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School of Business
WILLIAM & MARY

Full-time MBA Employment Report Class of 2017 and 2018





Introduction

The Mason School of Business is pleased to provide employment outcomes data for the classes of 2017 (full-time) and 2018 (internships). We welcome the opportunity to partner with your organization to meet your talent needs. Please contact our Corporate Relations & Employer Development team at hirewm@mason.wm.edu or 757-221-2295 to get started.

Methodology: employment outcomes data is collected and reported according to the MBA CSEA standards, which can be found at: www.mbacsea.org. It is important to the Mason School of Business to provide accurate and transparent employment data to prospective students. Therefore, the Graduate Career Management Center makes data available for a third-party review. To learn more about the Standards Compliance Review process, and to view a full list of schools who make their data available, visit: <http://www.mbacsea.org/aup>.

Class of 2017 Full-time Highlights

- **97.5%** of students with permanent work authorization received job offers by 3 months after graduation – a **7 percentage point increase in job offers**
- **95%** of students with permanent work authorization accepted job offers by 3 months after graduation – a **11 percentage point increase in job acceptances**
- **92%** of all seeking grads **received** job offers by 3 months after graduation – a **5 percentage point increase in job offers**
- **86%** of all seeking grads **accepted** job offers by 3 months after graduation – a **5 percentage point increase in job acceptances**
- **4 percentage point increase** in job offers at 3 months after graduation for students with non-permanent work authorization
- **100% paid internships in summer 2016**

CATEGORIES	PERMANENT WORK AUTHORIZATION	NON-PERMANENT WORK AUTHORIZATION	TOTAL MBA GRADUATES
Seeking Employment	40	23	63
Not Seeking Employment			
Company-sponsored; already employed	7	13	20
Continuing education	0	0	0
Postponing job search	4	1	5
Starting a new business	0	0	0
Not seeking for other reasons	1	0	1
Total Not Seeking Employment	12	14	26
No Recent Information Available	0	0	0
Total Graduates	52	37	89

"Permanent Work Authorization" is defined as the student being a citizen or permanent resident of the country where attending school



2017 Full-time MBA Employment Report

TIMING OF FIRST JOB OFFERS	Total Seeking Employment	Percent of First Offer by Graduation Date: 5/13/17	Percent First Offer After Grad and by 3 Months After Grad Date: 8/13/17	Not Reported Offer by 3 Months After Grad
Permanent Work Authorization	40	72.5%	25.0%	2.5%
Non-Permanent Work Authorization	23	39.1%	43.5%	17.4%
Total Graduates Seeking Employment	63	60.3%	31.7%	7.9%

TIMING OF FIRST JOB ACCEPTANCES	Total Seeking Employment	Percent of First Accept by Graduation Date: 5/13/17	Percent First Accept After Grad and by 3 Months After Grad Date: 8/13/17	Not Reported Accept by 3 Months After Grad
Permanent Work Authorization	40	62.5%	32.5%	5.0%
Non-Permanent Work Authorization	23	39.1%	30.4%	30.4%
Total Graduates Seeking Employment	63	54.0%	31.7%	14.3%

