

2012 Employment Report

CAREER MANAGEMENT CENTER



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RECRUITING AT COLUMBIA BUSINESS SCHOOL



Columbia Business School students continue to demonstrate their remarkable ability to take theory learned in the classroom and apply it to real-life business challenges—a vital skill in today's dynamic and global business environment. Their uncanny business acumen and innovative approach to problem solving is truly remarkable, and employers consistently report being impressed with Columbia Business School graduates' decision-making abilities and leadership skills.

Through a constantly evolving curriculum, the School fosters a team-oriented work ethic and an entrepreneurial mindset that makes creating and capturing opportunity instinctual. The core curriculum and wide variety of elective classes at Columbia provide an opportunity to examine business challenges from multiple perspectives by studying integrated cases. The School's extraordinary network of alumni, global business partners, and faculty members, along with its seamless integration with New York City, distinguishes Columbia Business School among its peers.

The Career Management Center (CMC) works with hiring organizations across the public, private, and nonprofit sectors, internationally and domestically, to develop effective and efficient recruiting strategies. Recruiters can get to know the School's talented students in a variety of ways, including through prerecruiting events, interviews, on-campus job fairs, and educational presentations with student clubs.

Companies can collaborate with the CMC to identify candidates on an as-needed basis through job postings, résumé collections, and the online résumé database. The School is a robust source of talent, including full-time students for MBA-appropriate entry-level positions and the Executive MBA and alumni populations, which are appropriate for positions requiring more experience.

Whatever your size, sector, or goals, we invite you to get to know our students and consider how their talents can benefit your organization.

With regards,

A handwritten signature in black ink that reads "Glenn Hubbard".

Glenn Hubbard
Dean and Russell L. Carson Professor
of Finance and Economics

A handwritten signature in black ink that reads "Regina Resnick".

Regina Resnick
Associate Dean and Managing Director
Career Management Center

ENTREPRENEURIAL MINDSET



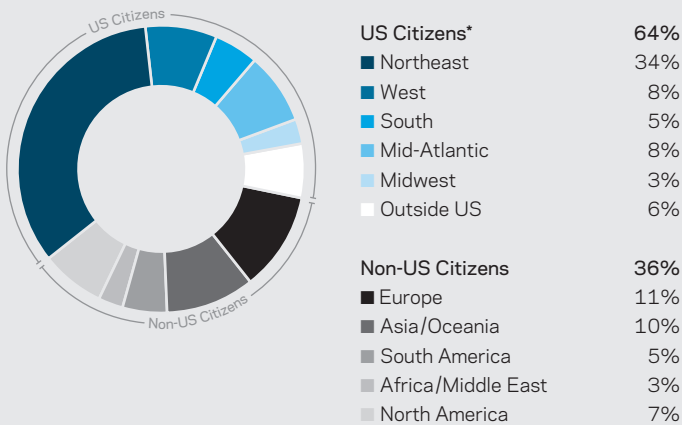
Columbia's commitment to developing the entrepreneurial mindset is both broad and deep. Entrepreneurship is fully integrated throughout the MBA core curriculum, influencing students across all disciplines. Through programs like the Entrepreneurial Greenhouse, the Outrageous Business Plan Competition, and the Entrepreneurial Sounding Board, all sponsored by the Eugene Lang Entrepreneurship Center, the School provides the structure and assistance students need to successfully pursue new ventures. Career Management Center advisors and coaches help students understand and define the skills needed to start their own businesses as well as identify start-up job opportunities.

An unprecedented 46 students reported launching their own ventures in 2012. These businesses show the breadth of interests Columbia Business School students have, from real estate firms to new restaurants, energy consulting to cancer diagnostic tool development, and much more.

The School supports student entrepreneurship through a comprehensive program of specialized courses, labs, workshops, and funding opportunities, including the newly launched Columbia Business Lab—an incubator space in Soho for recent graduates to get their start-ups off the ground while collaborating with other Columbia entrepreneurs. Also new, IE@Columbia (Innovation and Entrepreneurship at Columbia) brings together ideas and resources from across all Columbia University to nurture new ventures.

