

EMPLOYMENT 2 0 0 1 PROFILE



University
of Michigan
Business
School

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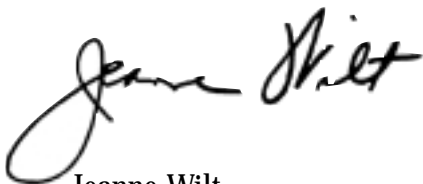
EXECUTIVE SUMMARY

Employers from an unusually wide range of fields continue to find exceptional management talent at the University of Michigan Business School. Feedback from recruiters suggests all industries are successful in attracting Michigan graduates, and students are finding ample career opportunities. At the same time, the diversity of student talents and interests yields successful recruiting across a range of company sizes and industries.

Michigan's approach goes beyond traditional management education to deliver management development, matched to the heightened demands of today's economy. Surveys show that recruiters find Michigan graduates to have superior skills and knowledge and proven capabilities for producing high-quality results.

A tradition of across-the-board academic excellence combined with innovative and high-impact professional development prepares our graduates to turn knowledge into action. Michigan's history of building academic strength in every functional area pays off more than ever in today's cross-functional business world. Additionally, professional development within and beyond traditional classroom approaches—frequently drawing on a broad and deep international network of educational partnerships with companies—produces advanced understanding, capabilities, leadership and skills.

Despite the challenges of our current economic climate, the Michigan reputation is strong and is rooted in our commitment to understand employer and student needs and prepare students accordingly. We work in partnership with companies and other organizations to integrate their ideas into our curriculum. While this report provides the employment statistics, there is much more to what we do than is indicated by the numbers. We are proud to share with you the success of our MBA and BBA students, as well as that of the companies who have hired them, and we invite you to join us in the work of the University of Michigan Business School enterprise.



Jeanne Wilt
Assistant Dean
Admissions and Career Development



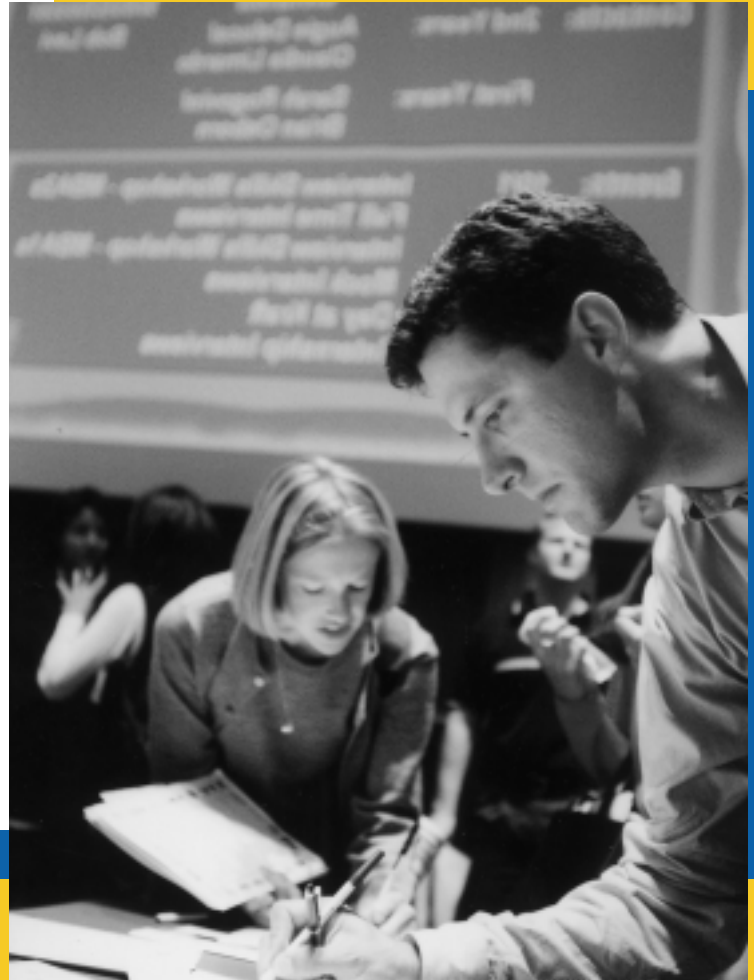
Al Cotrone
Director
Career Development and Academic Services

MBA GRADUATES
CLASS OF 2001

MBA INTERNS
CLASS OF 2002

Profile Highlights

- The Michigan MBA delivers superb across-the-board academics and immerses students in innovative, high-impact management development experiences. Our approach produces graduates who are well-schooled, effective, results-oriented and ready to lead.
- The diversity of industries that MBA graduates enter continues to be broad. The top three industries attracting MBA graduates in 2001 were Consulting (38%), Investment Banking (17%), and Consumer Goods (13%).
- In 2001, over 90% of MBA graduates accepted opportunities in three functional areas: Consulting (40%), Finance (27%), and Marketing (24%).



“UMBS students differentiate themselves with their personalities. The emphasis on team-building at UMBS translates into strong relationship-building. Recruiters often remark that UMBS students are not only intelligent and capable, but they are fun, interesting and have a great perspective on life.”

—Anita Vora, MBA '01

MBA

DEMOGRAPHIC OVERVIEW

Class of 2001 MBA Graduates

Undergraduate Majors

Business	21%
Economics	13%
Engineering	30%
Liberal Arts and Sciences	24%
Other	12%

Full-time work experience	99%
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Average Age	28
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Women	26%
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Minorities	19%
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Geographic Distribution

Northeast/Mid-Atlantic	22%
Midwest	23%
South	6%
Southwest	5%
West	10%
U.S. Territories	1%
International	33%

GPA: Average	3.34
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GMAT: Middle 80% Range	620-730
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Applications	3,987
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Class Size	429
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Class of 2002 MBA Interns

Undergraduate Majors

Business	26%
Economics	12%
Engineering	32%
Liberal Arts and Sciences	30%

Full-time work experience	99%
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Average Age	28
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Women	27.5%
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Minorities	21%
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Geographic Distribution

Northeast/Mid-Atlantic	22%
Midwest	25%
South	9%
Southwest	4%
West	9%
U.S. Territories	<1%
International	33%

GPA: Average	3.32
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GMAT: Middle 80% Range	610-730
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Applications	3,913
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Class Size	437
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MBA GRADUATE EMPLOYMENT OVERVIEW

Graduates Seeking Employment

	U.S. Citizens/Permanent Residents		Foreign Nationals		Total Graduating Class	
Seeking Employment	60.0%	250	27.5%	115	87.5%	365
Not Seeking Employment						
Starting/Buying Company	0.5%	2	0.5%	2	1.0%	4
Sponsored Student/Already Employed	4.8%	20	3.6%	15	8.4%	35
Not currently seeking employment	0.2%	1	0.0%	0	0.2%	1
No Information Available	1.9%	8	1.0%	4	2.9%	12
Total Graduates	67.4%	281	32.6%	136	100.0%	417

Timing of Job Offers

	Received First Offer by Graduation	Received First Offer Before/Within 3 Months of Graduation	Confirmation of Offer Not Available
U.S. Citizens/Permanent Residents	93.2%	93.6%	6.4%
Foreign Nationals	93.9%	95.6%	4.4%
Total	93.4%	94.2%	5.8%

Timing of Job Acceptances

	Accepted Offer by Graduation	Accepted Offer Before/Within 3 Months of Graduation	Confirmation of Acceptance Not Available
U.S. Citizens/Permanent Residents	84.0%	86.8%	13.2%
Foreign Nationals	88.7%	92.2%	7.8%
Total	85.5%	88.5%	11.5%

Top Hiring Companies for MBA Class of 2001

Company	Number of Hires	Company	Number of Hires
A.T. Kearney, Inc.	26	Bristol-Myers Squibb Co	7
McKinsey & Company, Inc.	22	PricewaterhouseCoopers, LLP	7
Deloitte Consulting	13	Lehman Brothers Inc.	6
Booz Allen & Hamilton	12	Mercer Management Consulting	6
Accenture	11	Salomon Smith Barney Inc.	6
Bear, Stearns & Co. Inc.	9	Banc of America Securities	5
Kraft Foods, Inc.	9	Citigroup/Citibank	5
The Boston Consulting Group, Inc.	9	International Business Machines Corp.	5
DiamondCluster International, Inc.	8	Pittiglio Rabin Todd & McGrath	5
Ford Motor Company	8	S.C. Johnson & Son, Inc.	5
General Motors Corporation	8	Siebel Systems	5
Goldman, Sachs & Co.	8		



Base Salary by Citizenship

Ninety-three percent of reported offers included useable salary information.

	Percent of Reported	Median Base Salary (\$)	Mean Base Salary (\$)	Base Range Range (\$)
U.S. Citizens/Permanent Residents	67.4	87,000	93,860	60,000-155,000
Foreign Nationals	32.6	93,500	95,599	28,000-180,000
Total	100.0	90,000	94,429	28,000-180,000

Signing Bonus by Citizenship

Eighty-five percent of reported offers included signing bonus information.

	Percent of Reported	Median Bonus (\$)	Mean Bonus (\$)	Bonus Range (\$)
U.S. Citizens/Permanent Residents	67.7	25,000	24,938	5,000-100,000
Foreign Nationals	32.3	25,000	26,026	5,000-100,000
Total	100.0	25,000	25,289	5,000-100,000

Other Guaranteed Compensation* by Citizenship

Sixty-nine percent of reported offers included Other Guaranteed Compensation information.

	Percent of Reported	Median Bonus (\$)	Mean Bonus (\$)	Bonus Range (\$)
U.S. Citizens/Permanent Residents	66.0	22,000	23,627	1,600-170,000
Foreign Nationals	34.0	28,000	26,210	1,000-77,000
Total	100.0	23,500	24,506	1,000-170,000

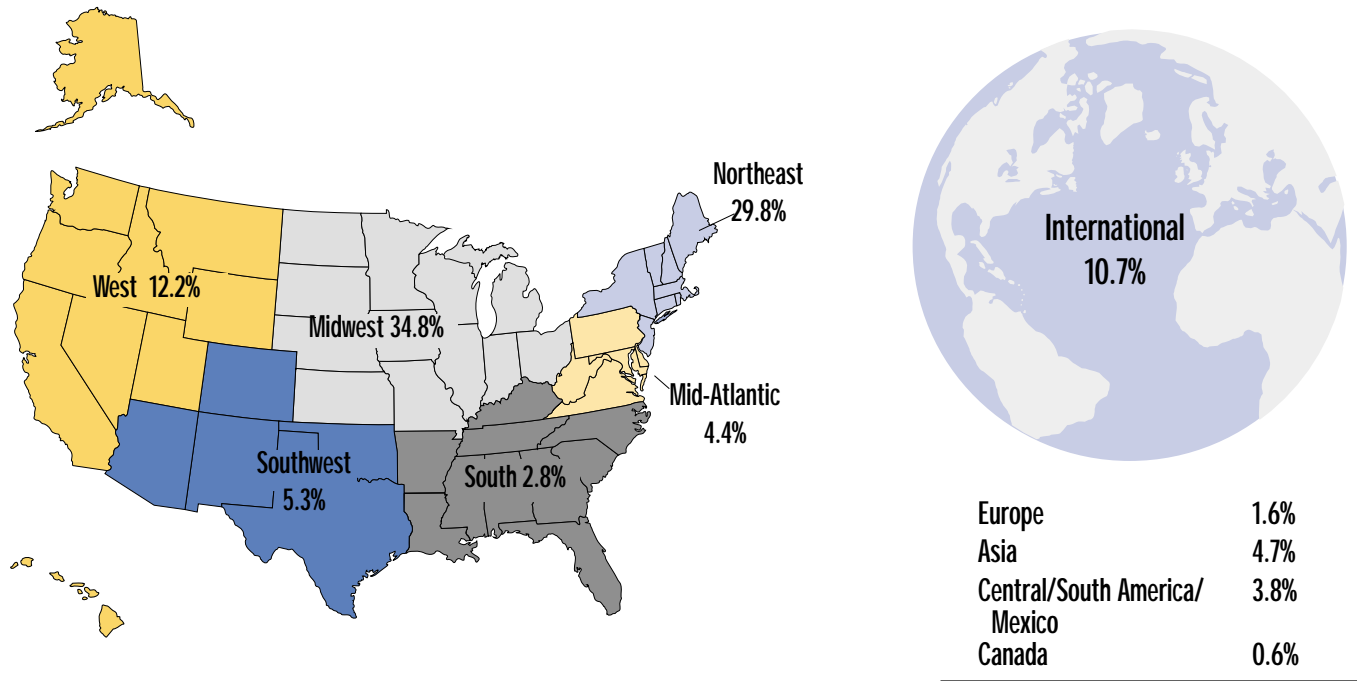
*Other Guaranteed Compensation includes year-end performance bonus, tuition reimbursement and guaranteed overtime.

