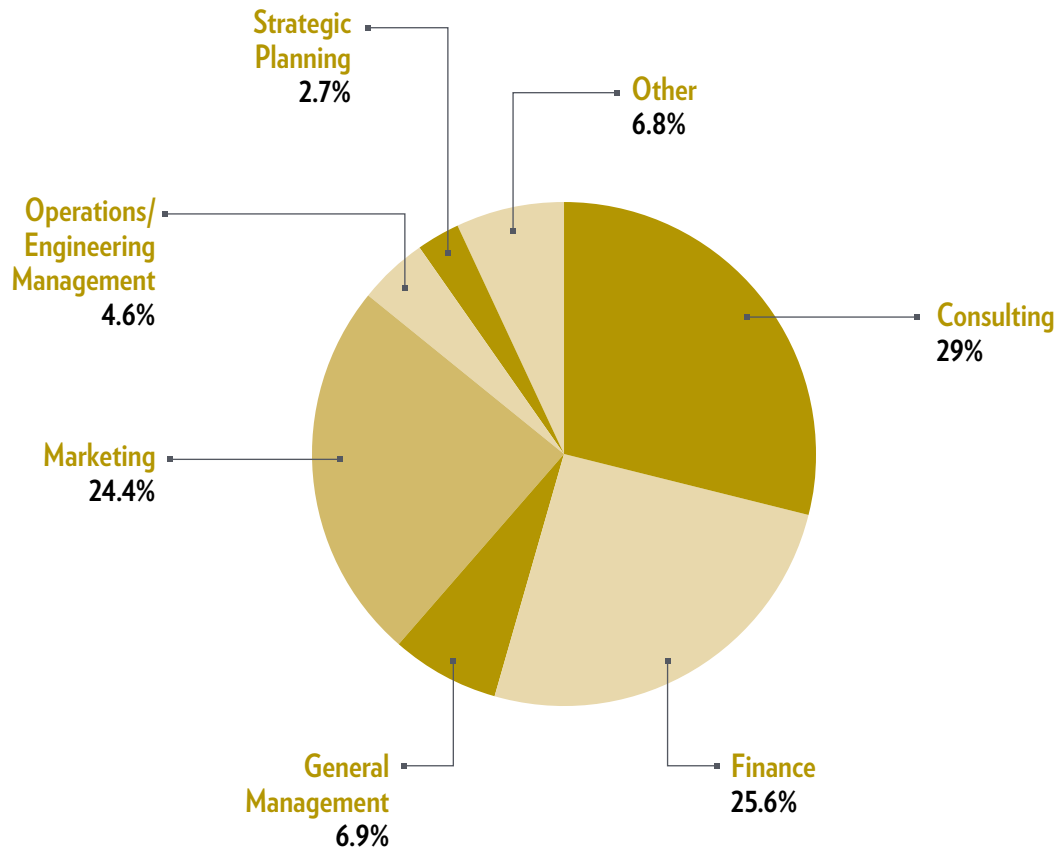
\* Other Guaranteed Compensation includes year-end performance bonus, tuition reimbursement, and guaranteed overtime.

\*\*Other Finance includes Sales/Trading-0.4%.

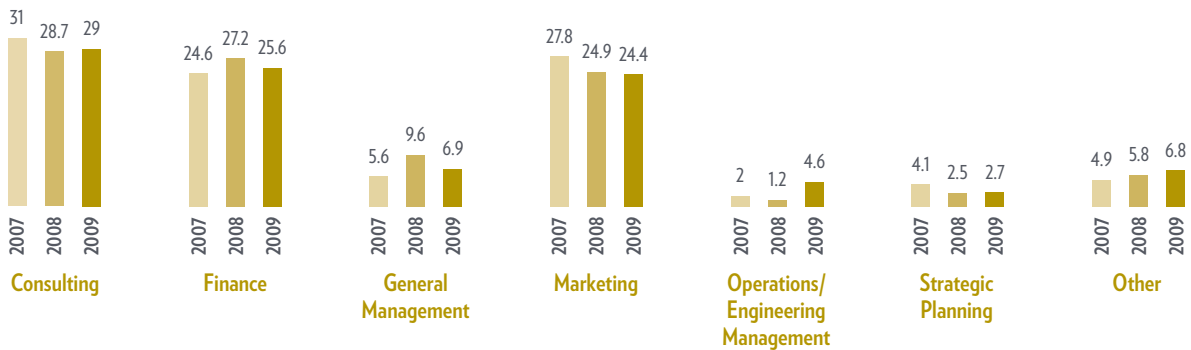
\*\*\*Other includes Sustainability/Environment-0.8%, Supply Chain Management-0.8%, etc.

**77% OF ROSS MBAs RECEIVED  
THEIR FIRST OFFER WITHIN THREE  
MONTHS OF GRADUATION.**

2009 Function Distribution (Percent of reported)



2007-09 Comparison (Percent of reported)