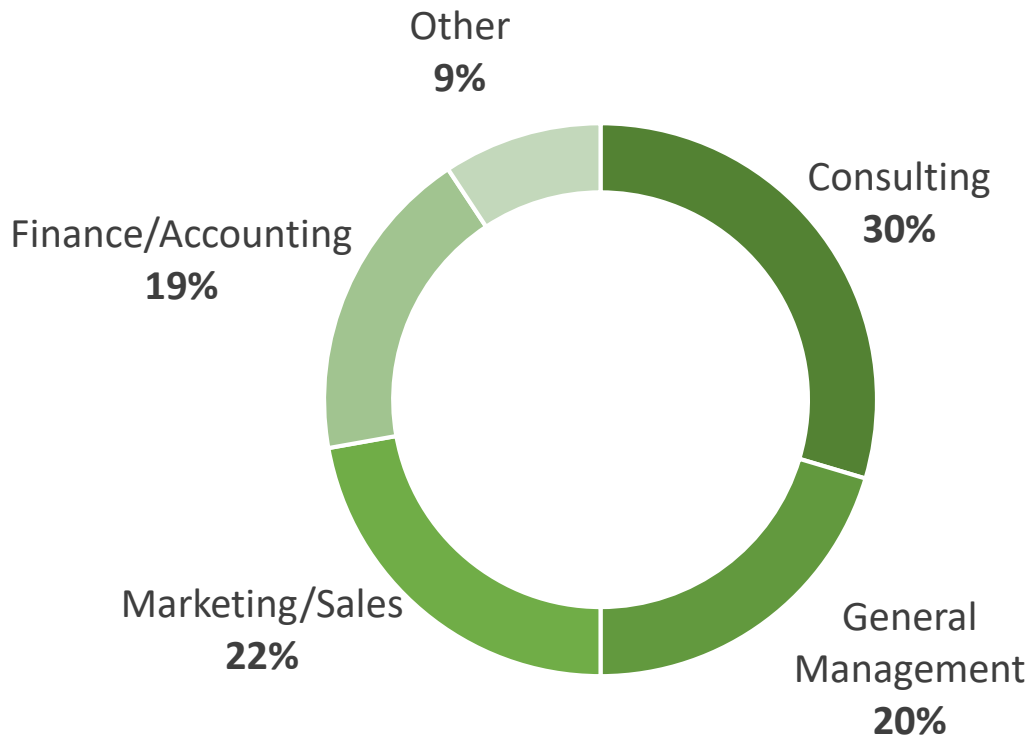
COMPENSATION REPORT						
Base Salary						
	Number Reporting	% Reporting ⁽¹⁾	Mean	Median	Low	High
Permanent Work Authorization	33	86.8%	\$87,173	\$92,000	\$45,000	\$120,000
Non-Permanent Work Authorization	11	68.8%	\$78,345	\$75,000	\$65,000	\$92,000
Total Reporting	44	81.5%	\$84,966	\$85,000	\$45,000	\$120,000
<i>(1) Divides number of students reporting Base Salary by the number of students reporting accepting a position</i>						
Signing Bonus						
	Number Reporting	% Reporting ⁽²⁾	Mean	Median	Low	High
Permanent Work Authorization	14	36.8%	\$12,690	\$10,000	\$5,000	\$25,000
Non-Permanent Work Authorization	3	18.8%	\$5,667	\$5,000	\$2,000	\$10,000
Total Reporting	17	31.5%	\$11,451	\$10,000	\$2,000	\$25,000
<i>(2) Divides number of students reporting Signing Bonus by the number of students reporting accepting a position</i>						



COMPENSATION BY PROFESSIONAL FUNCTION						
Function	Graduates Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
	Number	Percent				
Consulting	16	29.6%	\$90,320	\$90,000	\$70,000	\$115,000
General Management	11	20.4%	\$75,778	\$75,000	\$60,000	\$110,000
Marketing/Sales	12	22.2%	\$93,545	\$88,500	\$70,000	\$120,000
Finance/Accounting	10	18.5%	\$69,667	\$60,000	\$45,000	\$105,000
Other ⁽¹⁾	5	9.3%	\$84,966	\$85,000	\$45,000	\$120,000

