Duke MBA final employment statistics for 2015-2016

Top employers for 2015-2016

| Company Name | Class of 2017 <br> (internships) | Class of 2016 (full-time) | Total Duke MBA hires for 2015-2016 |
| :---: | :---: | :---: | :---: |
| Deloitte | 15 | 24 | 39 |
| McKinsey \& Co. | 18 | 12 | 30 |
| Boston Consulting Group, The | 16 | 13 | 29 |
| Amazon.com | 12 | 15 | 27 |
| Microsoft Corp. | 9 | 13 | 22 |
| Bain \& Co. | 10 | 9 | 19 |
| PricewaterhouseCoopers LLP | 6 | 13 | 19 |
| Goldman Sachs | 11 | 7 | 18 |
| Bank of America Merrill Lynch | 9 | 8 | 17 |
| Citi | 8 | 9 | 17 |
| Google, Inc. | 10 | 6 | 16 |
| Cisco Systems | 7 | 5 | 12 |
| Dell, Inc. | 5 | 6 | 11 |
| Johnson \& Johnson | 6 | 5 | 11 |
| Accenture, LLP | 3 | 7 | 10 |
| JPMorgan Chase | 8 | 2 | 10 |
| Deutsche Bank | 6 | 3 | 9 |
| Eli Lilly and Co. | 4 | 5 | 9 |
| Genentech | 5 | 3 | 8 |
| Barclays | 4 | 3 | 7 |
| IBM Corp. | 1 | 6 | 7 |
| A.T. Kearney | 4 | 2 | 6 |
| Clorox Co., The | 2 | 4 | 6 |
| Credit Suisse | 4 | 2 | 6 |
| General Motors Co. | 3 | 3 | 6 |
| Medtronic | 4 | 2 | 6 |
| Moelis \& Co. | 5 | 1 | 6 |
| PepsiCo | 3 | 3 | 6 |
| Walmart | 5 | 1 | 6 |
| Wells Fargo Securities | 1 | 5 | 6 |
| Apple, Inc. | 4 | 1 | 5 |
| Bill \& Melinda Gates Foundation, The | 4 | 1 | 5 |
| DaVita Healthcare Partners | 4 | 1 | 5 |
| L.E.K. Consulting | 2 | 3 | 5 |
| Prudential | 3 | 2 | 5 |
| UBS Investment Bank | 4 | 1 | 5 |
| ZS Associates | 2 | 3 | 5 |

Duke MBA final employment statistics for 2015-2016

Top employers for 2015-2016 (continued)

|  | Class of 2017 <br> (internships) | Company Name <br> Class of 2016 <br> (full-time) | Total Duke MBA <br> hires for <br> 2015-2016 |
| :--- | :---: | :---: | :---: |
| Abbott Laboratories | 3 | 1 | 4 |
| Amgen, Inc. | 2 | 2 | 4 |
| Anheuser-Busch InBev | 2 | 2 | 4 |
| Becton Dickinson | 3 | 1 | 4 |
| Corning Inc. | 0 | 4 | 4 |
| Dimensional Fund Advisors | 4 | 0 | 4 |
| Georgia-Pacific, LLC | 1 | 3 | 4 |
| IMS Consulting Group | 1 | 3 | 4 |
| Pacific Gas \& Electric Co. | 2 | 2 | 4 |
| Procter \& Gamble | 2 | 2 | 4 |
| Tata Consultancy Services, Ltd. | 1 | 3 | 4 |
| Tesla Motors, Inc. | 2 | 2 | 4 |
| Vanguard | 3 | 1 | 4 |