# MBA Graduate Acceptances by Industry

## 2009 Detailed Compensation Information (99% of accepted offers included useable industry salary data.)

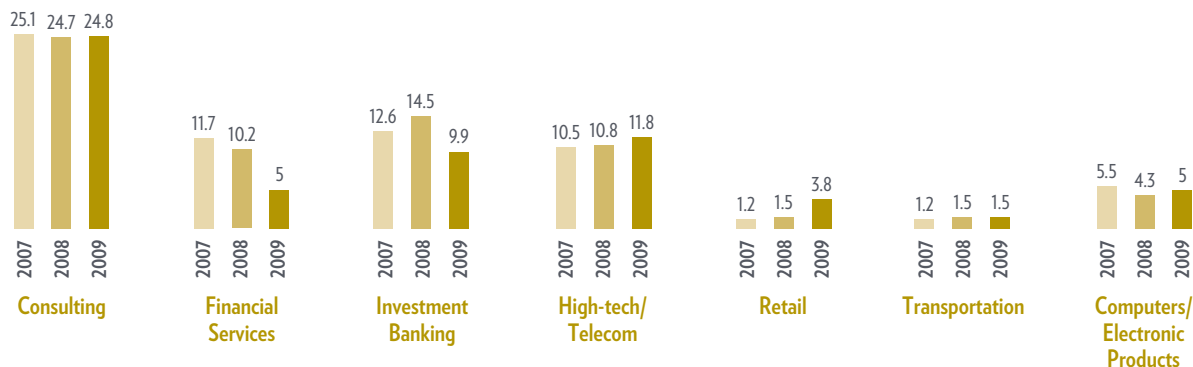
Industry	Base Salary				Signing Bonus		Other Guaranteed Compensation*	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Services.....	66.4%	\$105,000	\$107,246	\$35,000-\$160,000	89.1%	\$20,000	44.3%	\$20,000
Consulting.....	24.8%	\$125,000	\$118,292	\$50,000-\$130,000	92.3%	\$20,000	66.2%	\$26,000
Financial Services.....	5%	\$95,000	\$97,077	\$80,000-\$125,000	92.3%	\$25,000	23.1%	\$10,000
Investment Banking.....	9.9%	\$95,000	\$95,192	\$70,000-\$130,000	96.2%	\$47,500	26.9%	\$38,000
High-tech/Telecom.....	11.8%	\$110,000	\$106,135	\$50,000-\$130,200	93.5%	\$35,000	25.8%	\$12,350
Retail.....	3.8%	\$95,000	\$97,600	\$85,000-\$118,000	100%	\$10,000	30%	\$8,000
Transportation.....	1.5%	\$100,000	\$98,250	\$93,000-\$100,000	100%	\$15,000	50%	\$6,500
Healthcare.....	1.1%	\$100,000	\$108,667	\$81,000-\$145,000	66.7%	\$15,000	33.3%	\$12,000
Other Services**.....	8.5%	\$100,000	\$102,258	\$35,000-\$160,000	59.1%	\$20,000	45.5%	\$13,750
Manufacturing.....	33.6%	\$96,000	\$94,739	\$37,500-\$125,000	95.5%	\$20,000	42%	\$9,500
Computers/Electronic Products.....	5%	\$96,000	\$95,154	\$72,000-\$110,000	92.3%	\$15,000	61.5%	\$10,000
Consumer Goods.....	11.1%	\$95,000	\$94,655	\$90,000-\$97,000	100%	\$20,000	27.6%	\$7,775
Energy/Raw Materials.....	2.3%	\$95,000	\$91,398	\$50,000-\$110,000	66.7%	\$12,000	66.7%	\$9,000
Pharmaceutical/Healthcare Products....	7.3%	\$100,000	\$94,158	\$37,500-\$125,000	100%	\$20,000	47.4%	\$10,000
Diversified Manufacturing.....	2.7%	\$90,500	\$92,621	\$82,500-\$100,000	100%	\$15,000	57.1%	\$4,762
Other Manufacturing***.....	5.2%	\$98,000	\$97,807	\$75,000-\$109,000	92.9%	\$23,000	28.6%	\$9,930

\* Other Guaranteed Compensation includes year-end performance bonus, tuition reimbursement, and guaranteed overtime.

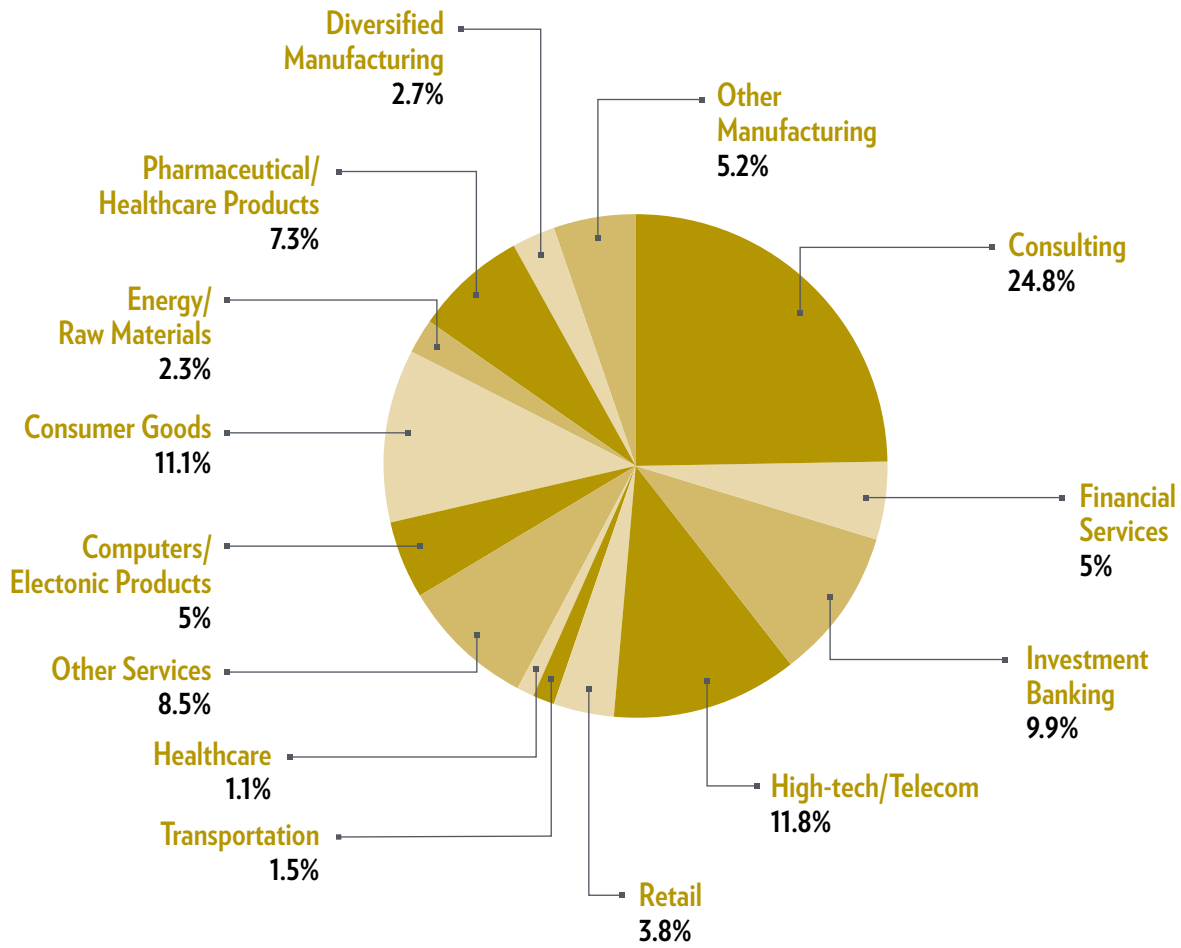
\*\* Other Services includes Utilities-2.3%, Public Accounting-1.5%, Business Services-0.4%, etc.