(1) Includes Human Resources, Information Technology, Operations/Logistics

Employment by Function



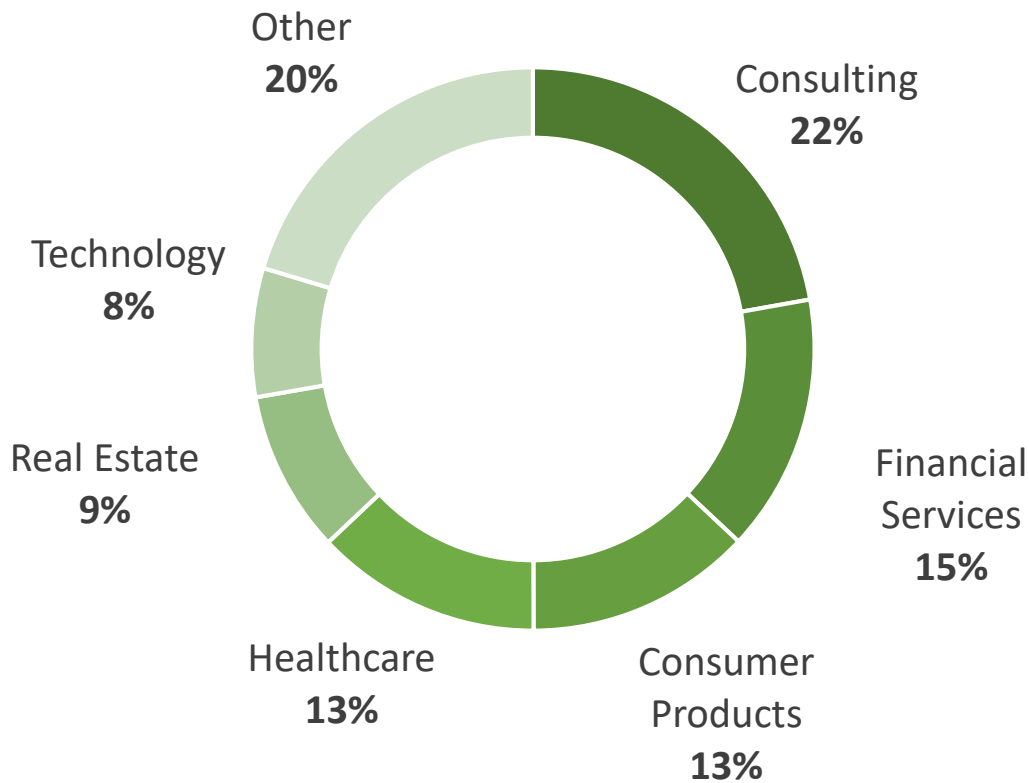


COMPENSATION BY PROFESSIONAL INDUSTRY						
Industry	Graduates Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
	Number	Percent				
Consulting	12	22.2%	\$93,182	\$93,000	\$70,000	\$115,000
Financial Services	8	14.8%	\$78,875	\$91,000	\$45,000	\$105,000
Consumer Products	7	13.0%	\$95,667	\$99,000	\$70,000	\$110,000
Healthcare	7	13.0%	\$74,667	\$80,000	\$53,000	\$85,000
Real Estate	5	9.3%	\$80,500	\$73,500	\$65,000	\$110,000
Technology	4	7.4%	\$84,267	\$85,000	\$72,800	\$95,000
Other	11	20.4%	-	-	-	-

"Other" includes Manufacturing, Media/Entertainment, Non-Profit, Energy, Retail, Technology