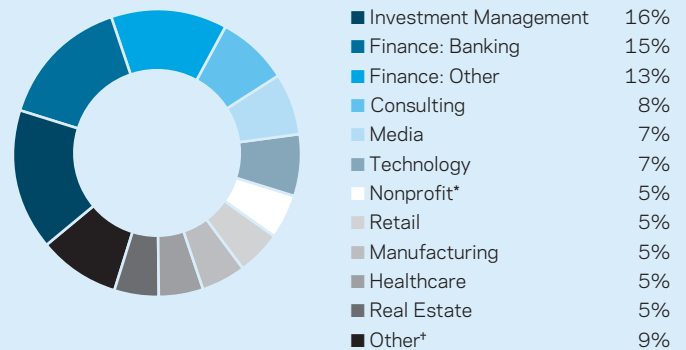
Even those students working at established corporations carry the entrepreneurial spirit with them as they seek out and capitalize on unforeseen opportunities within their organizations. Courses such as Entrepreneurship in Large Enterprises, Systematic Creativity in Business, and Managing the Growing Company help students explore emerging markets, develop new products, and find innovative solutions to existing corporate challenges.

STUDENT DIVERSITY BY GEOGRAPHIC REGION CLASS ENTERING IN 2012



* Includes permanent US residents

DIVERSITY IN ALUMNI EMPLOYMENT BY INDUSTRY IN 2012



* Includes education and government

† Includes construction, human resources, hospitality management, and law

GRADUATE EMPLOYMENT



In 2012, Columbia MBA graduates distinguished themselves in the recruiting process and found full-time positions in a wide variety of industries and functions across 25 countries. Even more impressively, over **91 percent of students reported being satisfied or very satisfied** with the jobs they ultimately accepted. Students chose their positions primarily based on a firm's culture and people, job content, opportunities for advancement, and a desire to be in a particular industry or function.

Many students found their positions through On-Campus Recruiting activities, while others secured full-time employment through savvy networking and job postings on COIN. The Columbia Business School alumni network—41,000 alumni strong—remains dedicated to networking with, interviewing, and hiring graduating students.

CLASS OF 2012 AT A GLANCE

Total Students in the Class	750
Average Age at Entry	28
Age Range	23-37
Average Years of Work Experience	5
GMAT Range (middle 80%)	680-760
Average Undergraduate GPA	3.5
Percent Women	37
Percent Non-US Citizens	39
Percent Minorities of US Origin	28

2012 GRADUATES COMPENSATION SUMMARY*

Base Salary		
Percent Receiving	Median	Range
100	\$110,000	\$12,000-\$240,000

Signing Bonus		
Percent Receiving	Median	Range
68.9	\$30,000	\$2,000-\$150,000

Other Guaranteed Compensation		
Percent Receiving	Median	Range
14.8	\$50,000	\$7,500-\$240,000

Class of 2012 Job Offers and Acceptances Three months after graduation (August 16)

Offers	96%
Acceptances	92%

* Data reflects students who reported compensation. Guaranteed compensation does not include tuition reimbursement, relocation compensation, carry, or nonguaranteed performance bonuses.

These figures do not include students returning to a sponsoring employer (94) or starting their own business (46) in adherence to the MBA Career Services Council's reporting standards.

SOURCE OF OPPORTUNITY

School-Facilitated	78%
Scheduled Interviews On- and Off-Campus	36%
School-Facilitated Internships	25%
Job Postings	9%
Networking	6%
Other	2%
Graduate-Facilitated	22%
Previous Employer	2%
Graduate-Facilitated Internships	6%
Networking	9%
Other	5%

2012 GRADUATES COMPENSATION BY INDUSTRY



Data includes sponsored students. See footnote on page 5 for more information.

Industry	%	Base Salary Range*	Median	Other Compensation*		
				Range	Median	%
Consulting	32.6					
Strategic/Management	30.4	30,000 - 194,000	135,000	2,700 - 195,000	20,000	85.5
Other	2.2	90,000 - 183,600	115,000	5,000 - 35,000	25,000	70.0
Financial Services	41.8					
Diversified Financial Services	3.3	70,000 - 120,000	100,000	15,000 - 47,500	30,000	83.3
Investment Banking/Brokerage	21.0	15,000 - 180,000	100,000	10,000 - 160,000	46,250	86.2
Investment Management						
Hedge Funds/Mutual Funds/ Fund of Funds	4.9	100,000 - 150,000	125,000	25,000 - 170,000	104,000	52.4
Private Equity	4.3	85,000 - 240,000	135,000	15,000 - 240,000	78,750	50.0
Venture Capital	+	90,000	90,000	—	—	—
Other Investment Management	6.1	60,000 - 130,000	110,000	2,000 - 150,000	50,000	80.8
Other	1.5	105,000 - 175,000	110,000	15,000 - 240,000	57,500	50.0
Manufacturing	7.5					
Consumer Products	5.4	30,000 - 140,000	100,000	10,000 - 50,000	22,000	72.4
Other	2.1	12,000 - 200,000	109,250	7,000 - 40,000	20,000	50.0
Media/Technology (Nonhealth)	8.3					
Entertainment (Film/Music/TV/ Sports/Publishing)	+	80,000 - 106,000	97,500	25,000	25,000	25.0
Technology (Internet/E-commerce)	4.9	55,000 - 148,000	110,000	5,000 - 175,000	45,000	34.8
Technology (Software/Telecom)	1.9	80,000 - 125,000	110,000	8,000 - 35,000	20,000	70.0
Other	+	87,000 - 108,000	100,000	5,000 - 116,000	20,000	100.0
Other	9.8					
Education/Government/Nonprofit	+	73,000 - 130,000	95,000	5,000	5,000	33.3
Healthcare	2.3	40,000 - 116,000	110,000	7,500 - 25,000	15,000	44.4
Real Estate	1.6	85,000 - 150,000	107,000	5,000 - 105,000	20,000	44.4
Retail	3.6	60,000 - 120,000	90,000	5,250 - 25,000	10,000	26.3
Other	1.6	95,000 - 160,000	126,500	15,000 - 160,000	17,500	50.0