\*\*\* Other Manufacturing includes Aerospace-1.9%, Agribusiness-1.5%, Automotive-1.5%, etc.

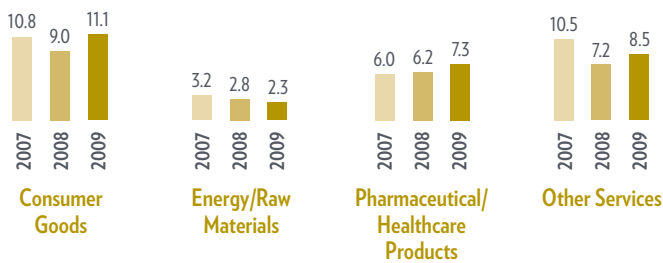
## 2007-09 Comparison (Percent of reported)



### 2009 Industry Distribution *(Percent of reported)*



### 2007-09 Comparison *(Percent of reported)*



# MBA Graduate Acceptances by Region

## 2009 Detailed Compensation Information

Region	Base Salary				Signing Bonus		Other Guaranteed Compensation*	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Northeast.....	19.5%	\$95,000	\$102,480	\$71,000-\$160,000	100%	\$30,000	31.4%	\$16,000
Mid-Atlantic.....	3.8%	\$125,000	\$110,187	\$73,000-\$130,000	80%	\$20,000	80%	\$22,500
Midwest.....	39.3%	\$100,000	\$103,874	\$35,000-\$160,000	90.3%	\$20,000	50.5%	\$15,000
South.....	3.4%	\$95,000	\$96,778	\$85,000-\$116,000	88.9%	\$22,500	44.4%	\$18,500
Southwest.....	4.6%	\$95,500	\$96,083	\$75,000-\$125,000	100%	\$13,500	50%	\$10,900
West.....	20.2%	\$108,000	\$108,381	\$80,000-\$160,000	94.3%	\$25,000	32.1%	\$10,400
International.....	9.2%	\$95,000	\$91,763	\$37,500-\$130,000	70.8%	\$20,000	45.8%	\$29,000
Asia.....	2.7%	\$80,000	\$79,329	\$37,500-\$115,000	85.7%	\$34,006	28.6%	\$12,500
Central/South America and Mexico.....	3.8%	\$98,000	\$95,800	\$60,000-\$130,000	80%	\$20,000	70%	\$50,000
Western Europe.....	1.5%	\$108,000	\$106,000	\$84,000-\$124,000	25%	\$26,000	50%	\$22,000
Other.....	1.2%	\$85,000	\$88,333	\$50,000-\$130,000	66.7%	\$25,000	0%	\$0

\* Other Guaranteed Compensation includes year-end performance bonus, tuition reimbursement, and guaranteed overtime.

**THE MEDIAN SALARY FOR  
MBA GRADUATES WAS \$100,000.**

# MBA CLASS OF 2010

// INTERNS

## TOP REASONS FOR ACCEPTING A POSITION

Positioning for future .....	27.3%
Intellectual challenge.....	19.5%
Geographic location .....	13.7%
Variety of responsibilities .....	7.5%
Prestige .....	5.9%
Lifestyle .....	5.3%
Recognition .....	3.8%
Affiliation with colleagues .....	3.3%
Financial gain .....	2.8%
Other.....	5.1%

MBA  
10



## MBA Interns Overview

### Demographic Overview

#### Undergraduate Majors

Business.....	17%
Economics.....	14%
Engineering.....	26%
Liberal Arts and Sciences .....	35%
Other .....	8%