## Duke MBA final employment statistics for 2015-2016 <br> Companies hiring at least one Duke MBA in 2015-2016

| 20th Century Fox * | Centra Health | Fidelity Investments * |
| :---: | :---: | :---: |
| 3 M | Chatham Financial Corp. | First Annapolis Consulting |
| A.T. Kearney *, ${ }^{\text {\% }}$ | Cherysh \& | Fisher-Price * |
| Abbott Laboratories | Chevron Corp. | Ford Motor Co. |
| Accenture, LLP | Chick-fil-A, Inc. | Frito-Lay |
| Accion International * | CIGNA Corp.* | FTI Consulting * |
| Adeptus Health | Cisco Systems * | Fullsteam Brewery |
| Adobe Systems, Inc. * | Citi *. | Gainsight |
| ADP | Clorox Co., The | Genentech * |
| ADT Security Services, Inc. * | Coach, Inc. * | General Electric |
| Advisory Board Co., The | Coca-Cola Co., The | General Motors Co. * |
| Alcoa, Inc. * | CommunityCode | Georgia-Pacific, LLC * |
| Alien Pros \& | Context Network | Global Forest Partners, LP |
| Amazon.com *, ${ }^{\text {a }}$ | Cornerstone Research * | Goldman Sachs *, |
| American Airlines * | Corning Inc. * | Google, Inc. *, ${ }^{\text {s }}$ |
| American Express Co. | Cravath, Swaine \& Moore LLP | GoPro |
| Amgen, Inc. * | Credit Suisse *, | Hasbro |
| Amundi Smith Breeden , LLC | CVS Health * | HCA Healthcare |
| Analytics 4 Life | Cytokinetics, Inc. | HD Supply |
| Anheuser-Busch InBev \& | Danaher Corp. * | HealthStream |
| Appalachian Trail Conservancy | DaVita Healthcare Partners *, | Hershey Co., The |
| Apple, Inc. * | Dell, Inc. * | Houlihan Lokey |
| Arya, Inc. * | Deloitte * | Huron Consulting Group |
| Ashoka * | Delta Air Lines | Hyatt Hotels Corp. |
| Assembly Biosciences * | Deutsche Bank* |  |
| athenahealth | Dimensional Fund Advisors |  |
| Autodesk, Inc. * | Disney/ABC Television Group | Illumina |
| Bain \& Co. * ${ }^{\text {\% }}$ S | Dow Chemical Co., The | IMS Consulting Group * |
| Bank of America Merrill Lynch *S | Duke Angel Network | Innovations in Healthcare |
| Bank of Montreal | Duke University Health System, Inc. | Intel Corp. * |
| Barclays* | DUMAC, LLC | Jabil, Inc. * |
| BASF | Duromarmol SA \& |  |
| Bayer HealthCare Pharmaceuticals, Inc. | EB Consulting \& | John Deere |
| Becton Dickinson* | eBay, Inc. | Johnson \& Johnson *, |
| Bill \& Melinda Gates Foundation, The * | Ecolab* | Jones Lang LaSalle |
| Biogen | EDF * | JPMorgan Chase * |
| BlackArch Partners | Education Pioneers | K12, Inc. * |
| Blue Shield of California | Eli Lilly and Co. \& | KeyBanc Capital Markets, Inc. |
| BlueArc Capital Management | Embraer Executive Aircraft, Inc. * | KH International * |
| Boston Consulting Group, The *,S | Emerson | Knowledge is Power Program * |
| Boston Scientific Corp. *, | Eos Energy Storage * | Koa Organic Beverages |
| Broad Residency in Urban Education, The | EResource, LLC | Kohlberg Kravis Roberts |
| Burt's Bees, Inc. | Ernst \& Young * | Kraft Heinz Co., The * |
| Caesars Entertainment Corp. * | Everest Group * |  |
| Cambridge Associates | Exelon Corp. * |  |
| Capgemini Consulting | ExxonMobil Corp. | Laboratory Corp. of America |
| Cardinal Health * | F. Hoffmann-La Roche * | Lancaster Pollard |
| Cargill, Inc. | Facebook |  |

[^0] United States.

A "§" indicates a company that has hired at least one Duke MBA for a position outside the US.

## Duke MBA final employment statistics for 2015-2016 <br> Companies hiring at least one Duke MBA in 2015-2016

Liberty Mutual
Lincoln International
Liv Capital \&
L'Oreal
M\&T Bank Corp.
Macquarie Capital
Maharlika Pearl \&
Maison Capital \&
Marriott International
Mars, Inc.
MasterCard *
Matrix Consulting *s
Mayo Clinic
McKinsey \& Co. *\&
MedServe
Medtronic
MetLife *
Microsoft Corp. *
MillerCoors
Moelis \& Co.
Morgan Stanley *
National Park Service in partnership with Net Impact

Nature Conservancy, The
Nelson Construction \& Development
Nest *
New Capital Partners
New York Presbyterian Hospital
NextEra Energy, Inc.
Nike *
Nordstrom, Inc.
Numenta
OurCrowd \&
Pacific Gas \& Electric Co.
Pacific Investment Management Co. *
Paramount Pictures
Parthenon EY
Partners in Performance
PayPal, Inc *
Pepperidge Farm
PepsiCo
Pfizer, Inc.
Pintail Capital
Piper Jaffray \& Co.
PJT Partners
Point B, Inc
PricewaterhouseCoopers LLP *\&

Principia Management Group *.s
Procter \& Gamble
Prophet
Protective Life
Prudential *
Qualcomm
Quintiles
Rand Whitney Container *
Razorfish
RBC Capital Markets *
REDF *
Redwoods Group, The
Regeneron Pharmaceuticals, Inc. *
Reinvestment Fund, The
RelayHealth
Resonance
Riot Games *
Roche
Ropes \& Gray
Royal Caribbean Cruises, Ltd. *
RTI International *
salesforce.com
Samsung Card Co, Ltd. \&
Samsung Global Strategy Group \& SAP

Schlumberger Business Consulting \&
Schneider Electric *
ScottMadden, Inc.
Sears Holdings Corp. *
Sentinel Investments *
ServiceNow *
Shell Oil
Simon-Kucher \& Partners
Simpson Thacher \& Bartlett
SinoEV Technologies, Inc. \&
Small Business \& Technology
Development Center *
Social Finance
Social Finance Israel \&
Sony Interactive Entertainment *
Southern California Edison
Standard Textile
Sterling Gabriel *
Tata Consultancy Services, Ltd.
TDC
Teamworks
Tenet Healthcare Corp.

Tesla Motors, Inc. *
Thomson Reuters *
Toys "R" Us *
Triangle Insights Group
Trinity Partners, LLC
Tur-Bus \&
Twitter
U.S. Agency for International

Development
UBS Investment Bank *
UGI Corp./AmeriGas
UNC Health Care
Under Armour
United Airlines
United Surgical Partners International
UnitedHealth Group
University of Michigan
Investment Office
Uprising Ventures
US Secret Service
USAA
Utility One Source *
Vanderbilt University Medical Center *
Vanguard
Varian Medical Systems *
Verizon Communications
Walmart
Wasserman Media Group
Wayfair
Wells Fargo Securities
Wendy's Co., The
WeWork *
Wipro, Itd. *
WJ Partners
Wonder Workshop
Wonderful Co., The *
Workiva *
World Fuel Services *
Wyndham Worldwide *
YouTube
Zenith Capital *
Zillow *
ZS Associates
ZX-Ventures
Zynga Game Networks *

An asterisk (*) indicates a company that has hired at least one Duke MBA who does not have permanent US work authorization for a position in the United States.