Additional Compensation

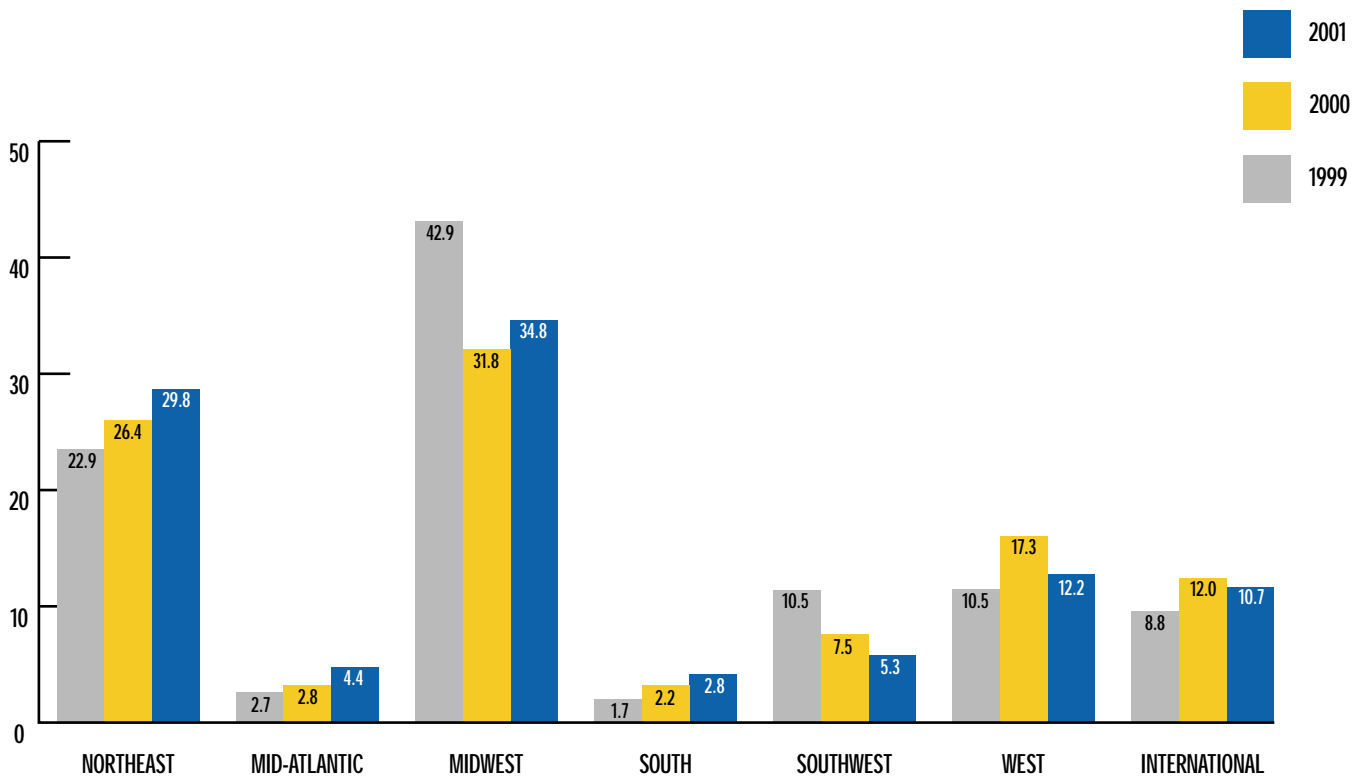
- 86% of students reported receiving Relocation Compensation
- 35% of students reported receiving Stock Options

MBA GRADUATE ACCEPTANCES BY GEOGRAPHIC REGION

2001 Global Distribution



1999-2001 Acceptances Comparison (%)



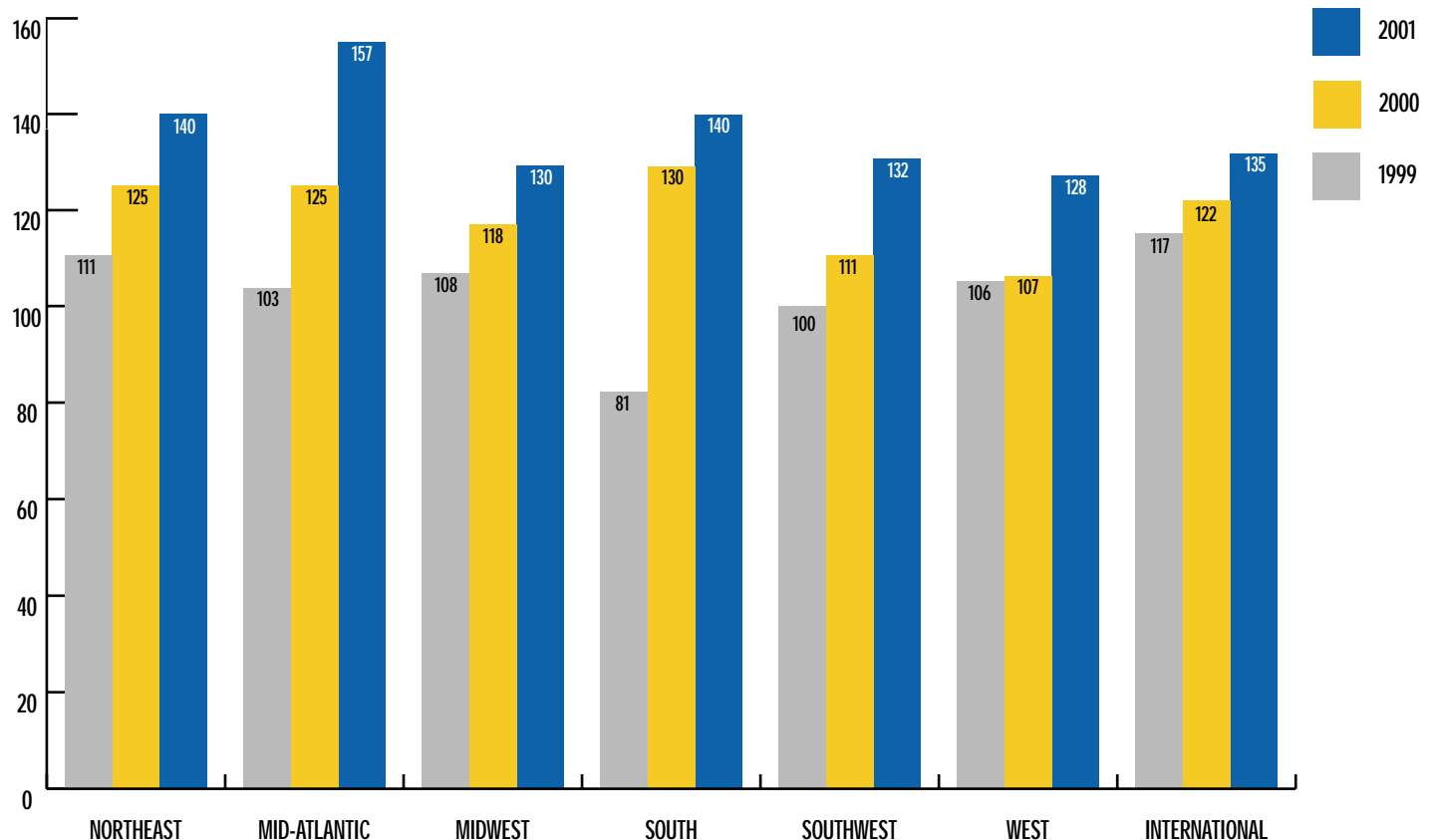


2001 Detailed Compensation Information

Ninety-three percent of reported offers included useable regional salary data.

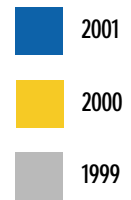
Region	% of Accepting	Median Base Salary (\$)	Mean Base Salary (\$)	Base Salary Range (\$)	Median Total* Compensation (\$)	Mean Total* Compensation (\$)	Total* Compensation Range (\$)
Northeast	29.8	85,000	91,898	75,000-144,000	140,000	141,515	90,000-305,000
Mid-Atlantic	4.4	111,000	111,824	90,000-155,000	157,250	157,536	100,000-221,000
Midwest	34.8	90,000	94,397	25,000-120,000	129,700	130,885	25,000-205,000
South	2.8	85,000	87,444	70,000-120,000	140,000	127,111	72,000-178,500
Southwest	5.3	87,000	92,618	76,000-120,000	131,500	131,429	102,000-205,000
West	12.2	100,000	97,679	76,000-130,000	127,750	131,222	95,000-192,500
International	10.7	90,000	91,424	28,000-180,000	135,000	134,457	28,000-238,000
Asia	4.7	95,000	86,067	28,000-120,000	130,000	121,500	28,000-215,000
Canada	0.6	N/A	N/A	N/A	N/A	N/A	N/A
Central/South America/Mexico	3.8	87,500	95,417	80,000-180,000	139,000	149,292	105,000-238,000
Eastern Europe	0.6	N/A	N/A	N/A	N/A	N/A	N/A
Western Europe	1.0	80,000	82,476	71,428-96,000	107,142	114,181	96,000-139,400

1999-2001 Median Total Compensation* Comparison (K\$)

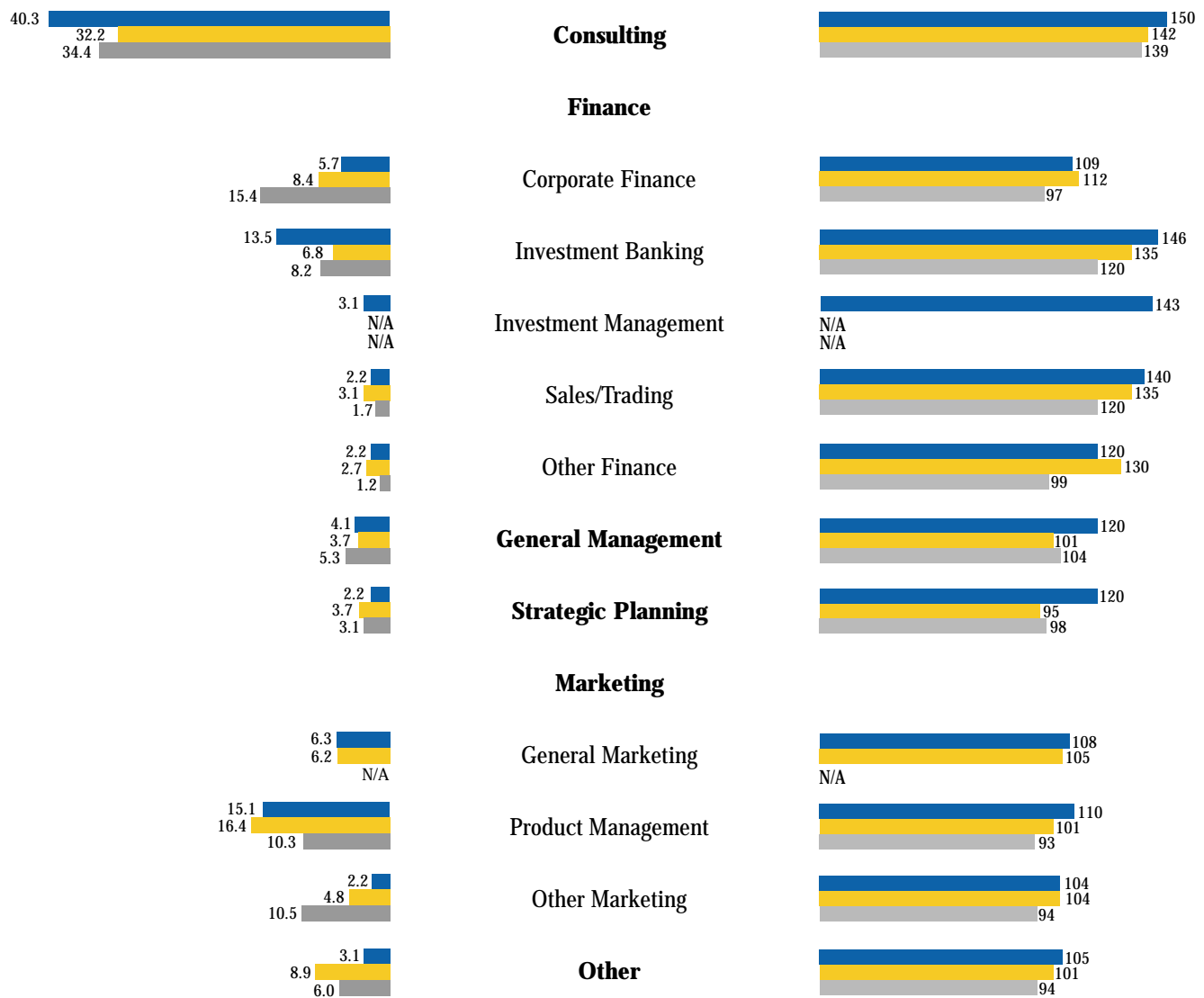


* Total compensation includes base salary, signing bonus, tuition reimbursement, performance bonus and guaranteed overtime.

MBA GRADUATE ACCEPTANCES BY FUNCTION



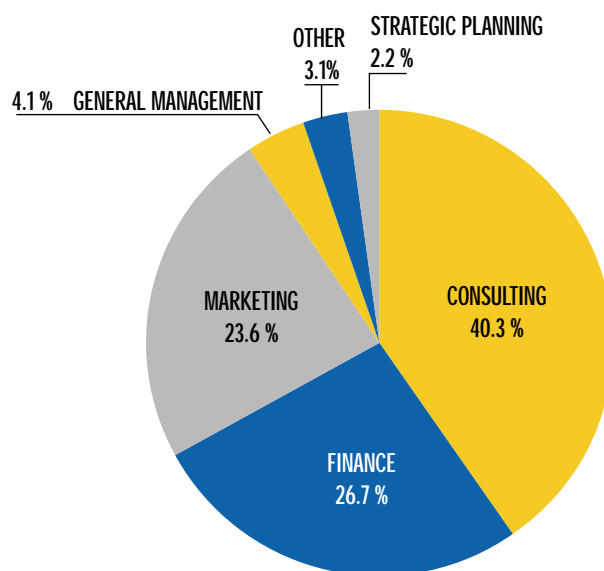
% Accepting **1999 - 2001 Comparison** **Median Total Compensation* (K\$)**



* Total compensation includes base salary, signing bonus, tuition reimbursement, performance bonus and guaranteed overtime.