"-" less than 3 salaries available

Employment by Industry

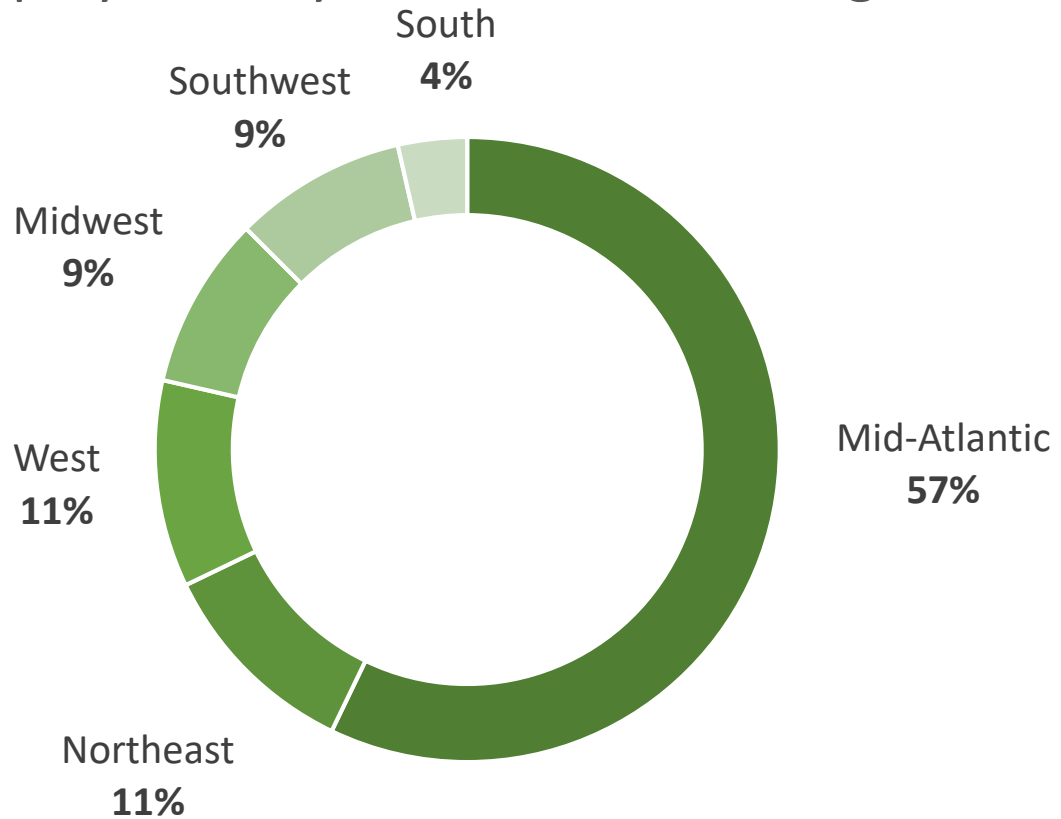




COMPENSATION BY NORTH AMERICAN REGION						
Region	Graduates Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
	Number	Percent				
Mid-Atlantic	32	59.3%	\$82,421	\$85,000	\$45,000	\$115,000
Northeast	5	9.3%	\$100,000	\$97,500	\$85,000	\$120,000
West	5	9.3%	\$95,667	\$92,000	\$85,000	\$110,000
Midwest	5	9.3%	\$91,400	\$98,000	\$53,000	\$110,000
Southwest	5	9.3%	\$76,800	\$75,000	\$70,000	\$92,000
South	2	3.7%	-	-	-	-