A "§" indicates a company that has hired at least one Duke MBA for a position outside the US.

## Duke MBA final employment statistics for 2015-2016 <br> Class of 2016 (full-time) employment statistics

Timing of first job offer

|  | Total seeking employment | $\begin{gathered} \text { Received 1st } \\ \text { offer by } \\ 5 / 15 / 16 \\ \hline \end{gathered}$ | \% received <br> 1st offer by 5/15/16 | Received 1st offer by 8/15/16 | \% received <br> 1st offer by $8 / 15 / 16$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| With permanent US work authorization | 230 | 208 | 90\% | 222 | 97\% |
| Without permanent US work authorization | 137 | 112 | 82\% | 123 | 90\% |
| All graduates seeking employment | 367 | 320 | 87\% | 345 | 94\% |

## Timing of job offer acceptance

|  | Total seeking employment | Accepted offer by 5/15/16 | \% accepted offer by 5/15/16 | Accepted offer by $8 / 15 / 16$ | $\begin{gathered} \text { \% accepted } \\ \text { offer by } \\ 8 / 15 / 16 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| With permanent US work authorization | 230 | 196 | 85\% | 218 | 95\% |
| Without permanent US work authorization | 137 | 109 | 80\% | 118 | 86\% |
| All graduates seeking employment | 367 | 305 | 83\% | 336 | 92\% |

Two graduates, representing $0.5 \%$ of those seeking full-time employment, reneged on offers that had previously been accepted.
Two graduates, represent $0.5 \%$ of those seeking full-time employment, reported having full-time offers rescinded by employers.

## Sources of employment

| Job source | \% of accepted <br> offers |
| :--- | :---: |
| Fuqua-facilitated | $83 \%$ |
| Summer 2015 internship | $44 \%$ |
| Interviews on and off campus | $27 \%$ |
| Job postings | $5 \%$ |
| Alumni and faculty referrals | $2 \%$ |
| Employer information meetings/dinners | $1 \%$ |
| Off-campus activity supported by the career center | $2 \%$ |
| Other Fuqua source or event | $2 \%$ |
| Club activity | $<1 \%$ |
| Resume database, referrals | $<1 \%$ |
| Graduate-facilitated | $17 \%$ |
| Summer 2015 internship | $6 \%$ |
| Family, friends outside school | $3 \%$ |
| Other graduate-facilitated source or event | $3 \%$ |
| Pre-Fuqua employer | $2 \%$ |
| Internet | $2 \%$ |
| Job posting | $1 \%$ |
| Personal contact | $1 \%$ |
| MBA conference | $<1 \%$ |

Due to rounding, the total percentage does not always equal 100.

Duke MBA final employment statistics for 2015-2016
Class of 2016 (full-time) employment statistics

## Base salary information (annual amounts)

|  | \% reporting <br> salary |  |  |  | Mean <br> salary |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Median | Low <br> salary |  | High <br> salary |  |  |
| With permanent US work authorization | $93 \%$ | $\$ 123,763$ | $\$ 125,000$ | $\$ 50,000$ | $\$ 225,000$ |
| Without permanent US work authorization | $92 \%$ | 116,638 | 120,000 | 50,000 | 160,000 |
| All graduates reporting having accepted a position | $92 \%$ | 121,283 | 120,000 | 50,000 | 225,000 |

## Signing bonus information

|  | \% reporting <br> signing bonus | Mean <br> bonus | Median <br> bonus | Low <br> bonus | High <br> bonus |
| :--- | :---: | :---: | :---: | :---: | :---: |
| With permanent US work authorization | $81 \%$ | $\$ 28,305$ | $\$ 25,000$ | $\$ 5,000$ | $\$ 60,000$ |
| Without permanent US work authorization | $77 \%$ | 30,469 | 25,000 | 8,000 | 88,000 |
| All graduates reporting having accepted a position | $80 \%$ | 29,038 | 25,000 | 5,000 | 88,000 |

Other guaranteed compensation information

|  | \% reporting <br> other bonus | Mean <br> bonus | Median <br> bonus | Low <br> bonus | High <br> bonus |
| :--- | :---: | :---: | :---: | :---: | :---: |
| With permanent US work authorization | $7 \%$ | $\$ 41,349$ | $\$ 20,000$ | $\$ 5,000$ | $\$ 150,000$ |
| Without permanent US work authorization | $14 \%$ | 31,373 | 22,250 | 5,000 | 125,000 |
| All graduates seeking employment | $9 \%$ | 36,145 | 20,500 | 5,000 | 150,000 |

Due to rounding, the total percentage does not always equal 100.
Compensation information is self-reported. To protect confidentiality, salaries are not reported when there are less than three data points, the number of data points is less than one percent of the reporting population, or when all salaries in the category are equal.