2001 Functional Distribution

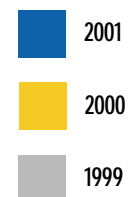


2001 Detailed Compensation Information

Ninety-three percent of reported offers included useable functional salary data.

Function	% Accepting	Median Base Salary (\$)	Mean Base Salary (\$)	Base Salary Range (\$)	Median Total* Compensation (\$)	Mean Total* Compensation (\$)	Total* Compensation Range (\$)
Consulting	40.3	110,000	106,960	71,428-180,000	150,000	152,814	85,000-305,000
General	5.7	110,000	104,583	80,000-120,000	145,000	145,861	90,000-178,000
Strategy	31.5	110,000	108,359	71,428-180,000	150,000	155,886	96,000-305,000
Other Consulting	3.1	100,000	97,250	80,000-114,000	118,000	134,600	85,000-212,500
Finance	26.7	85,000	85,932	30,000-144,000	140,000	138,689	31,000-220,000
Corporate Finance	5.7	85,000	83,668	72,000-94,000	109,100	110,147	72,000-145,000
Investment Management	3.1	86,500	90,300	85,000-110,000	142,500	138,300	100,000-150,000
Investment Banking	13.5	85,000	85,465	30,000-95,000	146,000	151,814	31,000-220,000
Sales/Trading	2.2	85,000	82,286	76,000-85,000	140,000	137,286	111,000-170,000
Other Finance	2.2	90,000	92,000	70,000-144,000	120,000	133,057	92,000-202,000
General Management	4.1	90,000	96,223	80,000-155,000	120,000	125,815	85,000-185,000
Strategic Planning	2.2	100,000	94,571	72,000-100,000	120,000	126,929	88,500-177,000
Marketing	23.6	80,000	83,084	28,000-105,000	109,000	110,511	28,000-205,000
General Marketing	6.3	85,000	85,945	77,500-100,000	107,675	110,747	94,500-127,750
Product Management	15.1	80,000	82,758	75,000-105,000	109,500	110,383	90,000-140,000
Other Marketing	2.2	81,000	77,143	28,000-105,000	104,000	110,714	28,000-205,000
Other	3.1	84,500	88,900	76,000-125,000	104,500	106,150	92,000-125,000

MBA GRADUATE ACCEPTANCES BY INDUSTRY



% Accepting

1999 - 2001 Comparison

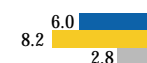
Median Total Compensation* (K\$)



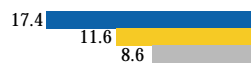
Consulting



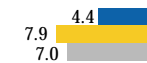
Financial Services



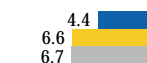
High Tech/Telecom Services



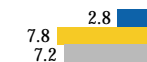
Investment Banking



Other Services



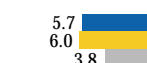
Automotive



Computers/Electronic Products



Consumer Goods



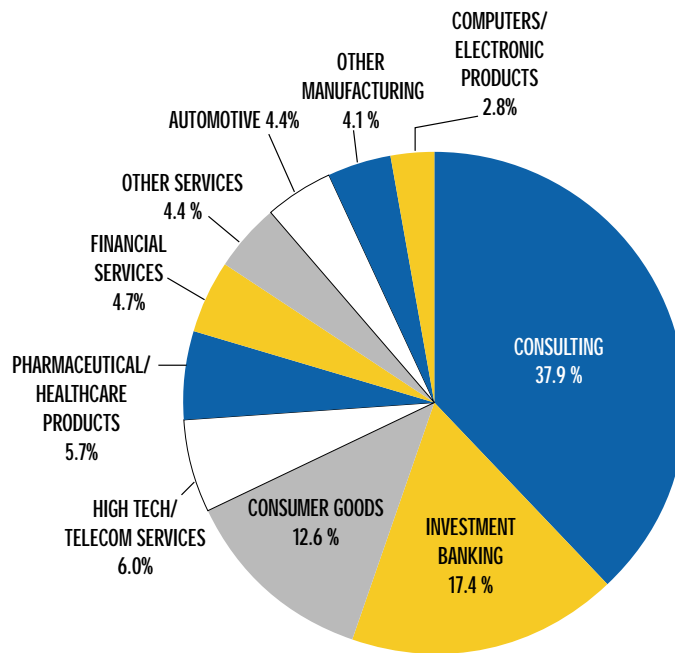
Pharmaceutical/Healthcare Products



* Total compensation includes base salary, signing bonus, tuition reimbursement, performance bonus and guaranteed overtime.



2001 Industry Distribution



2001 Detailed Compensation Information

Ninety-two percent of reported offers included useable industry salary data.

Industry	% Accepting	Median Base Salary (\$)	Mean Base Salary (\$)	Base Salary Range (\$)	Median Total* Compensation (\$)	Mean Total* Compensation (\$)	Total* Compensation Range (\$)
Service	70.4	100,000	99,068	28,000-180,000	145,000	146,353	28,000-305,000
Consulting	37.9	110,000	108,145	71,428-180,000	150,000	155,154	85,000-305,000
Financial Services	4.7	85,000	90,000	70,000-144,000	135,000	128,227	92,000-202,000
Investment Banking	17.4	85,000	86,236	30,000-110,000	145,000	149,200	31,000-220,000
High Tech/Telecom Services	6.0	95,000	92,913	72,000-105,000	115,000	118,090	72,000-205,000
Other Services	4.4	81,500	88,964	28,000-155,000	113,000	113,321	28,000-185,000
Manufacturing	29.6	82,000	83,373	72,000-100,000	110,000	111,032	85,000-177,000
Automotive	4.4	85,000	84,729	80,000-90,000	105,000	107,050	94,100-126,000
Computers/Electronics Products	2.8	85,000	86,333	80,000-100,000	120,000	118,417	102,000-138,000
Consumer Goods	12.6	79,910	80,000	75,000-90,000	107,750	108,684	94,900-133,000
Pharmaceutical/Healthcare Products	5.7	84,000	85,169	78,000-95,000	115,250	114,564	103,000-130,700
Other Manufacturing	4.1	86,400	88,031	72,000-100,000	110,000	112,546	85,000-177,000

INCENTIVES FOR ACCEPTING A POSITION

Financial Incentives

	Year	%*	Signing Bonus		%*	Performance Bonus	
			Median (\$)	Range (\$)		Median (\$)	Range (\$)
Consulting	01	96	25,000	10,000-45,000	61	15,000	5,000-30,000
	00	95	25,000	1,000-80,000	58	20,000	4,000-35,000
	99	94	25,000	4,000-36,000	56	16,000	3,000-40,000
Financial Services	01	87	20,000	10,000-58,000	73	20,000	3,000-45,000
	00	100	20,000	8,000-30,000	67	30,000	4,000-90,000
	99	84	15,000	3,000-30,000	70	15,000	3,000-45,000
Investment Banking	01	96	30,000	10,000-100,000	95	30,000	1,000-85,000
	00	97	20,000	10,000-30,000	95	30,000	10,000-70,000
	99	92	20,000	2,000-30,000	94	25,000	20,000-60,000
High Tech/Telecom Services	01	58	20,000	5,000-36,000	63	10,000	6,650-30,000
	00	77	20,000	5,000-40,000	46	10,500	8,000-70,000
	99	78	15,000	5,000-25,000	100	10,000	6,000-16,000
Other Services	01	57	17,500	5,000-25,000	57	20,500	5,000-42,500
	00	55	10,000	5,000-30,000	35	12,500	4,000-30,000
	99	63	10,000	5,000-50,000	30	7,000	1,000-14,000
Automotive	01	100	20,000	10,000-25,000	50	8,000	3,000-18,000
	00	67	20,000	2,500-30,000	33	10,000	2,500-20,500
	99	61	10,000	5,000-35,000	61	6,000	1,000-40,000
Computers/Electronic Products	01	100	20,000	10,000-30,000	78	10,000	5,000-18,000
	00	88	16,500	10,000-35,000	56	16,000	3,000-30,000
	99	93	10,000	3,000-25,000	70	14,000	4,000-50,000
Consumer Goods	01	100	25,000	10,000-45,000	60	5,000	1,600-12,750
	00	100	20,000	10,000-30,000	54	4,500	1,500-38,000
	99	95	20,000	5,000-30,000	43	6,000	2,000-20,000
Pharmaceutical/ Healthcare Products	01	100	22,000	15,000-30,000	89	5,350	3,000-15,000
	00	100	20,000	7,500-30,000	68	7,000	3,000-12,000
	99	83	15,000	8,000-20,000	61	6,000	3,000-10,000

*Indicates percentage of individuals receiving incentive as part of compensation package.

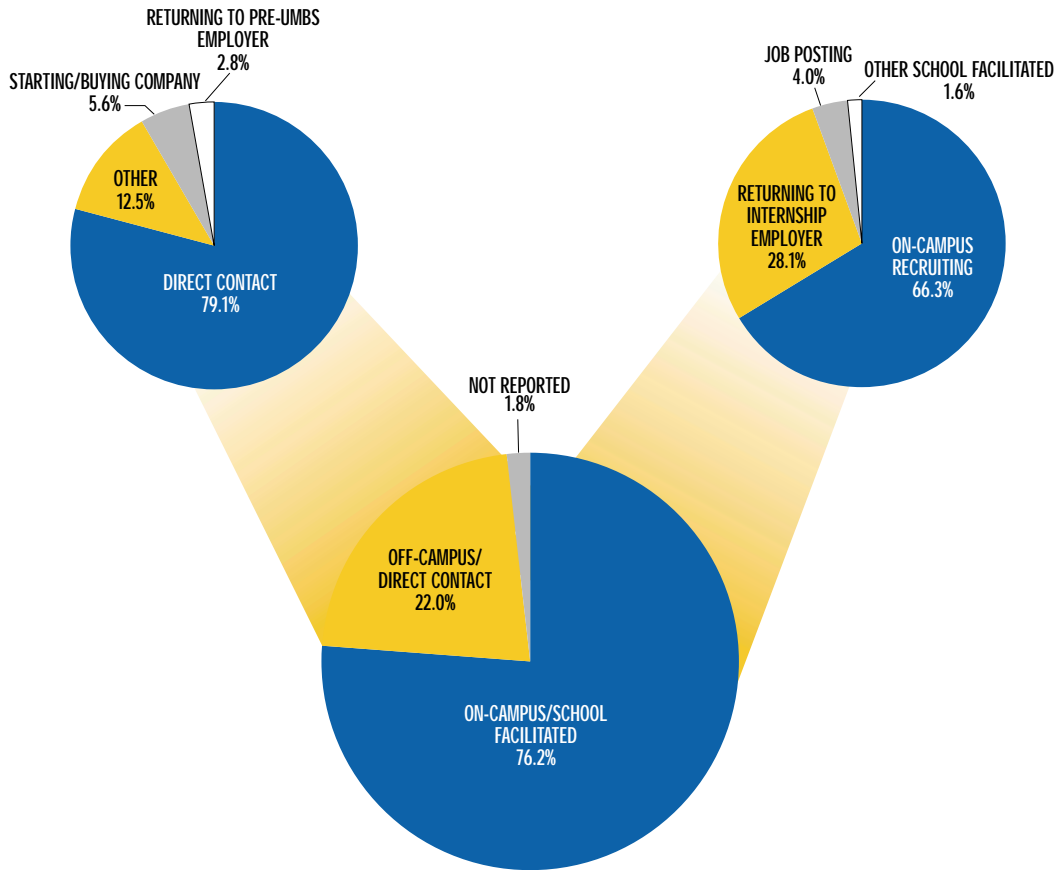
Top 10 Reasons for Accepting Positions

1	Positioning for the Future	19.9%
2	Intellectual Challenge	14.6%
3	Geographic Location	11.6%
4	Work/Life Balance	11.1%
5	Salary	7.8%
6	Advancement Opportunities	6.1%
7	Variety of Responsibilities	5.8%
8	Future Financial Gain	5.6%
9	Prestige	4.5%
10	Lifestyle	3.4%

APPROACHES TO JOB SEARCH



Position Source



Position Source	% of Class
On-Campus/School Facilitated	76.2
On-Campus Recruiting	66.3
Returning to Internship Employer	28.1
Job Posting	4.0
Other School Facilitated	1.6
Off-Campus/Direct Contact	22.0
Direct Contact	79.1
Other	12.5
Starting/Buying Company	5.6
Returning to Pre-UMBS employer	2.8
Not Reported	1.8
Total	100.0

Acceptances by Geographic Region

Ninety-six percent of reported offers included useable regional salary data.

Region	% Accepting	Median Base Salary* (\$)	Mean Base Salary* (\$)	Base Salary Range* (\$)
Northeast	30.9	85,000	81,980	37,500 - 150,000
Mid-Atlantic	2.1	66,500	63,450	41,600 - 75,000
Midwest	39.2	74,620	80,630	37,150 - 120,000
South	3.9	70,000	71,502	37,128 - 108,000
Southwest	4.1	72,500	70,488	57,200 - 85,200
West	9.0	72,000	73,696	37,150 - 120,000
International	10.8	66,695	66,447	25,000 - 114,000

Acceptances by Function

Ninety-six percent of reported offers included useable functional salary data.