* Includes sign-on, year-end, and other guaranteed compensation besides base salary but does not include tuition reimbursement, relocation compensation, carry, or nonguaranteed performance bonuses.

+ Indicates less than 1%

Student information is collected through four months after graduation each year only and only includes data for jobs obtained by three months after graduation (August 16).

2012 GRADUATES COMPENSATION BY FUNCTION



Data includes sponsored students. See footnote below for more information.

Function	%	Base Salary Range*	Median	Other Compensation*		
				Range	Median	%
Consulting	38.9					
Management Consulting	37.2	30,000 - 194,000	135,000	2,700 - 195,000	20,000	83.9
Strategic Planning	1.7	95,000 - 125,000	109,000	5,250 - 50,000	43,750	50.0
Finance (Internal)	6.6					
Business/Corporate Development	3.1	76,000 - 148,000	115,000	7,000 - 160,000	30,000	43.8
Corporate Finance	3.5	80,000 - 110,000	100,000	10,000 - 40,000	27,500	66.7
Financial Services	34.6					
Analyst/Research	1.0	80,000 - 125,000	100,000	2,000 - 125,000	17,500	75.0
Buy-Side/Sell-Side Research	5.5	100,000 - 150,000	122,500	20,000 - 170,000	57,500	71.4
Investment Banking/M&A	14.3	15,000 - 140,000	100,000	20,000 - 160,000	47,500	89.9
Investment Management	2.7	60,000 - 140,000	120,000	10,000 - 150,000	60,000	53.8
Private Wealth Management	1.2	100,000	100,000	40,000 - 85,000	47,500	100.0
Private Equity/Venture Capital	4.5	85,000 - 240,000	140,000	15,000 - 240,000	78,750	52.2
Sales and Trading	2.7	100,000 - 180,000	100,000	10,000 - 57,500	47,500	66.7
Other	2.7	30,000 - 175,000	109,000	20,000 - 116,000	50,000	50.0
Management	6.1					
General Management	2.3	90,000 - 132,000	112,500	15,000 - 175,000	32,500	66.7
Operations	+	110,000 - 140,000	117,500	20,000 - 25,000	22,500	50.0
Project Management	+	106,000 - 200,000	115,000	20,000	20,000	33.3
Rotational/Development Program	1.2	110,000 - 115,000	115,000	10,000 - 35,000	20,000	83.3
Other	1.0	40,000 - 100,000	100,000	30,000	30,000	20.0
Marketing	8.9					
Brand/Product Management	5.5	65,000 - 128,000	99,500	5,000 - 45,000	27,500	69.2
Business Development	1.8	60,000 - 125,000	100,000	7,500 - 50,000	30,000	55.6
Other	1.6	65,000 - 115,000	100,000	5,000 - 65,000	30,000	62.5
Other Functions	4.9					
Real Estate Finance	2.2	85,000 - 150,000	112,500	5,000 - 105,000	20,000	60.0
Other	2.7	51,000 - 160,000	90,000	10,000 - 40,000	25,000	15.4

The reporting methodology used for the 2012 Employment Report has been adjusted from previous years. Data on these two pages includes information on 94 sponsored students returning to their employers, but excludes 46 students starting their own businesses. Excluding all of these students, per MBA CSC reporting standards and as the School reports to the press, leads to the following data:

Industry: Consulting 24.3%; Finance 47.8%; Manufacturing 8.1%; Media/Tech 9.6%; Other 10.2%

Function: Consulting 29.4%; Finance (Internal) 7.5%; Financial Services 40.4%; Management 6.7%; Marketing 10.3%; Other 5.7%

2012 EMPLOYMENT REPORT METHODOLOGY

Data in the 2012 Employment Report includes sponsored students in the graduating class who have returned to their pre-Columbia Business School employers. This is a change in methodology from previous years. The 2012 graduating class had 94 sponsored students, representing a significant percentage of the class. As such, including them in the employment data better represents the career choices of the class of 2012 as a whole.