## Duke MBA final employment statistics for 2015-2016 <br> Class of 2016 (full-time) employment statistics

Salary and signing bonus by professional function

|  | \% working <br> in function | Mean salary | Median salary | Low salary | High <br> salary | Median <br> Signing <br> Bonus |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consulting | 34\% | \$135,146 | \$140,000 | \$75,000 | \$220,000 | \$25,000 |
| Finance | 23\% | 115,778 | 124,996 | 50,000 | 150,000 | 25,000 |
| Investment Banking | 9\% | 122,000 | 125,000 | 83,000 | 125,000 | 50,000 |
| Corporate Finance | 8\% | 110,348 | 115,000 | 75,000 | 125,000 | 27,500 |
| Private Wealth Management | 2\% | 125,000 | 125,000 | 125,000 | 125,000 | 42,500 |
| Finance - Other | 2\% | 106,250 | 112,500 | 50,000 | 150,000 | 32,500 |
| Private Equity Analyst/Venture Capitalist | 2\% | 96,000 | 100,000 | 90,000 | 100,000 |  |
| Portfolio Management/Buyside Research | 1\% |  |  |  |  |  |
| Research/Sellside | 1\% |  |  |  |  |  |
| General management | 15\% | 113,865 | 115,000 | 70,000 | 185,000 | 25,000 |
| Rotational/Leadership Development Program | 9\% | 111,370 | 117,000 | 70,000 | 130,000 | 25,500 |
| Internal Consulting/Corporate Strategy | 2\% | 115,449 | 110,000 | 93,000 | 142,000 | 25,000 |
| Project Management | 2\% | 115,000 | 120,000 | 75,000 | 140,000 | 25,000 |
| Business Development | 1\% | 107,769 | 106,500 | 83,076 | 135,000 | 22,500 |
| General | <1\% |  |  |  |  |  |
| Human resources | 1\% | 110,250 | 110,500 | 105,000 | 115,000 | 25,000 |
| Marketing | 21\% | 109,713 | 107,000 | 60,000 | 220,220 | 25,000 |
| Brand Management | 8\% | 106,656 | 105,000 | 90,000 | 146,400 | 22,500 |
| General | 5\% | 106,733 | 110,000 | 65,000 | 136,000 | 25,000 |
| Product Management | 3\% | 114,000 | 108,000 | 100,000 | 145,000 | 25,500 |
| Sales | 3\% | 116,580 | 108,000 | 60,000 | 220,220 | 35,000 |
| Product Development/Innovation | 1\% | 118,750 | 117,500 | 100,000 | 140,000 | 32,500 |
| Market Research | <1\% |  |  |  |  |  |
| Operations/Supply chain | 3\% | 120,444 | 120,000 | 95,000 | 130,000 | 25,000 |
| Other functions | 2\% | 116,429 | 125,000 | 50,000 | 147,000 | 25,000 |

Due to rounding, the total percentage does not always equal 100.

[^1]
## Duke MBA final employment statistics for 2015-2016

Class of 2016 (full-time) employment statistics

## Salary and signing bonus by industry

|  | \% working in industry | Mean salary | Median <br> Salary | Low <br> Salary | High <br> Salary | Median <br> Signing <br> Bonus |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consulting | 32\% | \$136,049 | \$140,000 | \$75,000 | \$220,000 | \$25,000 |
| Strategy | 15\% | 135,884 | 140,000 | 75,000 | 170,000 | 25,000 |
| Consulting - other | 11\% | 136,026 | 140,000 | 108,000 | 160,000 | 25,000 |
| Healthcare | 3\% | 143,778 | 140,000 | 125,000 | 220,000 | 27,500 |
| Human Capital | 1\% | 140,000 | 140,000 | 140,000 | 140,000 |  |
| Technology | 1\% | 126,250 | 130,000 | 110,000 | 135,000 | 25,000 |
| Energy | 1\% |  |  |  |  |  |
| Consumer Goods | 6\% | 100,104 | 104,000 | 65,000 | 110,000 | 25,000 |
| Consumer Goods - other | 3\% | 102,750 | 104,500 | 90,000 | 110,000 | 25,000 |
| Beverages / Food | 2\% | 95,154 | 100,000 | 65,000 | 108,000 | 25,000 |
| Household / Personal | 1\% |  |  |  |  |  |
| Apparel / Textiles | <1\% |  |  |  |  |  |
| Luxury Goods | <1\% |  |  |  |  |  |
| Energy | 3\% | 109,875 | 110,000 | 75,000 | 140,000 | 25,000 |
| Energy - other | 1\% |  |  |  |  |  |
| Oil / Gas | 1\% |  |  |  |  |  |
| Renewables | 1\% |  |  |  |  |  |
| Energy Finance | <1\% |  |  |  |  |  |
| Power Generation | <1\% |  |  |  |  |  |
| Utility Services (Electric/ Water/ etc.) | <1\% |  |  |  |  |  |
| Finance | 18\% | 119,052 | 125,000 | 83,000 | 150,000 | 46,250 |
| Financial Services | 16\% | 120,314 | 125,000 | 83,000 | 135,000 | 47,500 |
| Private Equity/Venture Capital | 1\% | 97,500 | 100,000 | 90,000 | 100,000 |  |
| Asset Management/Buyside | <1\% |  |  |  |  |  |
| Health | 12\% | 115,500 | 113,000 | 74,000 | 185,000 | 27,500 |
| Pharma | 3\% | 111,111 | 114,000 | 74,000 | 120,000 | 30,000 |
| Medical Devices | 3\% | 110,714 | 110,000 | 92,000 | 120,000 | 30,000 |
| Biotechnology | 2\% | 117,083 | 111,250 | 110,000 | 142,000 | 25,000 |
| Health - other | 2\% | 106,500 | 104,000 | 103,000 | 120,000 | 20,000 |
| Providers and Services | 1\% | 155,000 | 140,000 | 140,000 | 185,000 | 45,000 |
| Global Health | <1\% |  |  |  |  |  |
| Healthcare IT / Informatics | <1\% |  |  |  |  |  |
| Manufacturing | 2\% | 104,886 | 107,545 | 90,000 | 120,000 | 25,000 |
| Automotive | 1\% | 106,375 | 108,250 | 95,000 | 114,000 | 25,000 |
| Manufacturing - other | 1\% | 103,397 | 101,795 | 90,000 | 120,000 |  |

Due to rounding, the total percentage does not always equal 100.
For the purpose of confidentiality, salaries are not reported when there are less than three data points, the number of data points is less than one percent of the reporting population, or when all of the salaries in the category are equal.