Average Full-time Work Experience (years).....	5
Range (years).....	< 1 - 15

Average Age (years)..... 29

Women..... 34%

Minorities..... 25%

Class Size..... 434

#### Geographic Distribution

Northeast/Mid-Atlantic .....	22%
Midwest.....	25%
South .....	4%
Southwest.....	3%
West.....	19%
U.S. Territories.....	0%
International.....	27%

Grade Point Average (GPA)..... 3.3

#### GMAT Score

Middle 80% Range..... 650-760

Average..... 706

# MBA Intern Acceptances by Function

## Acceptances by Function

Function	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Consulting.....	20.2%	\$84,000	\$82,848	\$12,000-\$129,600
General Consulting.....	3.9%	\$94,800	\$88,440	\$24,000-\$126,000
Strategy Consulting.....	11%	\$96,000	\$84,855	\$15,000-\$129,600
Other Consulting.....	5.3%	\$79,320	\$74,685	\$12,000-\$108,000
Finance.....	20.5%	\$84,000	\$77,977	\$24,000-\$110,496
Corporate Finance.....	9.2%	\$84,000	\$82,323	\$28,800-\$110,496
Investment Banking.....	4.2%	\$94,992	\$92,587	\$75,600-\$102,000
Other Finance*.....	7.1%	\$65,640	\$63,841	\$24,000-\$95,004
General Management.....	2.7%	\$82,656	\$72,741	\$20,016-\$96,000
Marketing.....	30.7%	\$72,960	\$71,081	\$10,080-\$103,200
General Marketing.....	5.1%	\$72,960	\$72,791	\$36,000-\$94,800
Product Management.....	19.6%	\$72,960	\$72,949	\$10,080-\$96,000
Other Marketing.....	6%	\$72,480	\$63,465	\$15,600-\$103,200
Operations/Engineering Management.....	8.6%	\$71,040	\$67,716	\$19,392-\$96,000
Strategic Planning.....	7.4%	\$48,000	\$52,547	\$15,996-\$90,000
Other**.....	9.9%	\$48,000	\$54,213	\$12,000-\$120,000

\*Other Finance includes Sales/Trading-0.9%.

\*\*Other includes Entrepreneurship-1.9%, Human Resource Management-1.9%, Sustainability/Environment-1.8%, etc.

Note: 26 students chose to participate in uncompensated internships or internships for stipends under \$10,000 (annualized).

**ON-CAMPUS RECRUITING  
ACCOUNTED FOR 65% OF ACCEPTED  
INTERNSHIP OFFERS.**

# Intern Acceptances by Industry & Region

## Acceptances by Industry

Industry	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Services.....	57.4%	\$78,000	\$72,600	\$12,000-\$129,600
Consulting.....	10.1%	\$120,000	\$102,179	\$20,004-\$129,600
Financial Services.....	6.8%	\$83,076	\$72,427	\$12,000-\$102,000
Investment Banking.....	6%	\$90,000	\$79,259	\$24,000-\$96,000
High-tech/Telecom.....	10.4%	\$84,000	\$74,254	\$12,648-\$103,200
Nonprofit.....	5.4%	\$48,000	\$44,428	\$24,000-\$60,000
Retail.....	1.2%	\$72,600	\$70,800	\$60,000-\$78,000
Other Services.....	17.5%	\$62,400	\$61,100	\$12,000-\$120,000
Manufacturing.....	42.6%	\$72,600	\$70,243	\$10,080-\$110,496
Automotive.....	3.3%	\$72,000	\$71,836	\$60,000-\$79,800
Computers/Electronic Products.....	3.3%	\$71,280	\$72,960	\$63,360-\$90,000
Consumer Goods.....	15.8%	\$72,000	\$69,815	\$28,800-\$91,944
Energy/Raw Materials.....	5.4%	\$78,000	\$75,172	\$18,000-\$110,496
Pharmaceutical/Healthcare Products.....	9.2%	\$76,800	\$70,923	\$10,080-\$92,004
Other Manufacturing.....	5.6%	\$68,400	\$63,165	\$18,000-\$99,600

## Acceptances by Region

Region	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Northeast.....	19.6%	\$79,896	\$73,907	\$10,080-\$129,600
Mid-Atlantic.....	3.6%	\$44,039	\$59,242	\$28,800-\$124,800
Midwest.....	40.8%	\$75,600	\$75,402	\$16,800-\$126,000
South.....	3.6%	\$64,680	\$61,440	\$21,600-\$87,000
Southwest.....	7.1%	\$68,052	\$68,969	\$24,000-\$120,000
West.....	17.9%	\$73,080	\$72,357	\$12,000-\$96,000
International.....	7.4%	\$60,000	\$56,154	\$12,000-\$114,000
Asia.....	3.3%	\$39,996	\$51,477	\$12,648-\$114,000
Central/South America and Mexico.....	1.5%	\$60,000	\$67,200	\$48,000-\$96,000
Other.....	2.6%	\$60,000	\$52,650	\$12,000-\$84,000

# MAcc CLASS OF 2009

// GRADUATES

**TOP REASONS FOR  
ACCEPTING A POSITION**

Positioning for future .....	21.4%
Geographic location .....	15%
Lifestyle .....	15%
Intellectual challenge.....	12.9%
Affiliation with colleagues .....	8.6%
Prestige .....	8.6%
Security.....	8.6%
Financial gain .....	3.6%
Recognition .....	2.9%
Other.....	2.1%