MBA Career Services Council guidelines do not include sponsored students, nor students who start their own businesses. Columbia Business School reports employment data to the press according to MBA CSC guidelines.

Industry	Sponsored Included		Sponsored Excluded	
	2011	2012*	2011*	2012
Consulting	28.0	32.6	22.3	24.3
Financial Services	45.6	41.8	50.3	47.8
Investment Banking/Brokerage	24.5	21.0	27.2	24.3
Investment Management				
Mutual Funds/Fund of Funds/Hedge Funds	4.9	4.9	5.5	5.8
Private Equity/Venture Capital	5.3	5.0	5.7	5.6
Other Investment Management	6.0	6.1	6.7	6.7
Other Finance	4.9	4.8	5.2	5.4
Manufacturing	10.4	7.5	8.9	8.1
Media/Technology (Nonhealth)	8.8	8.3	9.3	9.6
Other	7.2	9.8	9.2	10.2

* Published Employment Report

INTERNSHIP EMPLOYMENT



Summer internships are often the first opportunity students get to put the theory they learned in the classroom into practice. Many use the time to explore new functional or industry areas. Summer internships also give students and companies the chance to assess a student's fit and potential for full-time employment with that firm after graduation. Some students continue to work for their summer employers part-time during the school year, allowing them to build their network of contacts and stay connected to the market throughout the year.

While September-entry students are in their summer internships, January-entry students are actively learning in their second semester at the School. Many companies hold receptions and events during the summer to get to know this group of students, whom they will not have met during internship recruiting.

CLASS OF 2013 AT A GLANCE

Number of Students Who Entered in September 2011	548
in January 2012*	196
Total Students in the Class	744
Average Age at Entry	28
Age Range	22-39
Average Years of Work Experience	5
GMAT Range (middle 80%)	680-760
Average Undergraduate GPA	3.5
Percent Women	35
Percent Non-US Citizens	38
Percent Minorities of US Origin	35

* January entrants complete their MBAs in four consecutive terms and do not participate in summer internships.

SOURCE OF OPPORTUNITY

School-Facilitated	83%
On-Campus Interviews	48%
COIN Job Postings	19%
Networking	6%
Corporate Events	5%
Alumni/Faculty Referrals	2%
Other	3%
Graduate-Facilitated	17%
Networking	9%
Previous Employer	1%
Other	7%

2012 INTERNS SALARY BY INDUSTRY

Industry	%	Monthly Salary Range*	Median
Consulting	16.9		
Strategic/Management	15.9	1,235 - 13,000	10,500
Other	1.0	2,400 - 11,250	6,900
Financial Services	51.3		
Diversified Financial Services	2.8	3,846 - 8,333	7,692
Investment Banking/Brokerage	27.3	1,500 - 20,000	8,333
Investment Management			
Hedge Funds/Mutual Funds	6.3	600 - 10,416	8,000
Private Equity	4.5	2,000 - 9,900	5,100
Venture Capital	2.0	2,000 - 4,000	2,850
Other Investment Management	5.1	1,200 - 15,000	8,316
Ratings	1.4	1,000 - 10,000	10,000
Other	1.9	1,600 - 8,333	6,150
Manufacturing	7.3		
Consumer Products	4.7	3,000 - 7,260	6,100
Energy/Utilities	1.6	1,500 - 9,000	4,500
Other	1.0	3,000 - 7,000	5,500
Media/Technology (Nonhealth)	12.4		
Entertainment (Film/Music/TV/ Sports/Publishing)	2.4	3,200 - 6,400	5,400
Internet/E-commerce	5.5	1,000 - 8,000	8,000
Software/Telecom	3.7	1,600 - 9,250	5,500
Other	+	4,000 - 6,880	5,440
Other	12.1		
Economic Development/ Microfinance	1.4	800 - 7,200	4,000
Education/Government/ Nonprofit	1.8	2,400 - 7,500	3,000
Healthcare	2.9	300 - 8,333	7,200
Real Estate	2.2	1,200 - 8,000	5,300
Retail	2.2	4,000 - 8,000	6,450
Other	1.6	1,600 - 4,000	1,875