Function	% Accepting	Median Base Salary* (\$)	Mean Base Salary* (\$)	Base Salary Range* (\$)
Consulting	25.7	102,000	92,952	37,000 - 120,000
General	7.7	105,000	88,715	37,000 - 120,000
Strategy	14.4	108,000	98,471	37,150 - 120,000
Other Consulting	3.6	81,000	79,957	48,000 - 120,000
Finance	34.0	85,000	78,666	25,000 - 150,000
Corporate Finance	10.3	72,000	69,733	25,000 - 87,000
Investment Management	3.9	85,000	77,604	30,000 - 107,458
Investment Banking	12.6	85,000	86,890	72,000 - 150,000
Sales/Trading	3.9	85,000	84,667	80,000 - 85,000
Other Finance	3.3	75,000	69,462	48,000 - 85,000
General Management	2.6	67,200	68,180	52,000 - 80,000
Strategic Planning	5.6	71,100	70,827	52,000 - 90,000
Marketing	23.7	67,800	66,615	36,000 - 90,000
General Marketing	6.9	66,000	66,926	37,128 - 90,000
Product Management	11.1	68,400	67,628	48,000 - 80,000
Other Marketing	5.7	68,500	64,252	36,000 - 88,400
Other	8.4	66,000	66,279	30,000 - 140,000

*Base salary is annualized.



Acceptances by Industry

Ninety-six percent of reported offers included useable industry salary data.

Industry	% Accepting	Median Base Salary* (\$)	Mean Base Salary* (\$)	Base Salary Range* (\$)
Service	61.8	85,000	83,422	30,000-150,000
Consulting	19.3	109,200	104,211	60,000 - 120,000
Financial Services	5.7	68,750	65,027	30,000 - 85,000
Investment Banking	21.9	85,000	84,001	48,000 - 150,000
Other Services	11.6	60,000	60,907	30,000 - 140,000
High Tech/Telecom Services	3.3	70,000	68,769	41,600 - 88,400
Manufacturing	38.2	69,600	68,481	25,000-90,000
Automotive	3.9	69,100	68,113	36,000 - 88,000
Computers/Electronics Products	7.5	73,000	68,477	25,000 - 84,000
Consumer Goods	11.3	68,200	66,848	37,000 - 84,000
Pharmaceutical/Healthcare Products	7.0	66,000	67,170	42,000 - 90,000
Other Manufacturing	8.5	72,600	71,903	48,000 - 90,000

Top Hiring Companies for MBA Class of 2002

Company	Number of Hires
Lehman Brothers, Inc.	16
A.T. Kearney, Inc.	15
Booz Allen & Hamilton	15
Deloitte Consulting	13
J.P. Morgan Chase & Company	9
Eli Lilly & Co.	8
Goldman, Sachs & Co.	8
Kraft Foods, Inc.	8
McKinsey & Company, Inc.	8
Johnson & Johnson, A Family of Companies	7
The Procter & Gamble Co.	7
Accenture	6
Apple Computer, Inc.	6
Ford Motor Company	6
Merrill Lynch	6
UBS Warburg	6

Top 10 Reasons for Accepting Positions

1	Positioning for the Future	22.8%
2	Intellectual Challenge	17.2%
3	Geographic Location	11.2%
4	Variety of Responsibilities	7.6%
5	Work/Life Balance	6.3%
6	Prestige	5.8%
7	Salary	5.4%
8	Future Financial Gain	4.6%
9	Other Reasons	3.6%
10	Advancement Opportunities	3.4%
10	Lifestyle	3.4%

Position Source

On-Campus/School Facilitated	66.7
On-Campus Recruiting	85.1
Job Posting	9.8
Other School Facilitated	5.1
Off-Campus/Direct Contact	33.3
Direct Contact	50.8
Other	48.4
Returning to Pre-UMBS employer	0.8
Total	100.0

Interns

BBA GRADUATES
CLASS OF 2001

BBA INTERNS
CLASS OF 2002

Profile Highlights

- In *U.S. News and World Report's* ranking of undergraduate business programs, Michigan's program emerged as #2. Michigan BBAs were ranked in the top five in seven key functional areas: accounting, finance, general management, international business, marketing, production operations management, human resources and consulting.
- In 2001, three industries attracted over 70% of BBA graduates: Investment Banking (31%), Consulting (30%), and Public Accounting (15%).
- In 2001, most BBA graduates accepted opportunities in four functional areas: Finance (41%), Consulting (31%), Marketing (10%), and Accounting (9%).



“ The BBA program positioned me for the best post-undergraduate business opportunities in the country, and, more importantly, allowed me to pursue them with confidence. ’ ’

–*Rich Carona, BBA '01*

BBA

DEMOGRAPHIC OVERVIEW

Class of 2001 BBA Graduates

325	students
97%	attended the University of Michigan in either Literature, Science & the Arts, Engineering or Natural Resources
3.62/4.0	median GPA upon admission to the Business School
Women:	42%
Minorities:	19%
International:	12%
~85%	have completed four or more semesters in a second language

Class of 2002 BBA Interns

329	students
95%	attended the University of Michigan in either Literature, Science & the Arts, Engineering, or Natural Resources
3.61/4.0	median GPA upon admission to the Business School
Women:	39%
Minorities:	22%
International:	12%
~80%	have completed four or more semesters in a second language

BBA GRADUATE EMPLOYMENT OVERVIEW

Graduates Seeking Employment

	U.S. Citizens/Permanent Residents		Foreign Nationals		Total Graduating Class	
Seeking Employment	69.8%	220	10.5%	33	80.3%	253
Not Seeking Employment						
Starting/Buying Company	0.0%	0	0.3%	1	0.3%	1
Continuing Education	7.9%	25	1.0%	3	8.9%	28
Sponsored Student/Already Employed	1.0%	3	0.3%	1	1.3%	4
Not currently seeking employment	0.4%	1	0.6%	2	1.0%	3
No Information Available	7.9%	25	0.3%	1	8.3%	26
Total Graduates	87.0%	274	13.0%	41	100.0%	315

Timing of Job Offers

	Received Offer by Graduation	Received Offer Before/Within 3 Months of Graduation	Confirmation of Offer Not Available
U.S. Citizens/Permanent Residents	90.5%	96.4%	3.6%
Foreign Nationals	84.9%	87.9%	12.1%
Total	90.1%	95.6%	4.8%

Timing of Job Acceptances

	Accepted Offer by Graduation	Accepted Offer Before/Within 3 Months of Graduation	Confirmation of Acceptance Not Available
U.S. Citizens/Permanent Residents	86.8%	94.1%	5.9%
Foreign Nationals	75.8%	78.8%	21.2%
Total	85.7%	92.5%	7.9%

Top Hiring Companies for BBA Class of 2001

Company	Number of Hires	Company	Number of Hires
Accenture	14	American Express Company	7
Andersen	11	Kraft Foods, Inc.	7
PricewaterhouseCoopers, LLP	11	Bear, Stearns & Co. Inc.	6
Credit Suisse First Boston	9	Deloitte Consulting	5
Ernst & Young LLP	9	Headstrong	5
A.T. Kearney, Inc.	8	Merrill Lynch	5
Deloitte & Touche LLP	8	Peterson Consulting	5
J.P. Morgan Chase & Company	8		



Base Salary by Citizenship

Ninety-nine percent of reported offers included useable salary information.

	Percent of Reported	Median Base Salary (\$)	Mean Base Salary (\$)	Base Salary Range (\$)
U.S. Citizens/Permanent Residents	88.7	50,000	49,327	10,000-65,000
Foreign Nationals	11.3	55,000	52,846	27,000-84,000
Total	100.0	50,000	49,725	10,000-84,000

Signing Bonus by Citizenship

Seventy-nine percent of reported offers included signing bonus information.

	Percent of Graduates	Median Bonus (\$)	Mean Bonus (\$)	Bonus Range (\$)
U.S. Citizens/Permanent Residents	90.2	5,000	5,669	1,000-15,000
Foreign Nationals	9.8	6,750	6,444	2,000-10,000
Total	100.0	5,000	5,746	1,000-15,000

Other Guaranteed Compensation* by Citizenship

Fifty percent of reported offers included other compensation information.

	Percent of Reported	Median Bonus (\$)	Mean Bonus (\$)	Bonus Range (\$)
U.S. Citizens/Permanent Residents	86.2	5,000	11,943	1,000-55,000
Foreign Nationals	13.8	8,750	16,347	800-84,000
Total	100.0	5,500	12,529	800-84,000

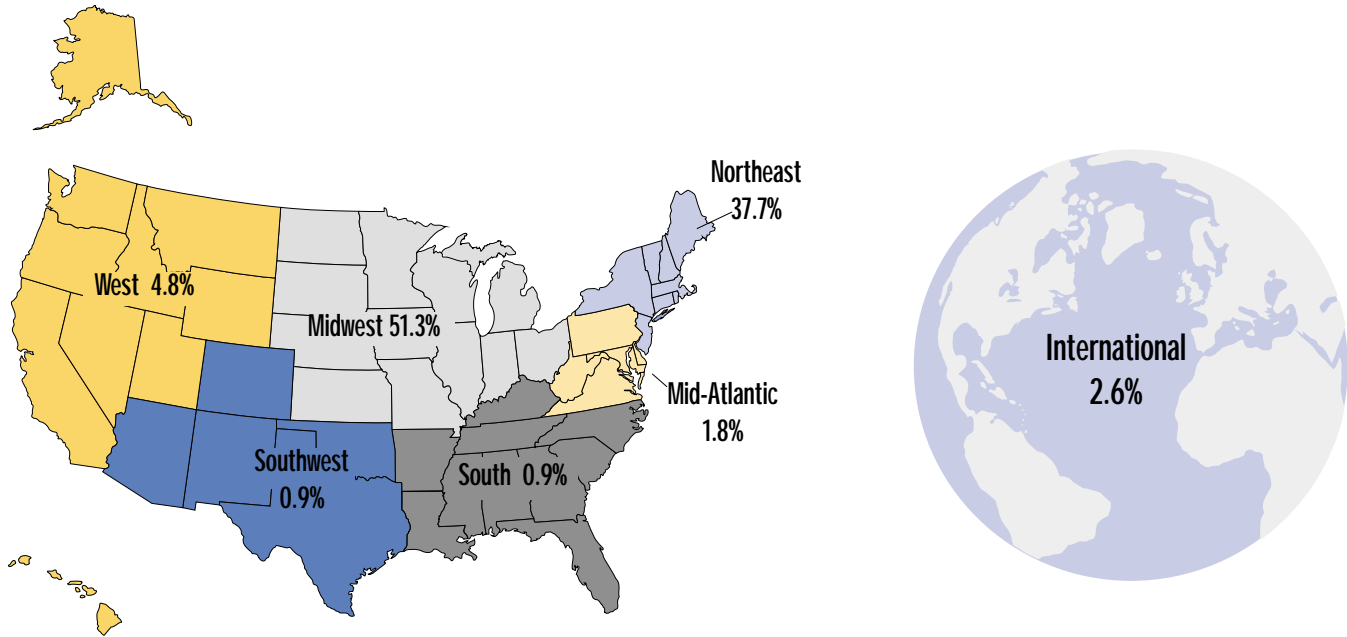
*Other Guaranteed Compensation includes year-end performance bonus, tuition reimbursement and guaranteed overtime.

Additional Compensation

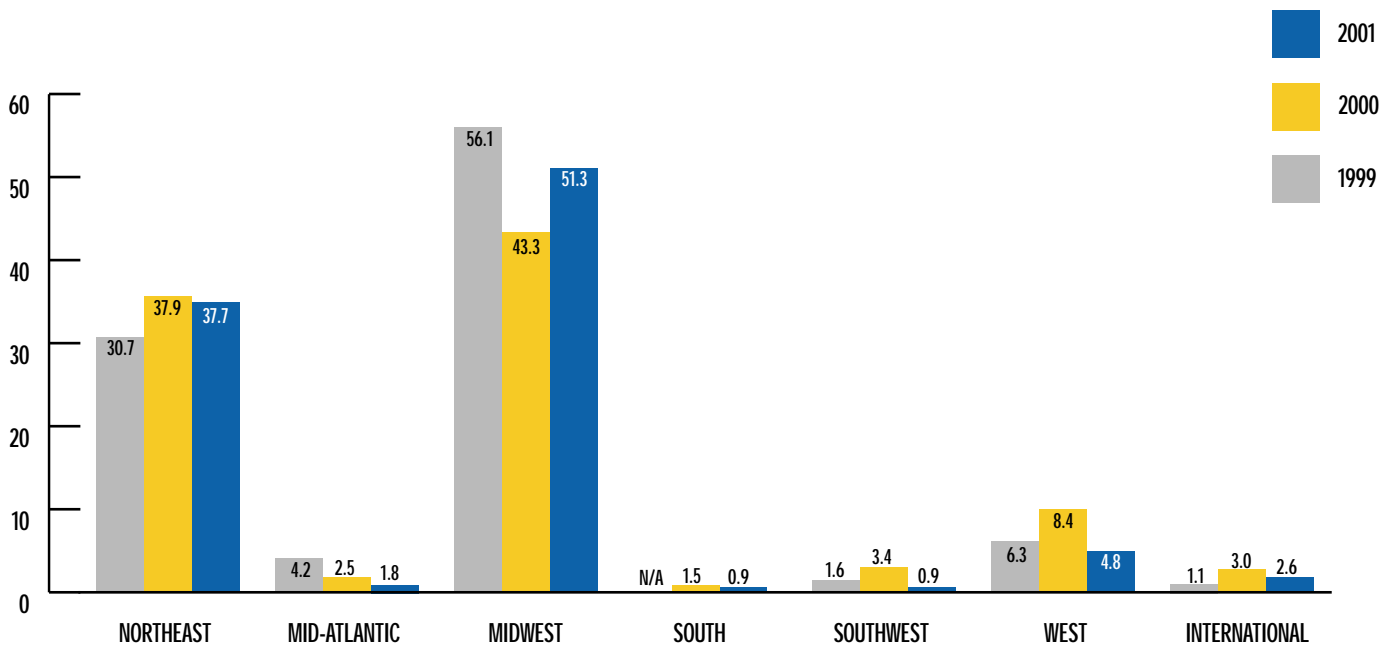
- 92% of students reported receiving Relocation Compensation.
- 21% of students reported receiving Stock Options.