Duke MBA final employment statistics for 2015-2016
Class of 2016 (full-time) employment statistics

Salary and signing bonus by industry (continued)

|  | \% working in industry | Mean salary | Median Salary | Low <br> Salary | High <br> Salary | Median Signing <br> Bonus |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other industries | 3\% | \$88,700 | \$95,000 | \$50,000 | \$120,000 | \$9,500 |
| Media / Entertainment | 1\% | 117,500 | 117,500 | 115,000 | 120,000 |  |
| Hospitality/Tourism | <1\% |  |  |  |  |  |
| Government | <1\% |  |  |  |  |  |
| Insurance | <1\% |  |  |  |  |  |
| Other | <1\% |  |  |  |  |  |
| Sports | <1\% |  |  |  |  |  |
| Real Estate | 1\% | 93,333 | 95,000 | 85,000 | 100,000 |  |
| Retail | 1\% | 112,000 | 110,000 | 95,000 | 130,000 |  |
| Social and Environmental Impact | 1\% | 91,200 | 90,000 | 87,000 | 96,000 |  |
| Social \& Environmental Impact - other | <1\% |  |  |  |  |  |
| Education | <1\% |  |  |  |  |  |
| Technology | 19\% | 118,400 | 117,000 | 60,000 | 220,220 | 30,000 |
| Internet Services / E-Commerce | 8\% | 116,400 | 117,000 | 70,000 | 136,000 | 28,750 |
| Software \& Applications | 5\% | 124,484 | 120,000 | 60,000 | 220,220 | 35,000 |
| Equipment / Hardware / Networking | 3\% | 108,143 | 102,500 | 100,000 | 125,000 | 10,000 |
| Technology - other | 2\% | 122,500 | 117,500 | 110,000 | 150,000 | 20,000 |
| Telecommunications | 1\% | 116,850 | 108,000 | 105,000 | 146,400 | 20,000 |
| Transportation/Airlines | 1\% | 107,667 | 103,000 | 100,000 | 120,000 |  |

Due to rounding, the total percentage does not always equal 100.
Compensation information is self-reported. To protect confidentiality, salaries are not reported when there are less than three data points, the number of data points is less than one percent of the reporting population, or when all salaries in the category are equal.

## Duke MBA final employment statistics for 2015-2016

Class of 2016 (full-time) employment statistics

Salary and signing bonus by world region

| \% working <br> in area |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Malary | Mean <br> salary <br> salary | Low <br> salary | High <br> salary | Median <br> signing bonus |  |  |
| Africa -Sub Saharan | $<1 \%$ |  |  |  |  |  |
| Asia | $4 \%$ | $\$ 107,517$ | $\$ 110,000$ | $\$ 70,000$ | $\$ 135,000$ | $\$ 26,000$ |
| Central America and the Caribbean | $2 \%$ | 105,868 | 100,000 | 83,076 | 130,000 | 50,000 |
| Middle East and North Africa | $<1 \%$ |  |  |  |  |  |
| North America | $91 \%$ | 122,824 | 125,000 | 50,000 | 225,000 | 25,000 |
| South America | $3 \%$ | 91,667 | 90,500 | 74,000 | 120,000 | 25,000 |

Salary and signing bonus by North American geographic region

| \% working <br> in area |  | Mean <br> salary | Median <br> salary | Low <br> salary | High <br> salary | Median <br> signing bonus |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Canada | $<1 \%$ |  |  |  |  |  |  |
| Mexico | $2 \%$ | $\$ 105,868$ | $\$ 100,000$ | $\$ 83,076$ | $\$ 130,000$ | $\$ 50,000$ |  |
| United States |  |  |  |  |  |  |  |
| Mid-Atlantic | $10 \%$ | 126,997 | 125,000 | 90,000 | 185,000 | 25,000 |  |
| Midwest | $11 \%$ | 118,487 | 114,000 | 83,000 | 147,000 | 25,000 |  |
| Northeast | $23 \%$ | 123,287 | 125,000 | 90,000 | 220,220 | 30,000 |  |
| South | $22 \%$ | 122,803 | 125,000 | 50,000 | 225,000 | 25,000 |  |
| Southwest | $9 \%$ | 119,185 | 125,000 | 65,000 | 147,000 | 25,000 |  |
| West | $24 \%$ | 123,100 | 120,000 | 60,000 | 170,000 | 25,500 |  |

## Salary and signing bonus by undergraduate major

|  | \% undergrad | Mean salary | Median salary | Low salary | High <br> salary | Median signing bonus |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Business | 36\% | \$118,949 | \$120,000 | \$50,000 | \$185,000 | \$25,000 |
| Other | 36\% | 123,458 | 125,000 | 60,000 | 220,220 | 25,000 |
| Technical | 28\% | 120,457 | 120,500 | 50,000 | 147,000 | 25,000 |

Salary and signing bonus by years experience

|  | \% years <br> experience | Mean <br> salary | Median <br> salary | Low <br> salary | High <br> salary | Median <br> signing bonus |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| More than 1 year, up to 3 years | $3 \%$ | $\$ 126,045$ | $\$ 120,000$ | $\$ 105,000$ | $\$ 160,000$ | $\$ 25,000$ |
| More than 3 years, up to 5 years | $44 \%$ | 119,626 | 125,000 | 50,000 | 220,220 | 25,000 |
| More than 5 years | $53 \%$ | 121,746 | 120,000 | 50,000 | 220,000 | 25,000 |

Due to rounding, the total percentage does not always equal 100.