2012 INTERNS SALARY BY FUNCTION

Function	%	Monthly Salary Range*	Median
Consulting	27.2		
Consulting	22.9	800 - 13,000	10,500
Strategic Planning	4.3	1,600 - 9,000	4,800
Finance (Internal)	7.3		
Business Development	3.8	1,000 - 8,000	5,450
Corporate Finance	3.5	5,000 - 8,333	7,692
Financial Services	43.5		
Buy-Side/Sell-Side Research	7.3	600 - 15,000	8,333
Investment Banking/M&A	16.8	1,500 - 17,000	8,333
Investment Management	5.4	1,200 - 12,000	8,000
Portfolio Management	1.7	3,200 - 8,333	5,875
Private Wealth Management	+	1,900 - 8,333	8,012
Private Equity/LBOs	6.9	2,000 - 9,000	5,100
Sales and Trading	2.8	5,000 - 9,000	8,333
Venture Capital	2.4	2,000 - 4,000	2,850
Other	1.7	1,820 - 10,417	6,000
Management	2.6		
General Management	+	7,700 - 9,900	8,000
Other	1.7	2,465 - 9,250	5,000
Marketing	12.5		
Brand/Product Management	7.1	3,000 - 8,333	6,293
Business Development	1.7	1,750 - 4,000	2,500
Market Research	+	3,200 - 8,333	6,600
Merchandising/Retail	+	6,400 - 8,000	7,000
Other	1.9	4,480 - 7,552	7,300
Real Estate	2.6		
Finance	1.4	4,000 - 8,333	7,700
Other	1.2	1,200 - 7,500	4,800
Other Functions	4.3		
Other	4.3	1,600 - 8,333	4,375

* Salary ranges do not reflect those students who did not receive compensation.

+ Indicates less than 1%

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Co-CEO,
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Chairman, Eugene M. Lang Foundation
New York

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US Senator, United States Senate
New Jersey

Rochelle "Shelly" Lazarus '70
Chairman, Ogilvy & Mather Worldwide
New York

Harrison T. LeFrak '98
Vice Chairman, LeFrak Organization
New York



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Former Chairman and CEO,
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New York

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Strategic Advisor to BNT
Law Offices, Central and
Eastern Europe
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Simon Property Group, Inc.
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Chairman and Co-CEO,
Tishman Speyer
New York

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Columbia Business School
New York

Washington Z. SyCip MS '43
Founder, The SGV Group
Philippines

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Joseph M. Tucci '84
Chairman, President, and CEO,
EMC Corporation
Massachusetts

Arthur V. Ty '91
President,
Metropolitan Bank & Trust Company
Philippines

Alberto J. Verme '84
Chairman, Europe, Middle East,
and Africa,
Citi
Dubai and London

William A. von Mueffling '95
President and Chief Investment
Officer,
Cantillon Capital Management
New York

Donald C. Waite III '66
Director, Executives in
Residence Program,
Columbia Business School
New York

Lulu C. Wang '83
Founder and CEO,
Tupelo Capital Management LLC
New York

A. Lorne Weil '71
Chairman,
Scientific Games Corporation
New York

Peter Kwong-Ching Woo '72
Chairman,
Wheellock and Company Ltd and
the Wharf (Holdings) Ltd
China

Alfonso T. Yuchengco '50
Chairman,
Yuchengco Group of Companies
Philippines

David W. Zalaznick '78
Founding and Managing Principal,
The Jordan Company LP
Chairman,
Jordan/Zalaznick Advisers, Inc.
New York

Martin E. Zimmerman '61
President and CEO, LFC Capital, Inc.
Illinois

MEMBERS EMERITI

Charles E. Exley Jr. '54
Retired Chairman and CEO,
NCR Corporation
Michigan

Joseph V. Vittoria '59
Retired Chairman and CEO, Avis, Inc.
Florida

SELECT HIRING ORGANIZATIONS



A broad range of organizations hired Columbia Business School students in 2012. Organizations hiring more than one student in a class year are **bolded**. Organizations hiring both full-time and summer positions are in *italics*.