## MAcc Graduate Overview

### Demographic Overview

Class Size.....	62
Undergraduate Majors	
Business (BBAs) .....	57%
Economics.....	23%
Other .....	20%
Non-University of Michigan Undergraduates .....	21%
Women .....	47%
Minorities .....	16%
GPA: Middle 80% Range.....	3.2-3.9
GPA: Average.....	3.5
GMAT Score: Middle 80% Range.....	560-720
GMAT Score: Average.....	650

### Graduate Employment Overview

	Total	Graduating Class
Seeking Employment .....	90.3%	56
Seeking new employment.....	53.2%	33
Returning to internship employer.....	37.1%	23
Not Seeking Employment .....	6.5%	4
Sponsored student/already employed.....	3.2%	2
Continuing education.....	1.6%	1
Not currently seeking employment.....	1.6%	1
No Information Available .....	3.2%	2
Total Graduates .....	100%	62

## Acceptances by Function

Function	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Accounting .....	87%	\$53,750	\$53,363	\$47,000-\$60,000
Consulting.....	6.5%	\$62,000	\$60,000	\$56,000-\$62,000
Finance .....	4.3%	—	—	—
Other.....	2.2%	—	—	—

## Acceptances by Region

Region	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Northeast .....	15.2%	\$60,000	\$61,571	\$60,000-\$67,000
Midwest.....	67.5%	\$53,000	\$53,258	\$47,000-\$70,000
West .....	6.5%	\$54,500	\$53,833	\$52,000-\$55,000
Mid-Atlantic.....	4.3%	—	—	—
South .....	4.3%	—	—	—
Southwest.....	2.2%	—	—	—

## Timing of Job Offers and Acceptances

	Received First Offer by Graduation	Received First Offer Within 3 Months of Graduation	Confirmation of Offer Not Available
U.S. Citizens/Permanent Residents .....	86.3%	86.3%	13.7%
Foreign Nationals .....	20%	40%	60%
Total .....	80.4%	82.1%	17.9%

**82% OF MAcc STUDENTS FOUND FULL-TIME EMPLOYMENT WITHIN 3 MONTHS OF GRADUATION.**

# BBA CLASS OF 2009

// GRADUATES

## TOP REASONS FOR ACCEPTING A POSITION

Positioning for future.....	22.3%
Intellectual challenge.....	13.8%
Lifestyle.....	11.7%
Geographic location.....	10.6%
Financial gain.....	9.5%
Prestige.....	8.7%
Variety of responsibilities.....	5.9%
Security.....	5.1%
Affiliation with colleagues.....	4.9%
Other.....	2.3%



## BBA Graduate Overview

### Demographic Overview

Class size.....	358
Grade Point Average (GPA).....	3.6
Women.....	41%
Minorities.....	12%
International Students.....	9.5%
Transfer Students.....	3%

### Timing of Job Offers

	Received First Offer by Graduation	Received First Offer Within 3 Months of Graduation	Confirmation of Offer Not Available
U.S. Citizens/ Permanent Residents.....	77.2%	82%	18%
Foreign Nationals.....	50%	50%	50%
Total.....	76.1%	80.7%	19.3%

## Graduates Seeking Employment

	U.S. Citizens/ Permanent Residents		Foreign Nationals		Total Graduating Class*	
	%	Count	%	Count	%	Count
Seeking Employment .....	65.5%	228	2.9%	10	68.4%	238
Seeking new employment .....	39.4%	137	2.6%	9	42%	146
Returning to internship employer.....	26.1%	91	0.3%	1	26.4%	92
Not Seeking Employment .....	5.2%	18	0.9%	3	6%	21
Starting/buying company.....	0.3%	1	0%	0	0.3%	1
Continuing education.....	3.1%	11	0.9%	3	4%	14
Sponsored student/already employed.....	0.9%	3	0%	0	0.9%	3
Not currently seeking employment.....	0.9%	3	0%	0	0.9%	3
No Information Available .....	22.7%	79	2.9%	10	25.6%	89
Total Graduates .....	93.4%	325	6.6%	23	100%	348

## Graduate Acceptances by Region // 2009 Detailed Compensation Information

Region	Base Salary				Signing Bonus		Other Guaranteed Compensation	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Northeast.....	33.2%	\$60,000	\$59,858	\$42,000-\$70,008	80.3%	\$10,000	29.5%	\$12,500
Mid-Atlantic.....	3.8%	\$51,996	\$49,401	\$30,000-\$60,000	42.9%	\$15,000	57.1%	\$5,000
Midwest.....	44%	\$55,000	\$54,203	\$26,400-\$72,000	67.9%	\$5,000	40.7%	\$5,000
South.....	3.3%	\$54,998	\$53,166	\$43,500-\$57,000	66.7%	\$4,250	33.3%	\$3,000
Southwest.....	2.2%	\$52,464	\$48,632	\$27,600-\$62,000	25%	\$4,000	50%	\$23,500
West.....	10.3%	\$65,000	\$64,184	\$36,000-\$79,200	47.4%	\$9,000	47.4%	\$8,000
International.....	2.1%	\$33,000	\$34,500	\$12,000-\$60,000	0%	0	0%	0
Possessions and territories .....	1.1%	—	—	—	—	—	—	—

## Timing of Job Acceptances

	Accepted Offer by Graduation	Accepted Offer within 3 Months of Graduation	Confirmation of Acceptance Not Available
U.S. Citizens/Permanent Residents .....	70.2%	78.5%	21.5%
Foreign Nationals .....	40%	50%	50%
Total .....	68.9%	77.3%	22.7%

\*Employers withdrew or rescinded four offers to graduates of the Class of 2009. This impacted 2% of the 238 full-time BBA graduates who were seeking employment.