[^2]
## Duke MBA final employment statistics for 2015-2016 <br> Class of 2017 (interns) employment statistics

Timing of first job offer

|  | Total seeking employment | Received 1st offer by 5/15/16 | \% received <br> 1st offer by 5/15/16 | Received 1st offer by 8/15/16 | \% received <br> 1st offer by $8 / 15 / 16$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| With permanent US work authorization | 260 | 256 | 98\% | 260 | 100\% |
| Without permanent US work authorization | 153 | 145 | 95\% | 153 | 100\% |
| All graduates seeking employment | 413 | 401 | 97\% | 413 | 100\% |

## Timing of job offer acceptance

|  | Total seeking employment | Accepted offer by 5/15/16 | \% accepted offer by 5/15/16 | Accepted offer by $8 / 15 / 16$ | \% accepted offer by 8/15/16 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| With permanent US work authorization | 260 | 254 | 98\% | 260 | 100\% |
| Without permanent US work authorization | 153 | 143 | 93\% | 153 | 100\% |
| All graduates seeking employment | 413 | 397 | 96\% | 413 | 100\% |

Three interns, representing $0.7 \%$ of those seeking employment, reneged on internship offers that had previously been accepted.

## Sources of employment

| Job source | \% of accepted <br> offers |
| :--- | :---: |
| Fuqua-facilitated | $\mathbf{8 2 \%}$ |
| Interviews on and off campus | $56 \%$ |
| Job postings | $9 \%$ |
| Other Fuqua source or event | $5 \%$ |
| Alumni referrals | $3 \%$ |
| Off-campus activity supported by the career center | $3 \%$ |
| Fuqua employer contact | $2 \%$ |
| Employer information meetings/dinners | $1 \%$ |
| Club activity | $1 \%$ |
| Resume database, referrals | $1 \%$ |
| Graduate-facilitated | $\mathbf{1 8 \%}$ |
| Other graduate-facilitated source or event | $6 \%$ |
| Internet | $4 \%$ |
| Job posting | $2 \%$ |
| Family, friends outside school | $2 \%$ |
| MBA conference | $2 \%$ |
| Personal contact | $1 \%$ |

Due to rounding, the total percentage does not always equal 100.

Duke MBA final employment statistics for 2015-2016
Class of 2017 (interns) employment statistics

Base salary information (monthly amounts)

| \% reporting <br> salary |  |  |  |  |  |  | Mean <br> salary | Median <br> salary | Low <br> salary | High <br> salary |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| With permanent US work authorization | $86 \%$ | $\$ 8,191$ | $\$ 8,000$ | $\$ 800$ | $\$ 12,750$ |  |  |  |  |  |
| Without permanent US work authorization | $85 \%$ | 7,671 | 8,000 | 1,000 | 13,000 |  |  |  |  |  |
| All graduates seeking employment | $86 \%$ | 8,000 | 8,000 | 800 | 13,000 |  |  |  |  |  |

## Signing bonus information

| \% reporting <br> signing bonus | Mean <br> bonus | Median <br> bonus | Low <br> bonus | High <br> bonus |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| With permanent US work authorization | $17 \%$ | $\$ 3,838$ | $\$ 2,500$ | $\$ 1,500$ | $\$ 10,000$ |
| Without permanent US work authorization | $12 \%$ | 3,300 | 3,000 | 1,000 | 10,000 |
| All graduates seeking employment | $15 \%$ | 3,679 | 3,000 | 1,000 | 10,000 |

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## Duke MBA final employment statistics for 2015-2016 <br> Class of 2017 (interns) employment statistics