20th Century Fox
 3i Group
 85 Broads
A.T. Kearney
Abraaj Capital
 Acumen Fund
 Adepra
Advent International
 Aetna Inc.
 Albourne Partners
 Albright Capital Management
 Alcoa Inc.
 Alghanim Industries
 AlixPartners
 Alliance Consumer Growth
 Altura Capital Group
Amazon
American Airlines
American Century Investments
American Express Company
 Andalusian Capital Partners
 André Balazs Properties
 Antheus Capital
 AOL Inc.
 Apollo Global Management
 Appaloosa Management
Apple Inc.
 AR Schmeidler & Co
Arch Capital Management
 Argo Partners
 Array Marketing Group
 Asian Century Quest Capital
 Atomico
 Augusta Columbia Capital
 AvalonBay Communities Inc.
 Avet Capital Management
 Aviva Investors
 Avon Products, Inc.
 AXA UK
Bain & Company
Bank of America Merrill Lynch
Barclays
 Baron Capital, Inc.
 Basin Holdings
 Bayer AG
 Beach Capital Management
 Beacon Capital Partners
 The Beekman Group
Bell Point Capital Management
 Benefore Properties
BestVendor
 BHR Capital LLC
 The Bill and Melinda Gates Foundation
 BlackBern Partners
 BlackboardEats
 BlackRock
The Blackstone Group
Bloomingtondale's
Blue Ridge Foundation
 BNB Renewable Energy
 BNP Paribas
 Boehringer Ingelheim
 Boeing
Booz & Company
The Boston Consulting Group
 Bridgespan
 The Broad Center
 Brookfield
 Buddy Media
 Calkins Media
 Cambridge Associates LLC
 Camelot Group
Capgemini
 The Capital Group Companies
 Carlson Capital
 The Carlyle Group
 Cartesian Capital Group
 Causeway Capital Management
Celgene Corporation
Chanel, Inc.
 Charterhouse Capital Partners
 China Broadband Capital
 Chinारock
Church & Dwight
 CIBC
Citadel
Citi
CITIC PE
 CLEAR
 Cleary Gottlieb
 Club Monaco
Coach, Inc.
Cole Haan
 The College Board
 Compass Global Investments
 ConAgra Foods, Inc.
 Condé Nast
 Confluence Philanthropy
 Connectivity Data Systems
 ConocoPhillips Company
 Core Innovation Capital
Credit Suisse
 Cyrus Capital Partners
 Daily Secret
 Dallimore & Co.
The Dannon Company

TOP EMPLOYERS OF 2012 GRADUATES

	New Hires	Sponsored	Total
McKinsey & Company	33	27	60
Goldman, Sachs & Co.	15		15
JPMorgan Chase & Co.	15		15
Deloitte	14	3	17
Bain & Company	13	11	24
Booz & Company	13	7	20
Credit Suisse	13		13
American Express Company	12		12
Bank of America Merrill Lynch	12		12
Morgan Stanley	11		11
The Boston Consulting Group	10	12	22
Deutsche Bank AG	10		10
Amazon	9		9
Citi	8		8
UBS	7		7
Samsung	6	1	7
Unilever	6		6
Pacific Investment Management Company (PIMCO)	5		5
A.T. Kearney	4	3	7
Capgemini	4		4
IBM Corporation	4		4
Toys "R" Us	4		4
Barclays	3		3
Google	3	1	4
Houlihan Lokey	3		3
HSBC	3		3
Incline Global Management	3		3
L'Oréal	3		3
Macquarie Group	3		3
Microsoft	3		3
PricewaterhouseCoopers LLP	3		3
Wells Fargo	3		3

Davidson Kempner Capital Management
 Dell Corporation
Deloitte
Deutsche Bank AG
Developing World Markets
 DFJ Gotham
Disney
 Doosan Corporation
 DreamTree Capital
 Eagle Eye Analytics
 Eastdil Secured LLC
 Ebyline, Inc.
Education Pioneers
 Eli Lilly and Company
 Elliott Management
 Emil Capital Partners
 Endeavor Capital Management
 Energizer
 Enka
 Enterproid, Inc.
 Environmental Defense Fund
 Equity Residential
 Ernest Alexander New York