"-" less than 3 salaries available

Employment by North American Region

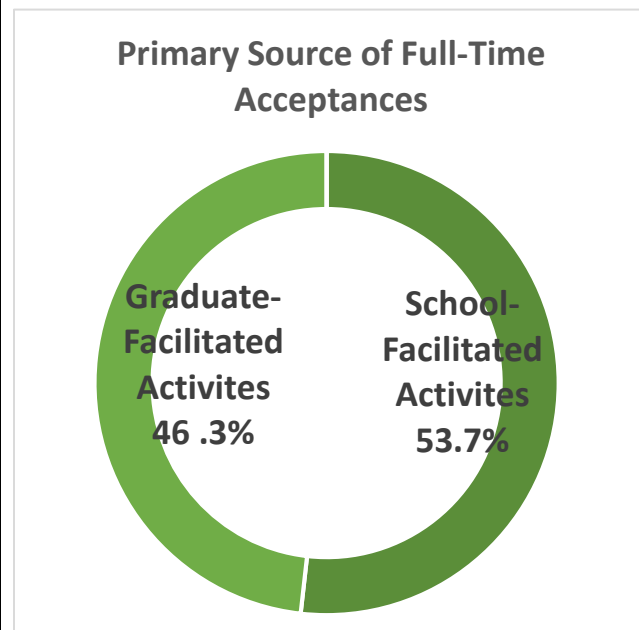




COMPENSATION BY YEARS OF PROFESSIONAL WORK EXPERIENCE						
Years of Professional Work Experience	Graduates Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
	Number	Percent				
One year or less	15	27.8%	\$78,090	\$80,000	\$45,000	\$110,000
More than one year, up to three years	11	20.4%	\$86,000	\$90,000	\$55,000	\$115,000
More than three years, up to five years	12	22.2%	\$86,180	\$88,500	\$70,000	\$105,000
More than five years	16	29.6%	\$88,837	\$85,000	\$65,000	\$120,000

COMPENSATION BY UNDERGRADUATE MAJOR						
Undergraduate Major	Graduates Accepting New Employment		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
	Number	Percent				
Business	26	48.1%	\$85,476	\$85,000	\$55,000	\$115,000
Other	17	31.5%	\$80,680	\$80,000	\$45,000	\$120,000
Technical	11	20.4%	\$90,444	\$90,000	\$70,000	\$115,000

PRIMARY SOURCE OF FULL-TIME ACCEPTANCES			
School-Facilitated Activities	Number	Percent	
Scheduled interviews on and off campus	12	22.2%	
School-facilitated internships	8	14.8%	
Faculty referrals	3	5.6%	
Alumni referrals	2	3.7%	
Other	4	7.4%	
Total School-Facilitated Activities	29	53.7%	
Graduate-Facilitated Activities	Number	Percent	
Previous employers	1	1.9%	
Graduate-facilitated internships	6	11.1%	
Family, friends outside school	5	9.3%	
Internet	7	13.0%	
Other	6	11.1%	
Total Graduate-Facilitated Activities	25	46.3%	
No Response by Graduate	Number	Percent	
Total No Response by Graduate	0	0%	
Total Job Accepting Graduates	54	100%	





Sample List of Top Full-time Employers

<p><i>American Timber Exports*</i></p> <p><i>Arcadis*</i></p> <p><i>Avertest</i></p> <p><i>BB&T</i></p> <p><i>BDS Marketing</i></p> <p><i>Bentall Kennedy</i></p> <p><i>Booz Allen Hamilton+</i></p> <p><i>Camp Northstar</i></p> <p><i>Capital One*+</i></p> <p><i>CBRE</i></p> <p><i>CDR Fundraising Group</i></p> <p><i>Croatan Investment</i></p> <p><i>DAS</i></p> <p><i>Deloitte+</i></p> <p><i>Dollar Tree*</i></p> <p><i>Dominguez Wealth Management</i></p> <p><i>Solutions</i></p> <p><i>Dominion Enterprises*</i></p> <p><i>Dubols Home Care*</i></p> <p><i>Edelman*</i></p> <p><i>First Republic Bank</i></p> <p><i>Forum One*</i></p> <p><i>General Mills, Inc</i></p>	<p><i>Harbor Group International</i></p> <p><i>Hitachi Cable America *</i></p> <p><i>IBM</i></p> <p><i>IRI*+</i></p> <p><i>ITG Brands</i></p> <p><i>JH Biotech*</i></p> <p><i>Kimberly-Clark</i></p> <p><i>LifePoint Health</i></p> <p><i>Madison Investments</i></p> <p><i>Mercy Health</i></p> <p><i>Nationwide Insurance</i></p> <p><i>NBCUniversal</i></p> <p><i>NVR</i></p> <p><i>Pantheon*</i></p> <p><i>PetSmart</i></p> <p><i>Proctor & Gamble+</i></p> <p><i>Reckitt Benckiser</i></p> <p><i>Sabre*</i></p> <p><i>Southern Virginia University</i></p> <p><i>UHS</i></p> <p><i>Virginia Commonwealth University</i></p> <p><i>Verisk Analytics*</i></p> <p><i>YES! Solar Group*</i></p>
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* Companies hiring multiple graduates