# BBA Graduate Acceptances by Function

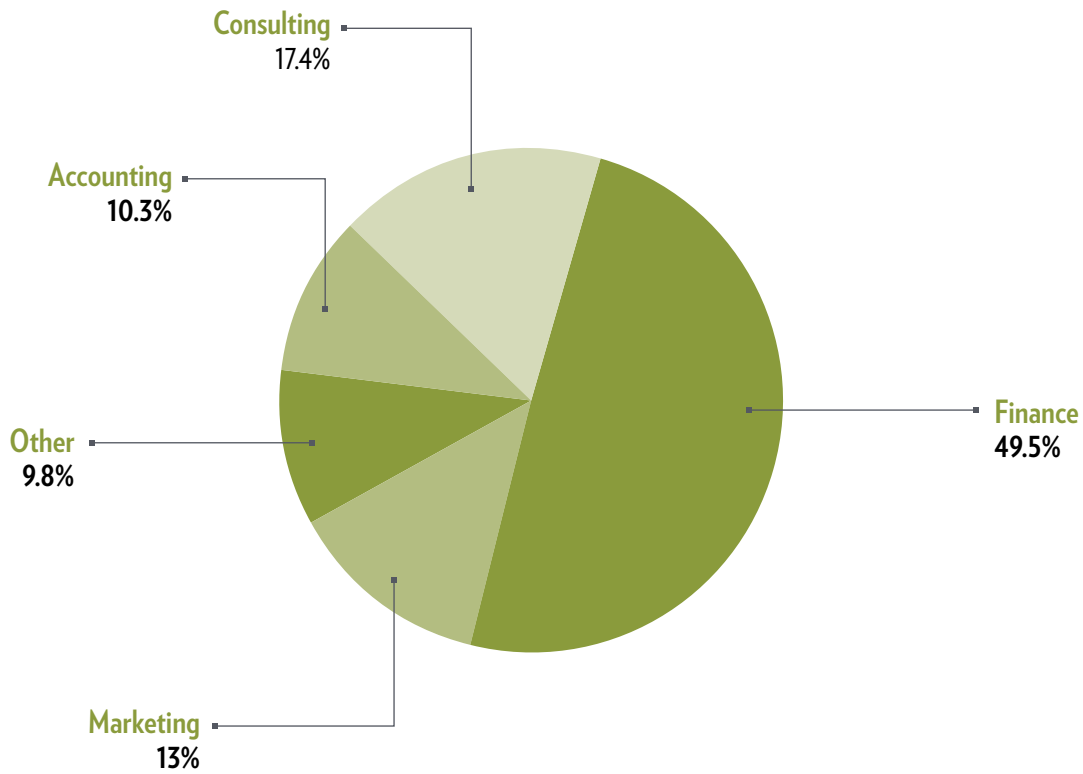
## 2009 Detailed Compensation Information

Function	Base Salary				Signing Bonus		Other Guaranteed Compensation*	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Accounting.....	10.3%	\$52,000	\$51,871	\$42,000-\$62,000	73.7%	\$2,000	15.8%	\$5,000
Consulting.....	17.4%	\$60,504	\$60,094	\$42,000-\$72,504	78.1%	\$5,500	46.9%	\$5,000
General Consulting.....	6%	\$60,000	\$55,837	\$42,000-\$62,000	63.6%	\$5,500	54.5%	\$8,000
Strategy Consulting.....	7.6%	\$65,000	\$64,000	\$60,000-\$66,000	92.9%	\$5,000	42.9%	\$5,000
Other Consulting.....	3.8%	\$56,000	\$58,972	\$50,004-\$72,504	71.4%	\$6,000	42.9%	\$5,000
Finance.....	49.5%	\$60,000	\$58,590	\$26,400-\$72,000	75.8%	\$10,000	37.4%	\$10,000
Corporate Finance.....	12.5%	\$55,008	\$57,622	\$45,000-\$71,004	56.5%	\$4,000	39.1%	\$7,440
Investment Management.....	2.2%	\$60,000	\$59,500	\$58,000-\$60,000	100%	\$10,000	50%	\$20,000
Investment Banking.....	18.5%	\$60,000	\$61,606	\$54,996-\$72,000	97.1%	\$10,000	29.4%	\$22,500
Sales/Trading.....	4.9%	\$60,000	\$61,155	\$40,000-\$70,000	77.8%	\$10,000	33.3%	\$25,000
Other Finance.....	11.4%	\$55,000	\$53,495	\$26,400-\$69,996	57.1%	\$5,000	47.6%	\$5,000
Marketing.....	13%	\$52,998	\$54,693	\$38,000-\$79,200	45.8%	\$5,000	45.8%	\$3,550
General Marketing.....	2.2%	\$55,000	\$54,250	\$42,000-\$65,000	25%	\$10,800	50%	\$8,988
Product Management.....	5.4%	\$55,000	\$57,622	\$48,000-\$79,200	50%	\$5,000	70%	\$3,550
Other Marketing.....	5.4%	\$51,000	\$51,940	\$38,000-\$72,000	50%	\$4,000	20%	\$5,265
Other.....	9.8%	\$44,964	\$43,875	\$12,000-\$72,500	16.7%	\$5,000	33.3%	\$5,000

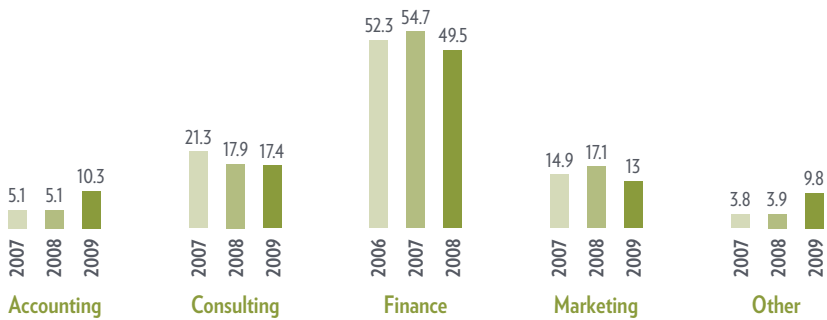
\* Other Guaranteed Compensation includes year-end performance bonus, tuition reimbursement, and guaranteed overtime.