- Ernst & Young
- Euris-Rallye
- European Founders Fund
- Evercore**
- Extolia Management
- Facebook
- Falabella
- Federal Reserve Bank of New York
- Fidelity**
- FilmNation Entertainment
- Financo
- First Eagle Investment Management
- FirstMark Capital
- FLO Living
- FMI Ltd
- Freeman & Co.
- FSASore.com
- Gap, Inc.
- Gemini Israel Funds
- Genentech, Inc.
- General Electric**
- General Motors**
- Genocea Biosciences
- Genuine C&C Pte Ltd.
- getintro.net
- Gilead
- Glade Brook Capital Partners
- Glencore International AG*
- GMT Capital Corp.
- Golden Seeds
- Goldman, Sachs & Co.**
- Golub Capital
- Google**
- Grand Slam Asset Management, LLC
- Graycliff Partners
- GroupArgent LLC
- GroupMe Inc
- H/2 Capital Partners
- HarbourVest Partners
- Hartford Financial Services Group
- Hawkeye Capital Management
- Health Enterprise Partners
- Hermès
- Hess Corporation
- H.I.G. Capital, LLC
- High Peaks Venture Partners
- Highline Capital Management
- Hillhouse Capital Management
- Hilton Worldwide
- Hony Capital
- Houlihan Lokey**
- HSBC**
- Hudson Clean Energy Partners
- Huffington Post
- IBM Corporation**
- I-Dev International
- Ignia
- IMB Development Corporation
- Impact Investment Exchange Asia
- ImpactAssets
- IMS Consulting Group**
- Incline Global Management**
- Infrastructure Management Group
- ING Investment Management
- Invesco Ltd**
- Investor Growth Capital
- Itaú BBA
- The JBG Companies
- JPMorgan Chase & Co.**
- Janssen Pharmaceuticals Inc
- Jefferies & Co.**
- Johnson & Johnson
- Jones Apparel Group
- Karbone
- Kiva
- Koch Industries, Inc.
- Kohler Co.
- KPMG LLP**
- Kraft Foods**
- Kurt Salmon**
- Kylin Management*
- Launchtime LLC
- Lazard Frères & Co.
- Lazard Middle Market
- Leerink Swann
- The Legal Aid Society
- Levine Leichtman Capital Partners
- LexisNexis
- Lincoln International**
- Lincoln Property Company
- Lionstone Capital Management**
- Loews Corporation
- Long Ridge Equity Partners
- L'Oréal**
- Loro Piana
- Louis Vuitton
- M&T Bank
- Macquarie Group
- Macy's, Inc.
- Madison International Realty
- Magnetar Capital
- MasterCard Worldwide**
- McKinsey & Company**
- Medtronic*
- Merchantry
- Merck & Co., Inc.**

DIVERSE INTERESTS

Columbia Business School students have a wide array of professional interests that may not be immediately apparent in the statistics on pages 4, 5, and 8. Students found opportunities working in diverse fields such as medical devices, advertising, hotel management, film production, retail and luxury goods, video gaming, sports, nonprofits, and arts management, among other areas.

Many students in consulting, investment banking, venture capital, and private equity are focusing on **media, healthcare, real estate, technology, and energy.**

Social enterprise is consistently important to students and manifests itself not just within the nonprofit sector, but also in **microfinance, real estate development, sustainable consumer products, green technology, consulting, and international development in emerging markets.**

Students took advantage of the Columbia Business School network of over 41,000 alumni, finding job opportunities domestically as well as internationally, across 25 countries.

SELECT HIRING ORGANIZATIONS



TOP EMPLOYERS OF 2012 INTERNS

	Total		Total
McKinsey & Company	23	A.T. Kearney	5
Goldman, Sachs & Co.	18	IBM Corporation	5
Bain & Company	16	The Blackstone Group	5
Bank of America Merrill Lynch	14	UBS	5
Credit Suisse	13	Booz & Company	4
Morgan Stanley	13	L'Oréal	4
The Boston Consulting Group	12	Microsoft	4
JPMorgan Chase & Co.	12	Pacific Investment Management Company (PIMCO)	4
American Express Company	11	Unilever	4
Barclays	10	Developing World Markets	3
Citi	10	General Electric	3
Google	10	Moelis & Company	3
Deutsche Bank AG	9	Philips	3
Amazon	8	Sanford C. Bernstein and Co.	3
Deloitte	7	Telsey Advisory Group	3
Evercore	6		