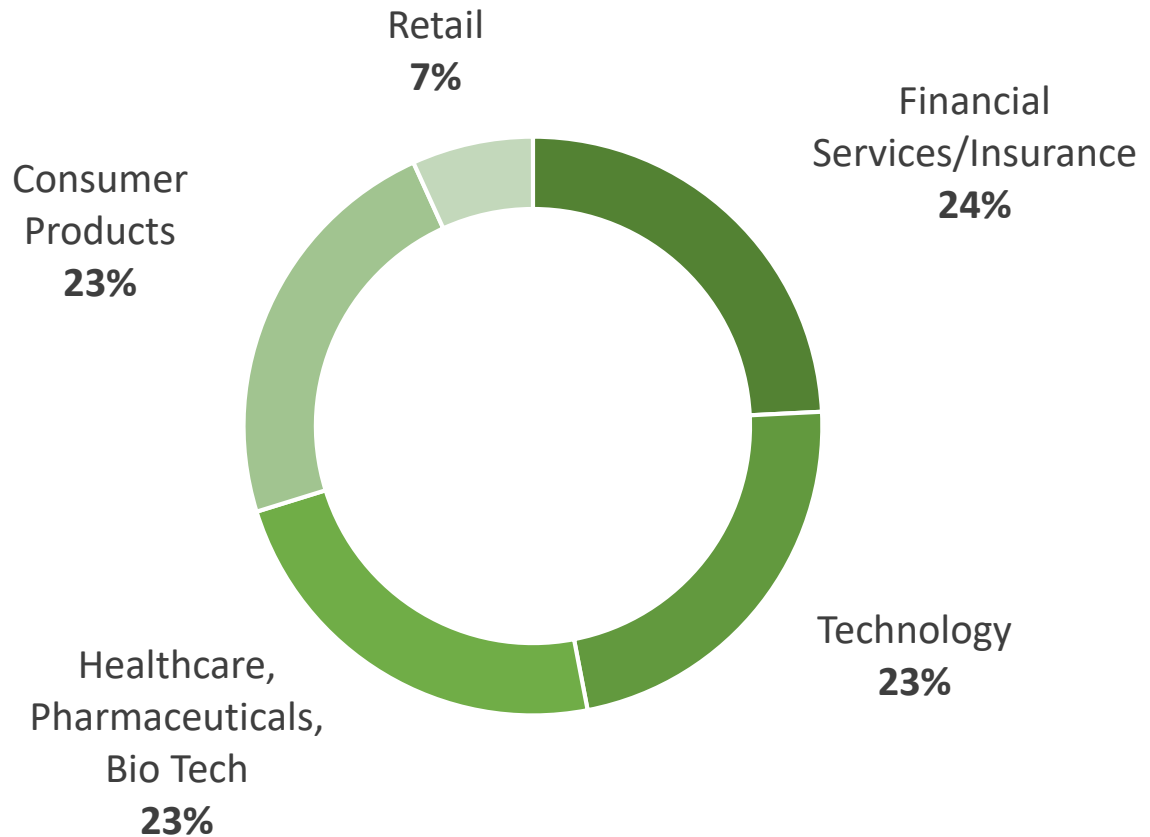
+ Companies hiring graduates with non-permanent work authorization