**THE MEDIAN BASE SALARY  
FOR BBA GRADUATES WAS \$59,000.**

2009 Function Distribution *(Percent of reported)*



2007-09 Comparison *(Percent of reported)*



# BBA Graduate Acceptances by Industry

## 2009 Detailed Compensation Information (100% of accepted offers included useable industry salary data.)

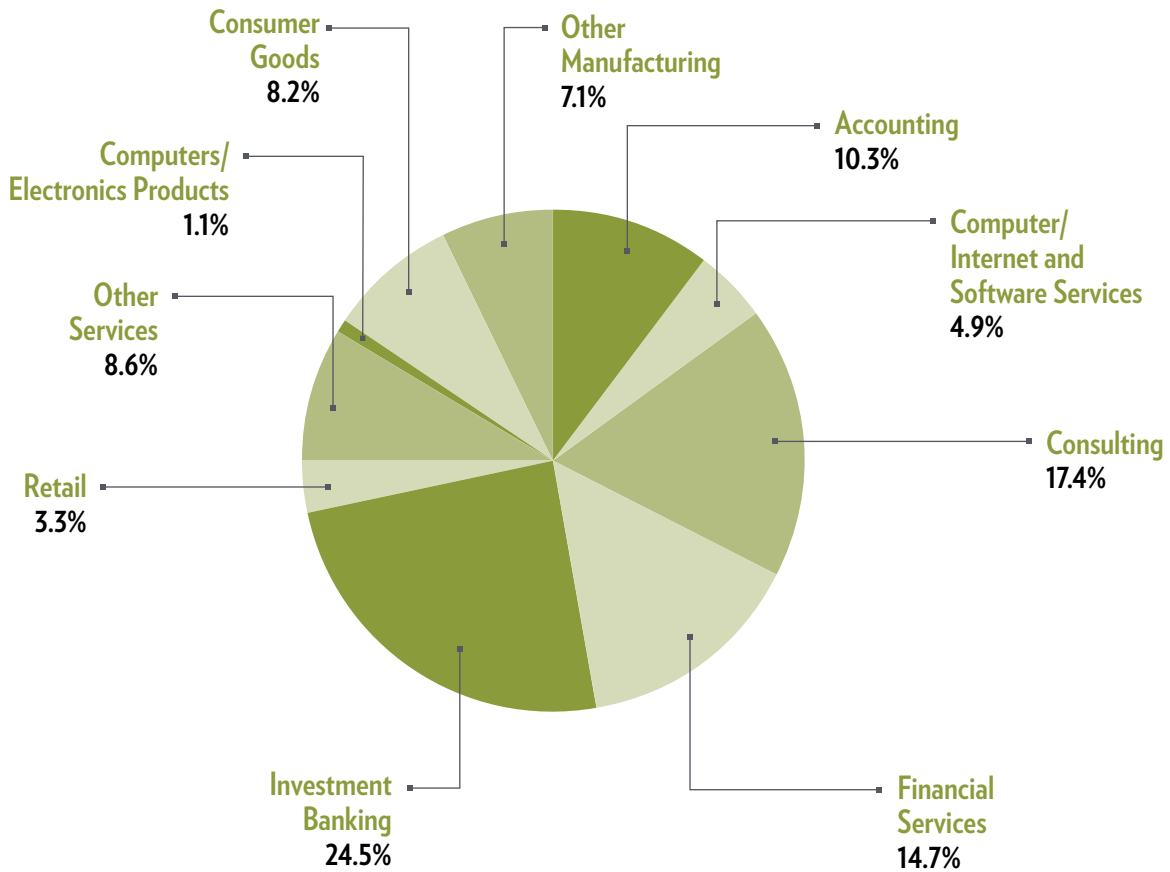
Industry	Base Salary				Signing Bonus		Other Guaranteed Compensation*	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Services.....	83.7%	\$60,000	\$56,561	\$12,000-\$79,200	68.8%	\$7,500	37%	\$6,000
Accounting.....	10.3%	\$52,500	\$51,619	\$42,000-\$62,000	78.9%	\$2,000	21.1%	\$5,000
Computer/Internet and Software Services.....	4.9%	\$68,400	\$62,068	\$42,000-\$79,200	22.2%	\$3,500	55.6%	\$8,000
Consulting.....	17.4%	\$60,000	\$59,710	\$45,000-\$66,000	68.8%	\$5,750	37.5%	\$5,000
Financial Services.....	14.7%	\$55,008	\$54,163	\$26,400-\$69,996	77.8%	\$5,000	51.9%	\$5,125
Investment Banking.....	24.5%	\$60,000	\$60,889	\$45,000-\$72,000	91.1%	\$10,000	33.3%	\$20,000
Retail.....	3.3%	\$50,002	\$50,655	\$49,920-\$54,000	50%	\$4,000	33.3%	\$5,000
Other Services.....	8.6%	\$42,000	\$47,125	\$12,000-\$72,504	12.5%	\$11,400	31.3%	\$5,000
Manufacturing.....	16.3%	\$55,000	\$54,408	\$42,000-\$69,600	53.3%	\$4,500	40%	\$3,300
Computers/Electronics Products.....	1.1%	\$59,496	\$59,496	\$54,996-\$63,996	100%	\$8,000	100%	\$2,000
Consumer Goods.....	8.2%	\$54,000	\$54,267	\$45,000-\$69,600	73.3%	\$5,000	46.7%	\$3,000
Other Manufacturing.....	7.1%	\$55,008	\$53,788	\$42,000-\$62,000	23.1%	\$3,000	23.1%	\$30,000