## Salary by professional function

|  | \% working in function | Mean <br> salary | Median salary | Low salary | High <br> salary |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consulting | 25\% | \$9,728 | \$11,000 | \$1,600 | \$13,000 |
| Finance | 29\% | 8,914 | 10,400 | 2,000 | 12,500 |
| Investment Banking | 13\% | 10,428 | 10,416 | 3,000 | 12,500 |
| Corporate Finance | 8\% | 6,537 | 7,000 | 2,000 | 12,115 |
| Private Wealth Management | 4\% | 9,635 | 10,417 | 2,000 | 10,500 |
| Portfolio Management/Buyside Research | 2\% | 8,662 | 8,833 | 5,000 | 10,416 |
| Private Equity Analyst/Venture Capitalist | 1\% | 5,760 | 6,000 | 3,500 | 8,000 |
| Finance - Other | 1\% | 9,317 | 8,634 | 8,000 | 12,000 |
| Research/Sellside | <1\% |  |  |  |  |
| Sales and Trading | <1\% |  |  |  |  |
| General Management | 17\% | 6,502 | 7,050 | 1,000 | 9,867 |
| Internal Consulting/Corporate Strategy | 5\% | 6,018 | 6,500 | 2,240 | 9,867 |
| Rotational/Leadership Development Program | 5\% | 7,497 | 8,000 | 3,800 | 9,200 |
| Business Development | 3\% | 5,618 | 6,350 | 1,000 | 9,680 |
| General | 2\% | 6,121 | 6,400 | 1,500 | 9,860 |
| Project Management | <1\% |  |  |  |  |
| General Management - Other | <1\% |  |  |  |  |
| Marketing | 19\% | 6,623 | 7,000 | 800 | 10,250 |
| General | 5\% | 6,470 | 6,400 | 800 | 10,000 |
| Brand Management | 5\% | 6,386 | 6,400 | 3,400 | 8,000 |
| Product Management | 5\% | 7,469 | 7,500 | 5,280 | 10,250 |
| Market Research | 1\% | 5,282 | 6,100 | 1,527 | 7,400 |
| Sales | 1\% | 6,201 | 8,000 | 2,340 | 8,666 |
| Marketing - Other | 1\% | 6,029 | 6,908 | 1,500 | 8,800 |
| Product Development/Innovation | <1\% |  |  |  |  |
| Operations / Supply Chain | 4\% | 7,028 | 7,920 | 1,800 | 8,500 |
| Other | 5\% | 6,195 | 7,700 | 1,000 | 9,428 |
| Other | 4\% | 6,364 | 8,000 | 1,000 | 9,428 |
| Fundraising / Development | <1\% |  |  |  |  |
| Human Resources | <1\% |  |  |  |  |
| Corporate Sustainability | <1\% |  |  |  |  |

Due to rounding, the total percentage does not always equal 100.

[^3]
## Duke MBA final employment statistics for 2015-2016

Class of 2017 (interns) employment statistics

## Salary by industry

|  | \% working in that industry | Mean salary | Median Salary | Low Salary | High <br> Salary |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consulting | 22\% | \$10,547 | \$11,250 | \$4,000 | \$13,000 |
| Consulting - Other | 12\% | 10,668 | 10,380 | 4,000 | 13,000 |
| Strategy | 7\% | 10,605 | 11,200 | 4,500 | 12,100 |
| Healthcare | 2\% | 9,858 | 8,350 | 7,000 | 11,250 |
| Human Capital | 1\% | 10,587 | 10,200 | 10,380 | 11,000 |
| Energy | <1\% |  |  |  |  |
| Technology | <1\% |  |  |  |  |
| Consumer Goods | 7\% | 6,741 | 6,771 | 2,400 | 12,115 |
| Consumer Goods - Other | 3\% | 7,145 | 5,700 | 3,846 | 12,115 |
| Beverages / Food | 2\% | 6,341 | 6,450 | 2,400 | 8,500 |
| Household / Personal | 1\% | 7,288 | 7,000 | 7,000 | 7,525 |
| Luxury Goods | <1\% |  |  |  |  |
| Energy | 3\% | 6,709 | 7,200 | 1,000 | 10,000 |
| Energy - Other | 1\% | 5,467 | 7,000 | 1,000 | 8,000 |
| Utility Services (Electric/ Water/ etc.) | 1\% | 7,321 | 7,200 | 6,933 | 7,830 |
| Energy Finance | <1\% |  |  |  |  |
| Oil / Gas | <1\% |  |  |  |  |
| Renewables | <1\% |  |  |  |  |
| Finance | 24\% | 9,464 | 10,416 | 2,000 | 12,500 |
| Financial Services | 19\% | 9,886 | 6,500 | 2,000 | 12,500 |
| Asset Management/Buyside | 2\% | 8,439 | 8,666 | 5,000 | 10,416 |
| Private Equity/Venture Capital | 2\% | 7,274 | 7,050 | 3,500 | 12,000 |
| Finance - Other | <1\% |  |  |  |  |
| Health | 12\% | 6,074 | 6,720 | 800 | 10,250 |
| Biotechnology | 3\% | 6,885 | 7,200 | 4,000 | 8,400 |
| Pharma | 3\% | 5,749 | 6,400 | 800 | 8,000 |
| Medical Devices | 2\% | 6,289 | 3,200 | 1,500 | 8,250 |
| Providers and Services | 2\% | 4,033 | 3,400 | 1,000 | 8,000 |
| Health - Other | 1\% | 6,377 | 7,458 | 1,600 | 10,250 |
| Global Health | 1\% | 8,200 | 8,000 | 8,000 | 8,600 |
| Healthcare IT / Informatics | <1\% |  |  |  |  |
| Hospitality/Tourism | 1\% | 4,527 | 4,500 | 1,800 | 7,500 |
| Insurance | 1\% | 5,630 | 6,000 | 2,520 | 8,000 |

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Duke MBA final employment statistics for 2015-2016
Class of 2017 (interns) employment statistics