Class of 2018 Summer Internship Highlights

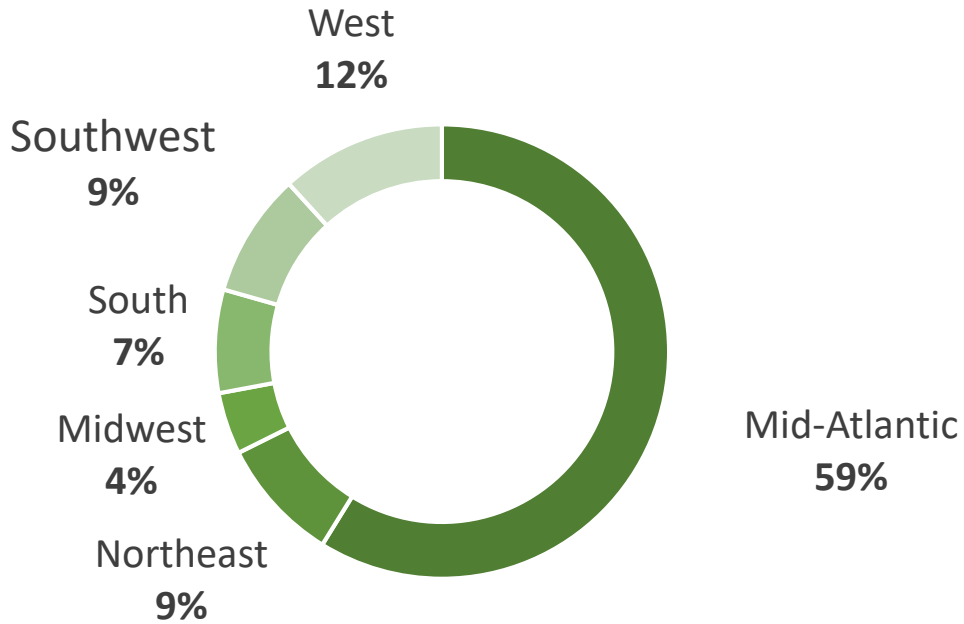
- 100% Paid Summer Internships
- Average Monthly Salary: \$4,842

Internship Industry Summary





Internship US Region Summary



Primary Source of Internship Acceptances





Sample List of Top Internship Employers

<i>ABM Industries</i>	<i>High Lantern Group</i>
<i>Adidas</i>	<i>Hospice House+</i>
<i>Amazon+</i>	<i>IAFF+</i>
<i>Anthem</i>	<i>IBM*</i>
<i>AOCE</i>	<i>ICBC+</i>
<i>ASMI</i>	<i>Initiate-it</i>
<i>AT&T</i>	<i>Intel</i>
<i>Attain Consulting</i>	<i>International Hospitals</i>
<i>Bankey+</i>	<i>JH Biotech+</i>
<i>Busch Gardens</i>	<i>Johnson & Johnson</i>
<i>CBRE*+</i>	<i>JP Morgan Chase</i>
<i>Charles Schwab</i>	<i>CoastWize</i>
<i>Charter Communication+</i>	<i>Liberty Mutual</i>
<i>Colonial Williamsburg</i>	<i>LifeNet Health*+</i>
<i>Continental Corporation*+</i>	<i>Lowe's*</i>
<i>CSX</i>	<i>NewDay USA+</i>
<i>Dell</i>	<i>NVR</i>
<i>Deloitte</i>	<i>Pantheon*+</i>
<i>Discover Financial Services</i>	<i>Pepsi Co</i>
<i>Dominion+</i>	<i>Riverside</i>
<i>Duff & Phelps</i>	<i>Savvy Rest+</i>
<i>Ernst & Young</i>	<i>Seedcom+</i>
<i>ESRI</i>	<i>Sentara</i>
<i>Exxon</i>	<i>Sony Pictures+</i>
<i>Family Dollar</i>	<i>Sports Entertainment Group</i>
<i>Fertilizer Institute</i>	<i>The Pinnacle Group</i>
<i>General Mills, Inc</i>	<i>Tidewater Physicians Multispecialty Group+</i>
<i>Genworth+</i>	<i>UHS*</i>
<i>Harbor Group+</i>	<i>USAA</i>
<i>Hasbro</i>	

* Companies hiring multiple graduates

+ Companies hiring graduates with non-permanent work authorization



Seeking Talent for your Organization?

Contact the GCMC Team at:

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Williamsburg, VA 23188

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[https://mason.wm.edu/careers/
companies/index.php](https://mason.wm.edu/careers/companies/index.php)