BBA GRADUATE ACCEPTANCES BY GEOGRAPHIC REGION

2001 Global Distribution



1999-2001 Acceptances Comparison (%)



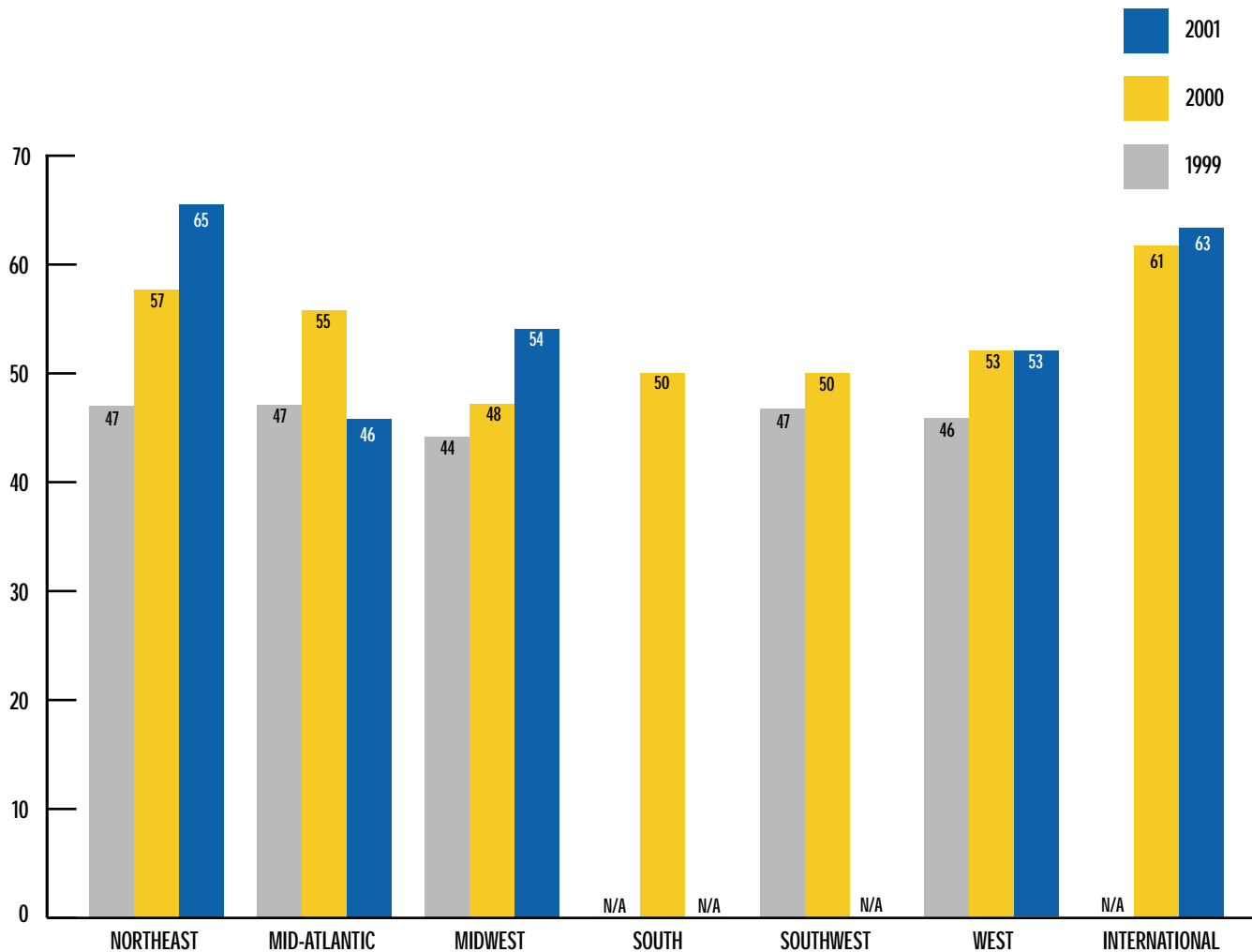


2001 Detailed Compensation Information

Ninety-eight percent of reported offers included useable regional salary data.

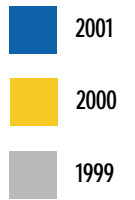
Region	% Accepting	Median Base Salary (\$)	Mean Base Salary (\$)	Base Salary Range (\$)	Median Total* Compensation (\$)	Mean Total* Compensation (\$)	Total* Compensation Range (\$)
Northeast	37.7	55,000	52,870	30,000-65,000	65,000	68,276	34,000-110,000
Mid-Atlantic	1.8	41,000	45,000	37,000-61,000	45,750	50,375	39,000-71,000
Midwest	51.3	48,000	47,833	27,000-62,000	54,000	54,958	32,000-95,000
South	0.9	N/A	N/A	N/A	N/A	N/A	N/A
Southwest	0.9	N/A	N/A	N/A	N/A	N/A	N/A
West	4.8	50,000	50,355	41,000-62,000	53,150	60,793	43,000-92,500
International	2.6	55,000	41,167	10,000-60,000	62,500	51,250	10,000-90,000

1999-2001 Median Total Compensation* Comparison (K\$)

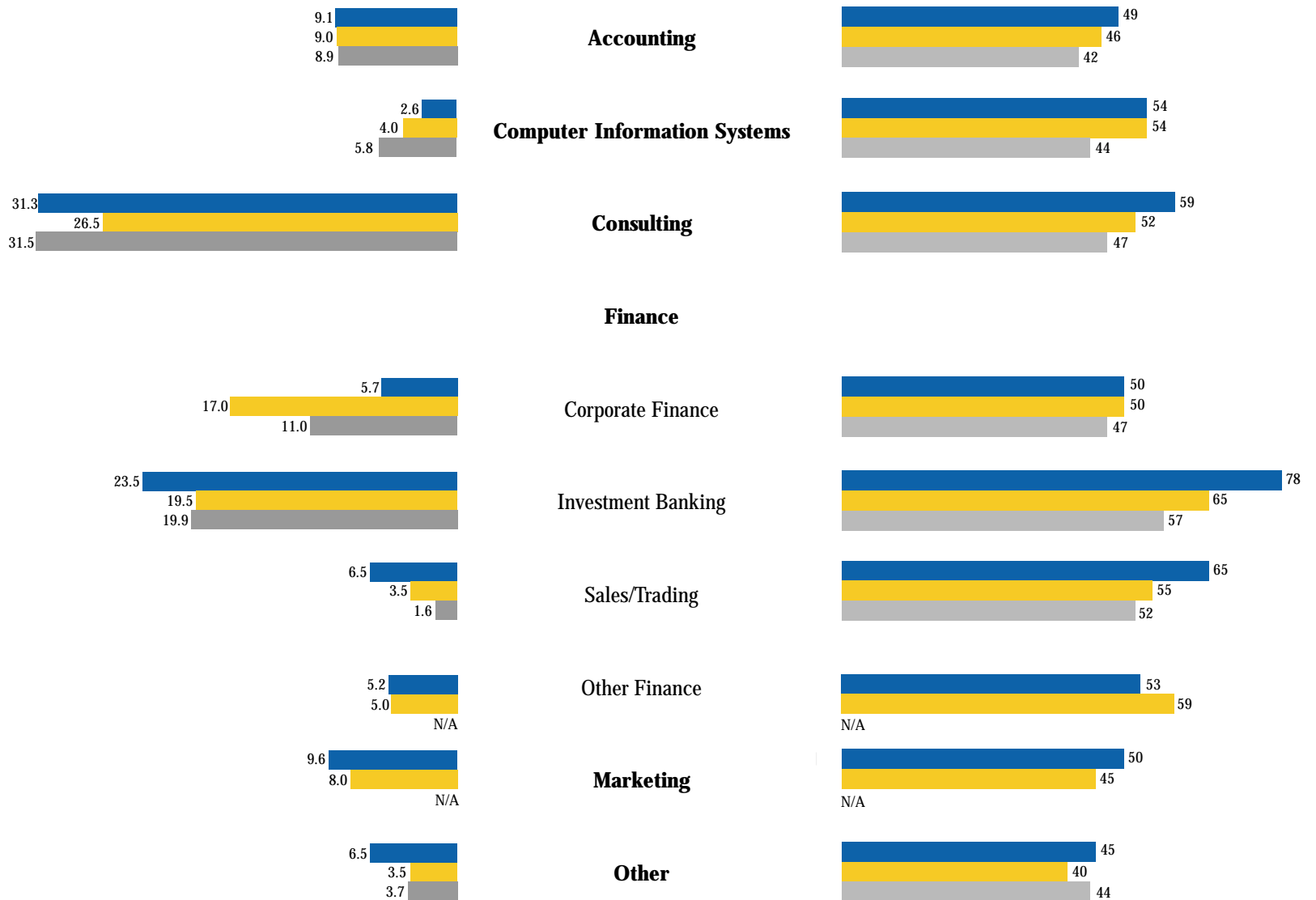


* Total compensation includes base salary, signing bonus, tuition reimbursement, performance bonus and guaranteed overtime.

BBA GRADUATE ACCEPTANCES BY FUNCTION



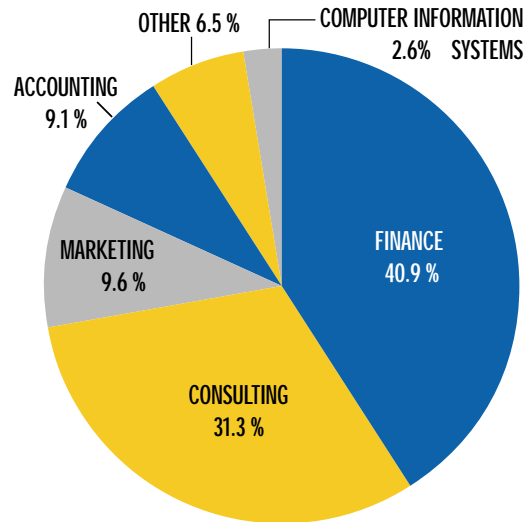
% Accepting **1999 - 2001 Comparison** **Median Total Compensation* (K\$)**



* Total compensation includes base salary, signing bonus, tuition reimbursement, performance bonus and guaranteed overtime.



2001 Functional Distribution

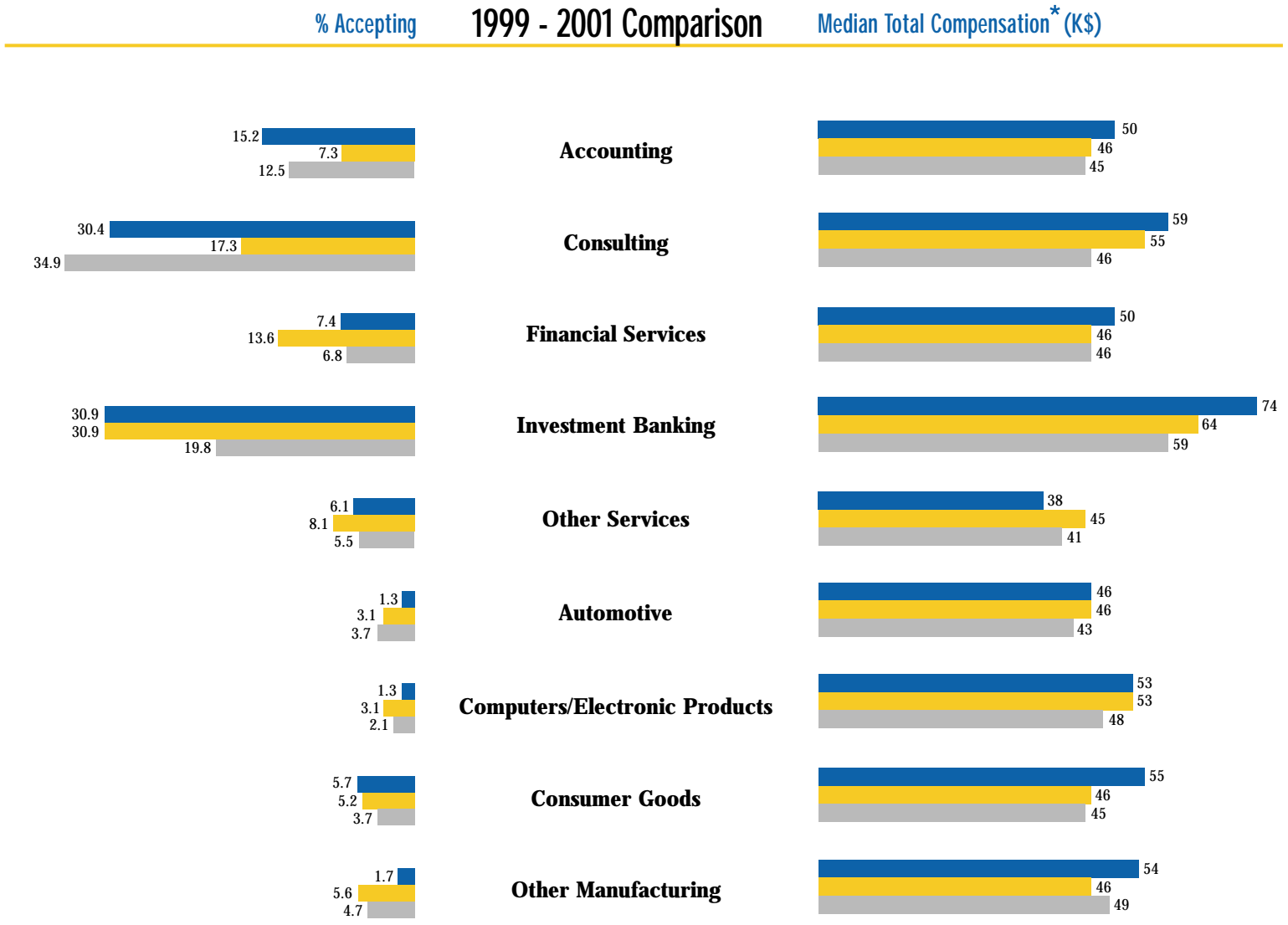
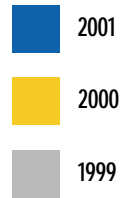


2001 Detailed Compensation Information

Ninety-nine percent of reported offers included useable functional salary data.