Salary by industry (continued)

|  | \% working in that industry | Mean salary | Median <br> Salary | Low Salary | High <br> Salary |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Manufacturing | 4\% | \$7,322 | \$7,200 | \$6,400 | \$8,500 |
| Manufacturing - Other | 3\% | 7,581 | 7,700 | 6,400 | 8,500 |
| Automotive | 2\% | 6,933 | 7,050 | 6,400 | 7,300 |
| Media / Entertainment | 1\% | 4,116 | 4,840 | 1,800 | 6,000 |
| Other | 1\% | 5,975 | 7,125 | 2,900 | 7,900 |
| Government | <1\% |  |  |  |  |
| Other | <1\% |  |  |  |  |
| Real Estate | <1\% |  |  |  |  |
| Transportation - Airlines | <1\% |  |  |  |  |
| Retail | 2\% | 6,714 | 7,000 | 5,000 | 7,916 |
| Social \& Environmental Impact | 4\% | 3,478 | 3,267 | 1,500 | 6,500 |
| Social \& Environmental Impact - Other | 2\% | 3,935 | 3,417 | 1,500 | 6,500 |
| Education | 1\% | 2,920 | 2,880 | 2,400 | 3,520 |
| Economic / Community Development | 1\% |  |  |  |  |
| Environment and Natural Resources | <1\% |  |  |  |  |
| Foundations / Philanthropy | <1\% |  |  |  |  |
| Technology | 18\% | 7,302 | 8,000 | 1,000 | 10,000 |
| Internet Services / E-Commerce | 7\% | 6,741 | 8,000 | 1,000 | 8,000 |
| Software and Applications | 5\% | 7,623 | 7,000 | 3,600 | 9,867 |
| Equipment / Hardware / Networking | 4\% | 7,892 | 8,300 | 5,280 | 9,680 |
| Telecommunications | 2\% | 7,420 | 7,000 | 5,600 | 10,000 |
| Technology - Other | 1\% | 7,267 | 8,310 | 6,800 | 8,000 |

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## Duke MBA final employment statistics for 2015-2016

Class of 2017 (interns) employment statistics

Salary by world region

| \% working in <br> area |  |  |  |  |  |  | Mean <br> salary | Median <br> salary | Low <br> salary | High <br> salary |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asia | $6 \%$ | $\$ 5,643$ | $\$ 5,645$ | $\$ 1,000$ | $\$ 12,000$ |  |  |  |  |  |
| Central America and the Caribbean | $1 \%$ | 8,538 | 9,075 | 6,000 | 10,000 |  |  |  |  |  |
| European Free Trade Area Countries | $<1 \%$ |  |  |  |  |  |  |  |  |  |
| Middle East and North Africa | $<1 \%$ |  |  |  |  |  |  |  |  |  |
| Non Europe - Free Trade Area Countries | $<1 \%$ |  |  |  |  |  |  |  |  |  |
| North America | $91 \%$ | 8,149 | 8,000 | 800 | 13,000 |  |  |  |  |  |
| South America | $1 \%$ | 7,833 | 6,500 | 6,000 | 11,000 |  |  |  |  |  |

Salary by North American geographic region

| \% working in <br> area |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Mexico | Mean <br> salary | Median <br> salary | Low <br> salary | High <br> salary |  |  |
| United States | $1 \%$ | $\$ 8,538$ | $\$ 9,075$ | $\$ 6,000$ | $\$ 10,000$ |  |
| Mid-Atlantic |  |  |  |  |  |  |
| Midwest | $7 \%$ | 7,809 | 8,327 | 2,880 | 12,000 |  |
| Northeast | $14 \%$ | 8,173 | 7,615 | 2,400 | 12,500 |  |
| South | $29 \%$ | 8,914 | 10,268 | 800 | 13,000 |  |
| Southwest | $19 \%$ | 7,285 | 7,263 | 1,000 | 12,000 |  |
| West | $7 \%$ | 9,360 | 10,380 | 4,000 | 12,500 |  |

Salary by undergraduate major

| \% undergrad <br> major |  | Mean <br> salary |  | Median <br> salary | Low <br> salary | High <br> salary |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Business | $33 \%$ | $\$ 8,032$ | $\$ 8,000$ | $\$ 1,000$ | $\$ 12,500$ |  |
| Technical | $34 \%$ | 8,175 | 8,000 | 1,500 | 13,000 |  |
| Other | $33 \%$ | 7,829 | 8,000 | 1,000 | 12,750 |  |

## Salary by years experience

|  | \% years <br> experience |  | Mean <br> salary | Median <br> salary | Low <br> salary |
| :--- | :---: | :---: | :---: | :---: | :---: |
| More than 1 year, up to 3 years | $8 \%$ | $\$ 8,001$ | $\$ 8,000$ | $\$ 2,800$ | $\$ 13,000$ |
| More than 3 years, up to 5 years | $45 \%$ | 7,934 | 8,000 | 800 | 12,500 |
| More than five years | $48 \%$ | 8,058 | 8,000 | 1,000 | 12,750 |

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## Duke MBA final employment statistics for 2015-2016



Class summary: Graduates

| Permanent work <br> authorization |  |  |  | Non-permanent work <br> authorization |  |  |  |  | Total MBA graduates |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Graduation dates in 2015-2016 were December 30, 2015 and May 15, 2016. One student's degree was conferred in December 2015 and the remaining 439 graduated at the May 16, 2016 commencement.

Class summary: Interns

| Permanent work <br> authorization |  |  |  | Non-permanent work <br> authorization |  |  |  |  | Total MBA graduates |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


[^0]:    An asterisk (*) indicates a company that has hired at least one Duke MBA who does not have permanent US work authorization for a position in the

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[^2]:    Compensation information is self-reported. To protect confidentiality, salaries are not reported when there are less than three data points, the number of data points is less than one percent of the reporting population, or when all salaries in the category are equal.

[^3]:    Compensation information is self-reported. To protect confidentiality, salaries are not reported when there are less than three data points, the number of data points is less than one percent of the reporting population, or when all salaries in the category are equal.