Metropolitan Life Insurance Company	<i>Pacific Investment Management Company (PIMCO)</i>
Microsoft	<i>Paramount Pictures</i>
Midori Alternative Capital LLC	The Parthenon Group
Moelis & Company	Partners Group AG
Moët Hennessy USA	PBS
Monitor	PDT Partners
Monomoy Capital Partners	Pennant Capital
Moody's Investors Service, Inc	PepsiCo
Moon Express, Inc	<i>Perella Weinberg Partners</i>
<i>Morgan Stanley</i>	<i>Permira Advisors</i>
MSD Capital	Peter J. Solomon Company
MTS Health Partners	<i>Pfizer, Inc.</i>
MyCityWay	Philips
Nanda Home	Pine Brook Partners
National Museums of Kenya	Pinnacle Foods Group LLC
NBCUniversal	<i>Piper Jaffray Companies</i>
New Amsterdam Market	PNC Bank
New York Presbyterian Hospital	Porter Orlin
Nike, Inc.	Powerhive
<i>NM Incite</i>	<i>PricewaterhouseCoopers LLP</i>
<i>Nomura Securities International, Inc.</i>	<i>Proenza Schouler</i>
<i>Nordstrom, Inc</i>	<i>Putnam Investments</i>
Norges Bank Investment Management	Pzena Investment Management
Novartis AG	Qiming
NRG Energy, Inc.	Quantbot Technologies
NYC Department of Small Business Services	Quidsi, Inc.
NYC Health and Hospitals Corporation	Rabobank
NYC Seed	Ralph Lauren
OC&C Strategy Consultants	Ramius Corporation
Ogilvy & Mather	Raymond James Financial, Inc.
One Rock Capital Partners	Razorfish
	<i>RBC Capital Markets</i>

Reaves Asset Management	<i>Telsey Advisory Group</i>
Reckitt Benckiser Group plc	Tenex Capital Management
Redstar Ventures	Tesla Motors
Revlon	Thayer Street Partners
Rialto Capital Management	Thomson Reuters
Riot Games	TIAA-CREF
Rivulet Capital	Tiedemann Wealth Management
Robeco Investment Management	Tiffany & Co.
Robertson Foundation	Tigertrade
Robin Hood Foundation	Time Inc.
<i>Rocket Internet GmbH</i>	Time Warner Cable
Ropart Asset Management	Toll Brothers City Living
salaUno	Tortus Capital Management
Salesforce.com	Totsy.com
Saltonstall & Co., LLP	TouchTunes
Samsung	Tourmalet Advisors
SanDisk Corporation	Toys "R" Us
Sanford C. Bernstein and Co.	Tracks Media, Inc
<i>Sanofi</i>	TrendSeeder
SAP	Trigger Media
Sapient Corporation	Trinity Partners
SavoryNYC	TTR Energy
Savoy Capital, Inc.	Turner Construction Company
Schlumberger Business Consulting	UBS
Schultze Asset Management	Uncommon Goods
Selway Capital	<i>Unilever</i>
Sensata Technologies	United Technologies Corporation
Sentinel Capital Partners	Univision Communications Inc
Sharada Capital Management	Vantage Apparel
Siemens Management Consulting	<i>Verizon Wireless</i>
Simon Property Group	Viacom Inc
Simplex	Vinson & Elkins LLP
Simpson Thacher & Bartlett	Virgin Management USA
Songza	Virtus Partners
Sony Pictures Entertainment	Vivaldi Partners
Spear Street Capital	Vornado Realty Trust
Spotify	Washington Nationals
Square Enix	The Washington Post
Standard & Poor's	Wasserman Media Group
Standard Capital Advisors	WellPoint, Inc.
Standard Chartered Bank	<i>Wells Fargo</i>
Starboard Value LP	XL Group
Startup Health	Yield/Capital Appreciation Partners
State Street Global Advisors	York Capital
StepStone Global	Yorkville Capital Management
Stirling Square Capital Partners	Ziff Brothers Investments
Story Worldwide	Zolfo Cooper LLC
Stratas Partners	Zynga
Sugar Inc.	
Sustainable Development Capital LLC	
Swarovski	
Sweet Loren's LLC	
T. Rowe Price	
TA Associates Realty	
Tailwind Capital	
Talara Capital	
Tandem Global Partners	
Tarpon Investimentos S.A.	

HIRING COLUMBIA MBAS

The Career Opportunity Information Network (COIN) lets you manage all of your recruiting activities in one place.

- Connect with dedicated account managers for on-campus recruiting interviews and related activities.
- Utilize a job-posting website for internship, full-time, part-time, and experienced-hire (Executive MBA and alumni) opportunities.
- Search online résumé databases that include detailed student and alumni profiles and career preferences.

For access to the *Recruiters' Guide*, to post jobs, or to learn more about recruiting at Columbia Business School, please:

- Call 212-854-5471
- E-mail careermanagementcenter@gsb.columbia.edu
- Visit the Career Management Center at www.gsb.columbia.edu/recruiters

Post positions online at www.gsb.columbia.edu/jobpost.

Career Management Center

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3022 Broadway, Room 206

New York, NY 10027-6902

212-854-5471

careermanagementcenter@gsb.columbia.edu

Post positions online: www.gsb.columbia.edu/jobpost

Recruiters' website: www.gsb.columbia.edu/recruiters