Function	% Accepting	Median Base Salary (\$)	Mean Base Salary (\$)	Base Salary Range (\$)	Median Total* Compensation (\$)	Mean Total* Compensation (\$)	Total* Compensation Range (\$)
Accounting	9.1	45,000	45,205	36,500-53,000	49,000	48,186	36,500-60,000
Computer Information Systems	2.6	48,450	49,150	45,000-55,000	53,895	53,548	49,000-59,000
Consulting	31.3	52,000	52,380	41,000-84,000	58,900	59,036	41,000-86,000
General Information	12.6	48,000	48,098	41,000-65,000	53,000	53,522	41,000-75,000
Technology/Systems	6.1	52,000	52,322	42,500-61,000	56,250	58,786	46,500-71,000
Operations/Process	3.0	50,000	50,857	47,000-55,000	57,000	57,100	51,700-62,000
Strategy	9.6	57,000	58,545	48,000-84,000	68,000	67,080	53,000-86,000
Finance	40.9	55,000	51,502	34,500-60,000	65,000	69,402	36,000-110,000
Corporate Finance	5.7	45,600	46,515	43,000-50,000	49,500	50,719	44,000-58,000
Investment Banking	23.5	55,000	54,685	43,000-60,000	77,500	77,861	53,000-110,000
Sales/Trading	6.5	55,000	49,133	35,000-55,000	65,000	67,800	40,000-100,000
Other Finance	5.2	45,500	45,542	34,500-55,000	53,000	53,575	36,000-77,500
Marketing	9.6	45,000	45,341	27,000-60,000	50,000	51,034	32,000-73,000
Other	6.5	40,000	38,833	10,000-60,000	44,500	41,120	10,000-60,000

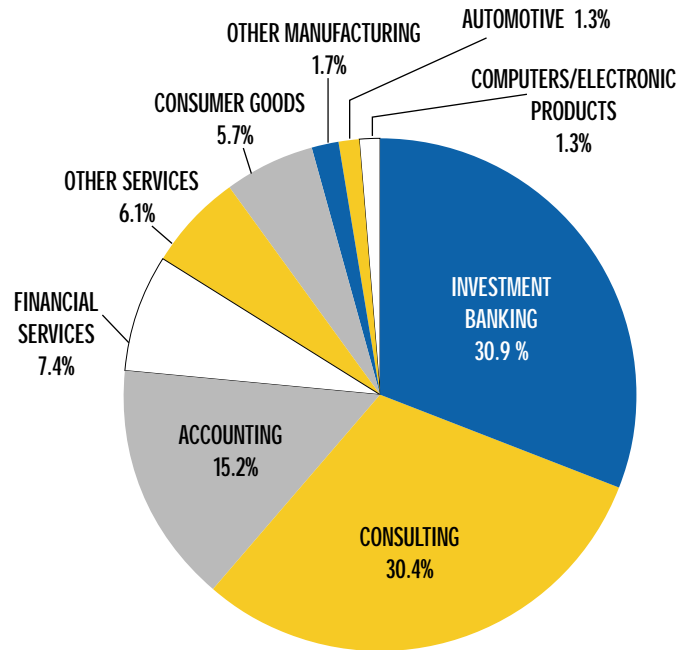
BBA GRADUATE ACCEPTANCES BY INDUSTRY



* Total compensation includes base salary, signing bonus, tuition reimbursement, performance bonus and guaranteed overtime.



2001 Industry Distribution



2001 Detailed Compensation Information

Ninety-nine percent of reported offers included useable industry salary data.

Industry	% Accepting	Median Base Salary (\$)	Mean Base Salary (\$)	Base Salary Range (\$)	Median Total* Compensation (\$)	Mean Total* Compensation (\$)	Total* Compensation Range (\$)
Service	90.0	51,000	49,967	10,000-84,000	58,800	61,041	10,000-110,000
Accounting	15.2	47,000	46,237	36,500-55,000	50,000	49,660	36,500-63,500
Consulting	30.4	52,000	52,077	41,000-65,000	58,650	58,842	41,000-75,000
Financial Services	7.4	45,000	44,559	34,500-55,000	50,000	49,512	36,000-70,000
Investment Banking	30.9	55,000	53,479	35,000-60,000	74,000	75,542	40,000-110,000
Other Services	6.1	37,000	37,500	10,000-84,000	38,000	40,946	10,000-86,000
Manufacturing	10.0	48,600	47,548	40,000-60,000	53,150	52,680	44,000-60,000
Automotive	1.3	45,000	45,533	43,000-48,600	46,000	46,200	44,000-48,600
Computers/Electronics Products	1.3	45,600	46,967	45,300-50,000	53,150	54,408	52,075-58,000
Consumer Goods	5.7	50,000	48,000	43,000-50,000	55,000	53,500	44,000-60,000
Other Manufacturing	1.7	46,050	48,025	40,000-60,000	53,395	53,578	47,520-60,000

INCENTIVES FOR ACCEPTING A POSITION

Financial Incentives

	Year	%*	Signing Bonus		Performance Bonus		
			Median (\$)	Range (\$)	%*	Median (\$)	Range (\$)
Accounting	01	66	3,000	1,500-5,000	29	3,850	1,000-5,500
	00	86	3,000	1,000-3,000	14	6,300	4,500-8,000
	99	84	2,000	1,000-5,000	12	4,000	4,000-8,000
Consulting	01	97	5,000	1,000-10,000	36	5,000	1,000-8,000
	00	97	4,000	1,500-10,000	36	5,300	4,000-15,000
	99	77	3,000	1,000-7,000	12	4,700	1,000-10,000
Financial Services	01	77	5,000	1,000-5,000	35	5,000	800-10,000
	00	69	3,000	2,000-10,000	31	17,500	3,100-28,000
	99	38	2,000	2,000-5,000	4	3,500	2,000-9,000
Investment Banking	01	79	10,000	2,000-15,000	66	20,000	2,000-45,000
	00	73	5,000	1,000-10,000	66	20,000	5,000-35,000
	99	58	5,000	4,000-10,000	58	21,500	2,000-35,000
Computers/Electronic Products	01	100	3,775	3,775-5,000	100	3,000	3,000-3,775
	00	100	4,000	1,000-6,000	68	5,800	4,200-7,000
	99	25	5,000	5,000-5,000	100	4,500	2,000-7,000
Consumer Goods	01	92	5,000	1,000-10,000	39	2,500	2,000-5,000
	00	50	3,000	2,000-8,500	N/A	N/A	N/A
	99	43	5,000	3,000-9,000	N/A	N/A	N/A

*Indicates percentage of individuals receiving incentive as part of compensation package.

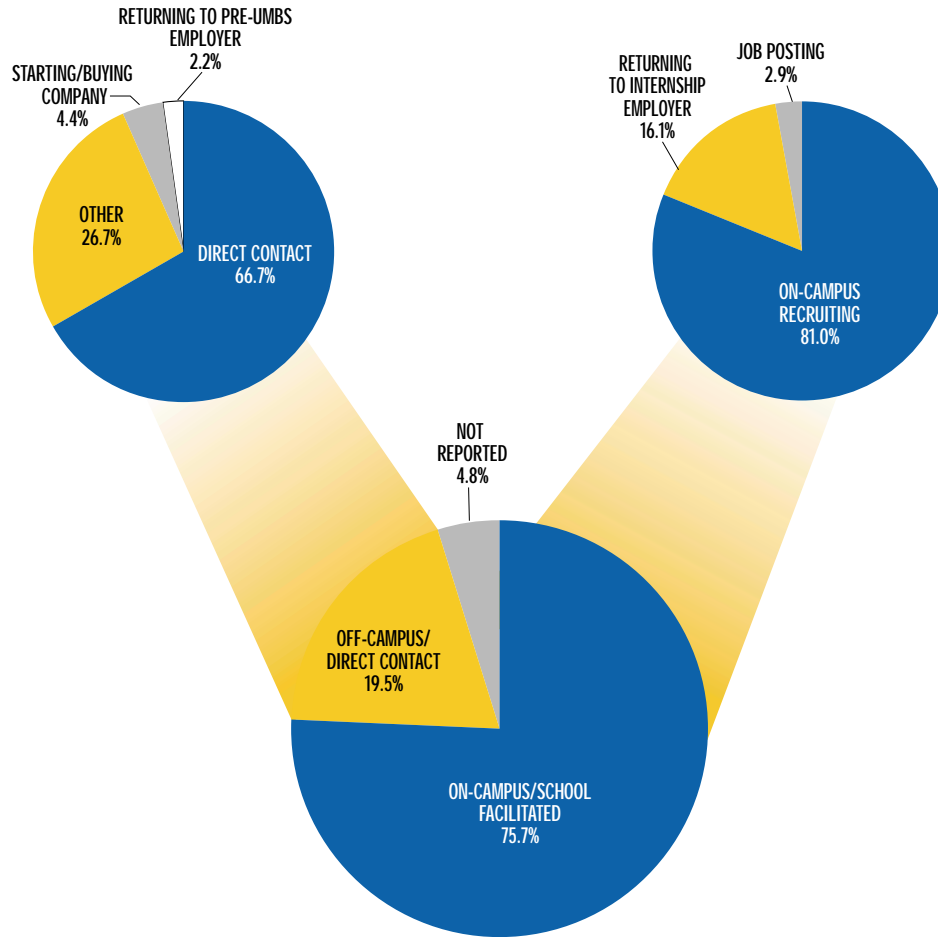
Top 10 Reasons for Accepting Positions

1	Positioning for the Future	18.6%
2	Geographic Location	11.6%
3	Intellectual Challenge	11.4%
4	Work/Life Balance	11.0%
5	Salary	8.9%
6	Lifestyle	6.8%
7	Prestige	6.2%
8	Variety of Responsibilities	5.8%
9	Future Financial Gain	5.4%
10	Advancement Opportunities	5.0%

APPROACHES TO JOB SEARCH



Position Source



Position Source	% of Class
On-Campus/School Facilitated	75.7
On-Campus Recruiting	81.0
Returning to Internship Employer	16.1
Job Posting	2.9
Off-Campus/Direct Contact	19.5
Direct Contact	66.7
Other	26.7
Starting/Buying Company	4.4
Returning to Pre-UMBS employer	2.2
Not Reported	4.8
Total	100.0

Acceptances by Geographic Region

Ninety-four percent of reported offers included useable regional salary data.

Region	% Accepting	Median Base Salary* (\$)	Mean Base Salary* (\$)	Base Salary Range* (\$)
Northeast	33.8	43,596	42,984	11,000-65,000
Mid-Atlantic	2.5	40,000	38,328	28,000-44,200
Midwest	51.7	36,000	35,238	16,640-55,000
South	0.5	N/A	N/A	N/A
Southwest	2.5	35,000	34,977	22,286-47,600
West	4.5	45,000	45,627	25,000-55,000
International	4.5	55,000	42,743	18,000-55,888

Acceptances by Function

Ninety-five percent of reported offers included useable functional salary data.

Function	% Accepting	Median* Base Salary (\$)	Mean* Base Salary (\$)	Base Salary Range* (\$)
Accounting	15.3	36,500	37,223	19,000-48,950
Consulting	15.8	40,900	37,393	18,000-52,000
General	3.5	39,000	35,949	22,286-48,000
Info-Tech Systems	7.9	41,500	37,980	18,000-46,500
Other Consulting	4.5	36,000	37,471	26,000-52,000
Computer Information Systems	2.5	36,000	37,840	32,000-46,800
Finance	43.6	42,000	42,495	20,000-65,000
Corporate Finance	8.4	31,200	35,313	25,000-55,000
Investment Banking	19.3	55,000	50,467	20,000-65,000
Investment Management	3.5	42,000	39,571	20,000-55,000
Sales/Trading	5.9	31,800	37,667	20,000-55,000
Other Finance	6.4	36,000	34,003	20,800-42,000
Marketing	14.9	40,000	35,306	11,000-55,000
Other	7.9	29,640	29,519	15,000-52,000

*Base salary is annualized.