\* Other Guaranteed Compensation includes year-end performance bonus, tuition reimbursement, and guaranteed overtime.

## 2007-09 Comparison (Percent of reported)



2009 Industry Distribution *(Percent of reported)*



2007-09 Comparison *(Percent of reported)*



# BBA CLASS OF 2010

// INTERNS

## TOP REASONS FOR ACCEPTING A POSITION

Positioning for future .....	23.6%
Geographic location .....	15%
Intellectual challenge.....	12.1%
Prestige .....	9.9%
Lifestyle .....	8.3%
Variety of responsibilities .....	6.1%
Financial gain .....	5.5%
Affiliation with colleagues .....	4.5%
Recognition .....	4.2%
Security.....	3.6%



## BBA Interns Overview & Acceptances

### Demographic Overview

Class size .....	348
Grade Point Average (GPA) .....	3.65
Women .....	40%
Minorities .....	9%
International Students.....	7%
Transfer Students .....	2%

### Acceptances by Region

Region	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Northeast.....	38.7%	\$50,880	\$49,101	\$10,000-\$86,400
Mid-Atlantic.....	2.4%	\$40,320	\$38,832	\$23,040-\$54,000
Midwest.....	45.3%	\$38,400	\$37,256	\$12,000-\$119,988
South .....	1.9%	\$38,160	\$36,780	\$16,800-\$54,000
Southwest .....	3.8%	\$49,200	\$42,278	\$16,500-\$72,000
West .....	4.2%	\$56,400	\$46,784	\$18,000-\$60,000
International.....	3.7%	\$22,200	\$33,093	\$10,800-\$71,544
Asia.....	3.7%	\$22,200	\$33,093	\$10,800-\$71,544

## Acceptances by Function

Function	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Accounting .....	12.7%	\$45,600	\$43,707	\$10,800-\$56,400
Consulting.....	9%	\$38,400	\$36,289	\$12,000-\$60,000
General Consulting.....	3.8%	\$35,040	\$33,930	\$12,000-\$48,000
Strategy Consulting.....	1.4%	\$33,600	\$27,200	\$12,000-\$36,000
Other Consulting .....	3.8%	\$42,792	\$42,056	\$16,500-\$60,000
<b>Finance .....</b>	<b>46.7%</b>	<b>\$55,200</b>	<b>\$49,823</b>	<b>\$10,000-\$86,400</b>
Corporate Finance .....	9.4%	\$46,200	\$46,056	\$28,800-\$77,568
Investment Management.....	2.8%	\$47,400	\$45,360	\$24,000-\$60,000
Investment Banking.....	19.3%	\$60,000	\$56,893	\$13,848-\$86,400
Sales/Trading .....	3.8%	\$60,000	\$57,093	\$18,000-\$72,000
Private Equity.....	1.9%	\$53,400	\$29,400	\$14,400-\$54,000
Private Client Services/ Wealth Management .....	3.3%	\$48,000	\$40,840	\$10,000-\$55,380
Other Finance.....	6.2%	\$45,000	\$42,027	\$19,200-\$60,000
<b>Marketing.....</b>	<b>17.9%</b>	<b>\$33,180</b>	<b>\$31,677</b>	<b>\$14,400-\$56,400</b>
Advertising.....	3.8%	\$19,200	\$20,360	\$14,400-\$28,800
General Marketing.....	1.4%	\$40,320	\$36,224	\$19,440-\$48,912
Other Marketing.....	12.7%	\$33,600	\$34,524	\$15,120-\$56,400
Operations Management .....	1.4%	\$48,960	\$42,380	\$25,920-\$52,260
Other.....	12.3%	\$31,800	\$32,125	\$12,000-\$60,000

## Acceptances by Industry

Industry	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Services.....	85.4%	\$45,600	\$43,174	\$10,000-\$119,988
Accounting.....	10.8%	\$45,600	\$45,537	\$28,800-\$56,400
High-tech.....	7.1%	\$39,600	\$43,192	\$24,000-\$72,000
Consulting.....	5.7%	\$39,360	\$36,130	\$12,000-\$50,760
Financial .....	13.2%	\$48,456	\$45,736	\$10,800-\$77,568
Investment Banking.....	29.2%	\$56,496	\$53,186	\$13,848-\$86,400
Other Services .....	19.4%	\$28,800	\$25,548	\$10,000-\$48,000
<b>Manufacturing.....</b>	<b>14.6%</b>	<b>\$38,400</b>	<b>\$39,573</b>	<b>\$12,000-\$60,000</b>
Consumer Goods.....	7.5%	\$38,232	\$39,089	\$12,000-\$60,000
Other Manufacturing .....	7.1%	\$39,780	\$40,090	\$24,000-\$52,200

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- Women in Leadership Conference

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