Note: Eighteen students chose to participate in uncompensated internships.

BBA



Acceptances by Industry

Ninety-five percent of reported offers included useable industry salary data.

Industry	% Accepting	Median Base Salary* (\$)	Mean Base Salary* (\$)	Base Salary Range* (\$)
Service	81.2	41,000	39,868	11,000-65,000
Accounting	15.8	36,500	39,308	19,000-55,000
Consulting	13.9	39,000	38,413	20,800-52,000
Financial Services	12.9	41,795	38,165	20,000-52,000
Investment Banking	28.2	54,000	46,648	18,500-65,000
Other Services	10.4	26,000	27,336	11,000-46,000
Manufacturing	18.8	31,200	33,485	18,000-55,000
Automotive	5.4	31,200	33,745	20,000-55,000
Pharmaceutical/Healthcare Products	3.5	27,040	28,703	19,800-38,400
Consumer Goods	5.4	40,000	37,225	21,312-47,600
Other Manufacturing	4.5	31,200	32,316	18,000-44,400

Top Hiring Companies for MBA Class of 2002

Company	Number of Hires
PricewaterhouseCoopers, LLP	16
Deloitte & Touche LLP	15
Andersen	13
American Express Company	11
UBS Warburg	10
Credit Suisse First Boston	9
Bear, Stearns & Co. Inc.	5
Merrill Lynch	5
Plante & Moran, LLP	5
Lehman Brothers Inc.	4
Visteon Automotive Systems	4

Top 10 Reasons for Accepting Positions

1	Positioning for the Future	21.3%
2	Geographic Location	12.7%
3	Intellectual Challenge	11.3%
4	Prestige	8.9%
5	Variety of Responsibilities	8.4%
6	Work/Life Balance	7.0%
7	Salary	6.0%
8	Future Financial Gain	4.8%
9	Advancement Opportunities	4.4%
10	Recognition	3.2%

Position Source

On-Campus/School Facilitated	57.7
On-Campus Recruiting	87.5
Job Posting	11.7
Other School Facilitated	0.8
Off-Campus/Direct Contact	42.3
Direct Contact	69.1
Other	24.5
Returning to Pre-UMBS employer	6.4
Total	100.0

Interns

Profile Highlights

- Michigan is consistently ranked as a favorite among recruiters. In a recent *Wall Street Journal*/Harris Interactive survey, corporate recruiters ranked UMBS #4 among the top 50 schools, #1 among public business schools and the #1 school of its size (enrollment over 500).
- Companies have given Michigan graduates the highest possible score in the two critical areas ranked by *Business Week* magazine – analytic skills and teamwork – in every ranking since 1996. And, since 1988, only four schools – Michigan among them – have consistently been in BWs Top 10 list of schools.



“ Michigan grads are motivated, articulate, committed to success and thoughtful. The faculty at UMBS prepares students well for the rigors and realities of the markets they wish to enter. ”

–Recruiter, *BoozAllen & Hamilton, Inc.*

Companies Recruiting on Campus or Hiring University of Michigan Business School Students in 2000-2001

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
1stBank			•	
ABB, Inc.			•	
Abbott Laboratories	•	•		
ABN AMRO Bank			•	•
Accenture +*	•	•	•	•
Action Learning Associates		•		
Adams, Harkness & Hill			•	
The Advisory Board Company	•			
A.G. Edwards & Sons, Inc.	•	•	•	•
Agilent Technologies Inc.	•	•		
Air Liquide America	•			
Alcoa	•			
Alliance Foods Inc.			•	
Alliant Techsystems Inc.				•
Allianz Group		•		
Allstate Insurance Co.	•			
Amazon.com	•	•		
American Airlines	•	•	•	
American Electric Power	•			
American Express Company*	•	•	•	•
American Express Financial Advisors			•	
American Management Systems, Inc.			•	
Amgen, Inc.	•	•		
Amway Corp.				•
Anabolic Laboratories, Inc.	•			

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Analog Devices, Inc.	•	•		
Andersen*	•		•	•
Andersen International	•			
Apple Computer, Inc.		•		
Applied Materials, Inc.	•	•	•	
Aravind Eye Hospital		•		
Arbor Networks	•			
Arbor Partners		•		
Arbor Strategy Group				•
Arborwood.com			•	
Archelon LLC			•	•
Ardesta		•		•
Arthur Andersen International	•		•	
Arthur D. Little, Inc.+	•			
ArvinMeritor Inc.	•			
Asahi Glass Co.,Ltd.	•			
Asterand Inc.		•		
Astro Cap Manufacturing				•
A.T. Kearney, Inc.+*	•	•	•	
Atlantic Security Bank		•		
Autodesk, Inc.	•			
Avail Networks, Inc.		•		
AXA Advisors	•			
Bain & Company, Inc.*	•	•	•	•
The Ball Foundation		•		

Bold indicates UMBS Associates Program Members

+ Top employer of three or more MBA graduates

* Top employer of three or more BBA graduates

Companies Recruiting on Campus or Hiring University of Michigan Business School Students in 2000-2001

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Banc of America Securities+*	•	•	•	•
Banco BVA S.A.	•			
Banco Bilbao Vizcaya				•
Banco Itau SA - Brazil	•			
Bank Boston Banco Multiplo S/A	•			
Bank One			•	•
Bank of Ayudhya		•		
The Bank of Tokyo-Mitsubishi, Ltd	•	•		
Bausch & Lomb, Inc.		•		
Barclays Capital/Barclays Bank PLC		•		
Battelle Memorial Institute		•		
Baxter Healthcare Corporation	•	•		
BDO Seidman, LLP				•
Bear, Stearns & Co. Inc.+*	•	•	•	•
BellSouth Corp.	•	•		
Bertelsmann AG	•			
BlackRock Financial Management Inc.	•		•	
The Blackstone Mezzanine Group			•	
Blue2Space				•
BOC Gases	•	•		
Booz Allen & Hamilton+	•	•	•	
Borders Group Inc.				•
The Boston Consulting Group, Inc.+	•	•	•	•
Botta Capital Mangagment LLC			•	

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Boys and Girls Club of America		•		
BP Amoco	•	•		
Braun Consulting			•	
The Bridgespan Group	•			
Brinker Capital				•
Bristol-Myers Squibb Co+	•	•		
Broadview International LLC	•		•	
Brunswick	•	•		
BSMG Worldwide				•
The Budd Company			•	
The Calvert Group		•		
Campbell Soup Co.	•	•		
CAP Gemini Ernst & Young	•	•		
Cargill, Inc.	•	•		
Carlisle and Company	•		•	
Caterpillar Inc.	•		•	
CBS Television				•
Cedar Fair, L.P.				•
Cerner Corp.	•			
CFI Group	•			
Chanin Capital Partners			•	
Chard Power Computing			•	
The Chase Manhattan Bank	•		•	
Charles Schwab & Co., Inc.	•			
Chevron Corp.	•	•		

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COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Chicago Mercantile Exchange			•	
Chicago Trading Co.			•	
China Development Industrial Bank	•			
CIBC World Markets			•	
CID Equity Partners	•			
CIGNA Retirement & Investment Services	•	•	•	•
Cijen Inc.	•			
Cinergy Corp.	•	•		
Citigroup/Citibank+	•	•	•	
City of Elim, Alaska		•		
Clairol		•		
The Clorox Company+	•	•	•	
The Coca-Cola Co.	•	•		
Cochran, Caronia & Co.			•	
Comerica Bank			•	
COMPAQ Computer Corp.	•	•		
Computer Sciences Corp.	•		•	
Continental Airlines, Inc.			•	
Contract Counsel		•		
Corporate Executive Board	•			
Corporate Value Associates	•	•		
Corrigo, Inc.	•			
Corus Bankshares, Inc.			•	
Credit Suisse First Boston*	•	•	•	•

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Crow Holdings			•	
Cummins Inc.	•			
Cutler Group			•	
DaimlerChrysler AG		•		•
Dain Rauscher Wessels	•	•	•	
Daiwa Securities Group Inc.	•			
Dana Commercial Credit			•	•
Deere & Company	•	•		
Dell Computer Corp.	•	•	•	
Deloitte & Touche LLP*	•	•	•	•
Deloitte Consulting+*	•	•	•	•
Delphi Automotive Systems	•	•	•	•
Delta Air Lines, Inc.	•			
Deutsche Banc Alex Brown*	•	•	•	•
Dhamm InfoTech Pvt. Ltd.			•	
DiamondCluster International, Inc.+	•	•	•	
Dine College (Navajo Community College)				•
Disney Consumer Products	•		•	
Domino's Pizza, Inc.				•
The Dow Chemical Co	•	•	•	•
Driehaus Capital Management, Inc.	•			
DTE Energy Company	•	•		
Duff & Phelps, LLC	•		•	
Durr Environmental, Inc.				•

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Companies Recruiting on Campus or Hiring University of Michigan Business School Students in 2000-2001

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Dynamis Solutions, Inc.	•	•	•	•
Dyson-Kissner-Moran Corporation	•	•		
E & J Gallo Winery	•		•	
Eaton Corporation	•		•	
eBay.com		•		•
Eberwhite Data Technologies		•		
Ecolab, Inc.	•	•		
Ecos Technologies		•		
Edgemere Enterprises		•		
EDS		•		•
Elelux Electronics Co., Ltd.		•		
Eli Lilly & Co.+	•	•	•	•
EMC Corporation	•			
Emerging Solutions			•	
Emerson Electric Co.	•	•		
Endeavor Agency, L.L.C.				•
Enron	•	•	•	•
Environmental Research Institute of Michigan		•		
EquiCo Capital Markets	•			
Ericsson Telecommunications Ltd.		•		
Ernst & Young LLP*	•	•	•	•
ESPN				•
ETAS, Inc.		•		
Exxon Mobil Corp	•	•		

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Federal Mogul	•			
Federal Reserve Bank of New York	•	•		
Federated Investors, Inc.	•			
Fiat/Alpha Romeo		•		
Fidelity Investments	•	•		
Financo, Inc.			•	•
First Union				•
First Union Securities, Inc.	•	•		
Fitch Inc.			•	
Flagstar Bank			•	•
FleetBoston Financial	•			
Flora Textiles Ltd.			•	
FMC Corporation	•			
Ford Motor Company+	•	•	•	•
FreeMarkets, Inc.		•	•	
Frito-Lay Co.	•	•		
Ganassi Motorsports	•			
garage.com		•		
Gartner Group, Inc.	•			
Gateway	•	•		
GC Timmis and Company		•		•
Gelber Group-Chicago Mercantile Exchange				•
GEM Investors, Inc.			•	

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COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
General Catalyst	•			
General Electric Capital Corp.		•		
General Electric Co.	•	•	•	•
General Electric Medical Systems	•			
General Mills, Inc.+	•	•	•	•
General Motors Corp.- NY Treasurer's Office	•	•		
General Motors Corporation+	•	•	•	•
Gerard Klauer Mattison	•			
Gershman Brown and Associates				•
Gibson & Associates, Inc.*			•	•
The Gillette Co.	•	•		
Glaxo Wellcome plc	•			
GlaxoSmithKline		•		
Gleacher & Co. LLC			•	
GMAC Financial Services	•			
Goldman, Sachs & Co.+*	•	•	•	•
The Goodyear Tire & Rubber Co.	•	•		
Gray & Company	•			
Group One Trading, L.P.			•	•
Grupo Blumen			•	
Guardian Industries Corp.	•			
Guidant Corp.	•	•		
Habitat for Humanity NYC				•
HAHT Commerce	•			

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Hammes Company	•			
Handleman Company			•	•
HandyLab, Inc		•		
Harley-Davidson Motor Company	•			
Haworth, Inc.			•	
Hawthorn			•	
Headstrong*			•	
Heitman Capital Management			•	
Hewitt Associates LLC			•	
Hewlett-Packard Co.	•	•		
Hines	•			
Hitachi Medical Corporation	•			
Hokkaido Electric Power Co., Inc.	•			
Holnam, Inc.		•		
HomeRun Services		•		
Honeywell International	•		•	•
Horiba Instruments		•		
Houlihan, Lokey, Howard & Zukin	•		•	•
HSBC - Hongkong and Shanghai Banking Corporation Ltd				•
i2 Technologies	•	•		
Idea Integration	•			
IMG (International Management Group)	•			
IMIJ Entertainment				•

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COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
IMIJ International Inc.				•
Independence Investment	•		•	
Independence Technology		•		
Inflow Corporation	•			
Inforte	•			
ING Barings LLC*	•		•	
Initiative for Social Action and Renewal (ISAR)		•		
Initiative for a Competitive Inner City		•		
InteCap	•		•	
Intel Corp. *	•	•	•	•
IntelliMark		•		
Interbrand, Inc.				•
Interlink Networks		•		
International Business Machines Corp.+	•	•	•	
International Paper Co.	•			
International Technology Exchange				•
Internet2		•		
Iomega Corporation		•		
iQuantic, Inc.			•	
Itochu Corporation	•			
ITT Industries Inc	•			

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
ITU Ventures		•		
iVillage.com				•
Jefferies & Co., Inc.			•	
Jet Propulsion Laboratory			•	
Johnson & Johnson, A Family of Companies+	•	•	•	•
Johnson Controls, Inc.				•
J.P. Morgan Chase & Company+*	•	•	•	•
JSM Capital Holding Corp.				•
JTC Singapore			•	
Juniper Networks	•			
Kansai Electric Power Company	•			
Kayne Anderson Rudnick				•
Keithley Instruments, Inc.	•			
Kellogg Co.	•	•		
KeyCorp			•	
Keystone Consulting Group	•			
Kinderstreet		•		
Kmart Corp.	•	•		
Knoll Pharmaceuticals	•			
Koch Ventures, Inc.		•		
KPMG LLP			•	•
Kraft Foods, Inc.+*	•	•	•	
Kurt Salmon Associates			•	

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COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
L&L	•			
Lante Corporation			•	
Latona Associates	•	•	•	•
Lazard Freres & Co. LLC	•		•	•
Lehman Brothers Inc.+*	•	•	•	•
Leo Burnett USA			•	•
Leucadia National Corporation	•	•		
LifeServ Corporation	•		•	
The Limited, Inc.		•		
Lincoln Partners L.L.C.			•	
Lockheed Martin Corp.	•		•	
Lucent Technologies	•	•	•	
The Lutz Co.			•	
M&T Bank Corporation	•	•		
Macy's East			•	•
Marakon Associates	•			
MarchFirst	•			
Marriott International Lodging Finance		•		
The Martec Group			•	•
Masco Corp.	•			
MassMutual Financial Group	•	•		
Matsushita Electric Industrial Co., Ltd.	•			
McDonald Investments	•			

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
MCG Capital Corporation				•
The McGraw-Hill Companies	•			
McKinsey & Company, Inc.+	•	•	•	
M.D. Sass				•
Medtronic, Inc.+	•	•		
Mercer Management Consulting+	•	•	•	
Merck & Co., Inc.	•	•		
Merrill Lynch*	•	•	•	•
Mervyn's California			•	•
Metropolitan Life Insurance Co.	•			
MI Corporation	•			
Michigan National Bank			•	
Microsoft Corp.	•	•		
Midwest Research				•
Ministry of Land, Infrastructure and Transportation	•			
Minnesota Mining and Manufacturing Company	•	•		
The Minute Maid Company	•			
Mobilian Corporation	•	•		
Morgan Stanley+*	•	•	•	•
Multidevelopment Corporation		•		
Munder Capital Management	•	•		•
Murphy Noell Capital, LLC		•		

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COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
MVent+	•	•		
Nabisco, Inc.	•	•		
Naiot Technology Center		•		
Narus	•			
National City Corp.	•		•	•
National Institute of Standards and Technology				•
National Park Service		•		
NCR Corp.	•			
Nemak, S.A.		•		
Nestle USA	•	•		
New England Realty				•
New York Life Insurance Co.	•			
Nextera	•		•	
NIKE, Inc.				•
Nomura Securities International, Inc.	•			
Northwest Airlines, Inc.	•	•	•	
Northwestern Investment Management Co.	•			
Novar Controls Corporation		•		
Novartis AG	•	•		
Novell, Inc	•	•		
Olympia Entertainment				•
ONDEO Nalco				•

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
On Site			•	
Oppenheimer Funds	•	•		
PA Consulting Group			•	
Pacific Century Financial Corp				•
Palace Sports & Entertainment				•
Parkside Learning Village				•
Parson Group LLC	•			
Peabody Holding Company, Inc.	•		•	
Peace Corps			•	
Peak 6 Investments, L.P.			•	•
Pepsi-Cola Company	•	•	•	•
Peter J. Solomon Company Ltd.			•	•
Peterson Consulting*			•	•
Pfizer, Inc.				•
Philip Morris USA	•	•		
Phillips Petroleum Co.		•		
Piper Marbury Rudnick Wolfe	•			
Pitney Bowes, Inc.	•	•		
Pittiglio Rabin Todd & McGrath+	•	•		
Plante & Moran, LLP			•	•
Plastipak Packaging Inc.	•			
PPG Industries, Inc.	•			
PricewaterhouseCoopers, LLP+*	•	•	•	•

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COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
The Procter & Gamble Co.+	•	•	•	•
Progressive			•	
Proxicom, Inc.	•			
The Prudential				•
Prudential Capital Group	•			
Prudential Securities, Inc.	•			•
Quadrant Holding AG	•			
The Quaker Oats Co.	•	•		
Quantum Venture Partners				•
Ralston Purina Co.	•	•		
Raymond James & Associates				•
Raytheon Company		•		
RealNetworks	•	•		
Reckitt Benckiser, Inc.		•		
Reed Wasden Research		•		
R.H. Bluestein & Company	•			
Robert W. Baird Co.	•		•	
Robertson Stephens	•		•	
Rohm & Haas Co.		•		
Roland Berger*	•	•	•	
Root Learning, Inc.	•		•	
The Rouse Company		•		
Saint-Gobain Performance Plastics		•		

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Salomon Smith Barney Inc.+	•	•	•	•
Salubris Pharmaceuticals Co., Ltd.				•
S.C. Johnson & Son, Inc.+	•	•	•	•
Sequoia Financial Advisors, LLC				•
Seymour Associates	•		•	
SG Cowen Securities Corporation				•
Shapiro Brothers Landscaping				•
Shinsei Bank, Ltd.	•			
Siebel Systems+	•			
Siemens USA			•	
Skadded, Arps, Slate, Meagher, & Flom		•		
Social Security Administration				•
Solectron Corporation				•
Sony Corporation	•			
Sony Music Entertainment Inc.				•
Spear, Leeds & Kellogg			•	
Sprint Corp.	•	•		
Starbucks Coffee Company	•			
Steelcase, Inc.	•	•		
Stern Stewart & Co.	•			
StorageNetworks		•		
StoryMail		•		

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Companies Recruiting on Campus or Hiring University of Michigan Business School Students in 2000-2001

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Stout Risius Ross Valuation Consultants, Inc.			•	•
Strong Capital Management, Inc.	•	•		
The Sumitomo Trust & Banking Co.	•			
Sun Hung Kai Securities Limited				•
Sun Microsystems, Inc.	•	•	•	
Super Radiator Coils, LTD	•			
Susquehanna Partners, GP			•	
Sylvan Learning Systems	•			
SynapseTechnology	•			
Tallan	•			
Target Corporation	•	•	•	
The Taubman Asset Group		•		
The Taubman Company		•		
Telecommunications Development Fund	•			
Texaco Inc.	•			
Thai Farmers Bank Public Co Ltd	•			
Third Millennium Trading			•	
Thomas Weisel Partners LLC			•	
The Thomson Corporation	•		•	
Time Consumer Marketing				•
The Tokio Marine and Fire Insurance Co., LTD.	•			
Tokyo Stock Exchange	•			

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Total Social Impact Foundation		•		
Towers Perrin	•	•	•	•
Toyota Motor Sales, USA, Inc.	•	•		
Toys "R" Us, Inc.	•			
Trilogy Software			•	
T. Rowe Price Associates, Inc.	•			
TRW Inc.	•			
TTMP Special Payments Fund				•
Tucker Alan Inc.			•	
Tucker Anthony Capital Markets	•		•	
TXU	•	•		
UBS Warburg+*	•	•	•	•
Unilever United States, Inc.	•	•	•	
Union Pacific Railroad Co.	•	•		
United Airlines	•			
UnitedHealth Group	•	•		
United Technologies Carrier		•		
United Technologies Corporation	•	•	•	
United Way of Oxford/Lafayette County		•		
Universal Pictures		•		
The University of Michigan	•	•	•	•
UPSHOT Marketing Agency				•

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COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
US Airways	•			
U.S. Bancorp	•	•		
U.S. Bancorp Piper Jaffray	•	•	•	
Valassis Communications, Inc.			•	•
Vector Marketing Corporation			•	
Virage Inc.		•		
Visteon Automotive Systems	•		•	•
Volera	•			
Volkswagon			•	
Wal-Mart Stores, Inc.	•	•		
Walt Disney World		•		
WAM Enterprises			•	
Wasserstein Perella & Co.			•	
Wells Fargo & Company	•	•		
West Group			•	
Westvaco Corp.	•	•		
Weyerhaeuser Co.	•	•		
Whirlpool Corp.	•	•		
Whitehall Robins	•	•		
William Blair & Company, L.L.C.			•	
The William Davidson Institute		•		
William M. Mercer Inc.	•		•	
William Morris Agency			•	

COMPANY	MBA	MBA INTERN	BBA	BBA INTERN
Williams Communications, LLC	•			
Wm. Wrigley Jr. Company			•	
Wolverine Trading, L.P.			•	•
The World Bank		•		
World Resources Institute		•		
www.usatoday.com	•			
Wyeth-Ayerst Global Pharmaceuticals	•	•		
X by 2 Inc.			•	
Zalenko & Associates, P.C.			•	
ZEFER Corp.	•			
ZS Associates	•	•	•	
Ziegler Capital Markets				•
Ziff-Davis Publishing, Inc.				•

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UMBS PROGRAM SPONSORS

The William Davidson Institute

Organizations Employing Students

A.T. Kearney
Aravind Eye Hospital
Black Management Forum
Business Opportunity Centre
Capital Alliance
Fiat/Alpha Romeo
Initiative for Social Action and Renewal (ISAR)
Transnet
Whirlpool
World Bank
World Resources Institute

Country

South Africa
India
South Africa
South Africa
Ghana
Italy
Azerbaijan
South Africa
Central/Eastern Europe
China
Brazil, China, India, Indonesia/Philippines

Michigan Business Assistance (MBA) Domestic Corps

Organizations Employing Students

Boston Advisors
Boys & Girls Club
Community Center, Arlington, VA
Dine College
Habitat for Humanity

Mexicantown Community Development
National Park Service
Northstar
Parkside Learning Village
The Red Cross
Southwest Detroit Business Association
University of Alaska, EDA
United Way

Sponsor

MIF
Whirlpool
Jameson Foundation
Union Pacific
Whirlpool
The Chase Manhattan Bank
AmeriCorps
Ford Motor Company
AmeriCorps
AmeriCorps
Jameson Foundation
AmeriCorps
University of Alaska, EDA
Whirlpool

The Samuel Zell & Robert H. Lurie Institute for Entrepreneurial Studies

Organizations Employing Students

Arbortext, Inc.
Arbor Partners, LLC
Ardesta, L.L.C.
Avail Networks, Inc.
Contract Counsel
Eberwhite Data Technologies
ERIM
HandyLab, Inc.
HomeRun Services
Interlink Networks

NextHop Technologies, Inc.
pdinteractive
Tal Materials
University of Michigan Technology
Management Office

PRESIDENT'S DIVERSITY LETTER

Since its founding more than 180 years ago, the University of Michigan has been committed to providing an education that challenges students to become deeply and actively engaged in pursuit of understanding—an understanding of society, of the natural world, and of themselves. Our first president, Henry P. Tappan, expressed this commitment when he wrote that universities best educate students “by the self-creative force of study and thought, to make themselves both learned and wise, and thus ready to put their hand to every great and good work.”

Learning and advancement of knowledge flourish when we are confronted by new ideas and beliefs and when we test our own ideas and beliefs in dialogue with others whose perspectives and experiences are different from our own. In his essay “Two Concepts of Liberty,” Isaiah Berlin noted that his ideas about himself, in particular his sense of his own moral and social identity, were intelligible only in terms of the social network of which he was part. I believe that rich, diverse intellectual and social networks contribute to understanding and to a sense of identity for individuals, for groups of people, and even for institutions such as universities.

Michigan benefits enormously from the wide range of perspectives and talents brought by students, faculty, and staff from a variety of backgrounds. This variety is critically important for maintaining a vital intellectual and educational atmosphere and for instilling a positive sense of community within and beyond the University.

I hope you will join me as we continue to strive to create a community of learning where all thrive, secure in the knowledge that their histories and cultures are valued, and where we all have the opportunity to develop a deeper appreciation for the viewpoints and contributions of others.

Sincerely,

Lee C. Bollinger
President
University of Michigan

The Regents of the University

David A. Brandon, Ann Arbor

Laurence B. Deitch, Bingham Farms

Daniel D. Horning, Grand Haven

Olivia P. Maynard, Goodrich

Rebecca McGowan, Ann Arbor

Andrea Fischer Newman, Ann Arbor

S. Martin Taylor, Grosse Pointe Farms

Katherine E. White, Ann Arbor

Lee C. Bollinger, *ex-officio*

University of Michigan

Nondiscrimination Policy Statement

The University of Michigan, as an equal opportunity/affirmative action employer, complies with all applicable federal and state laws regarding nondiscrimination and affirmative action, including Title IX of the Education Amendments of 1972 and Section 504 of the Rehabilitation Act of 1973.

The University of Michigan is committed to a policy of nondiscrimination and equal opportunity for all persons regardless of race, sex, color, religion, creed, national origin or ancestry, age, marital status, sexual orientation, disability, or Vietnam-era veteran status in employment, educational programs and activities, and admissions. Inquiries or complaints may be addressed to the University's Director of Affirmative Action and Title IX/Section 504 Coordinator, 4005 Wolverine Tower, Ann Arbor, Michigan 48109-1281, (734) 763-0235, TDD (734) 647-1388. For other University of Michigan information call (734) 764-1817.

University of Michigan Business School

Office of Career Development
701 Tappan Street, Room D2220
Ann Arbor, Michigan 48109-1234
Telephone: (734) 764-1372
Fax: (734) 763-1250
<http://www.bus.umich.edu>

Career Center
701 Tappan Street, Room K2336
Ann Arbor, Michigan 48109-1234
Telephone: (734) 764-1373
Fax: (734) 647-9324