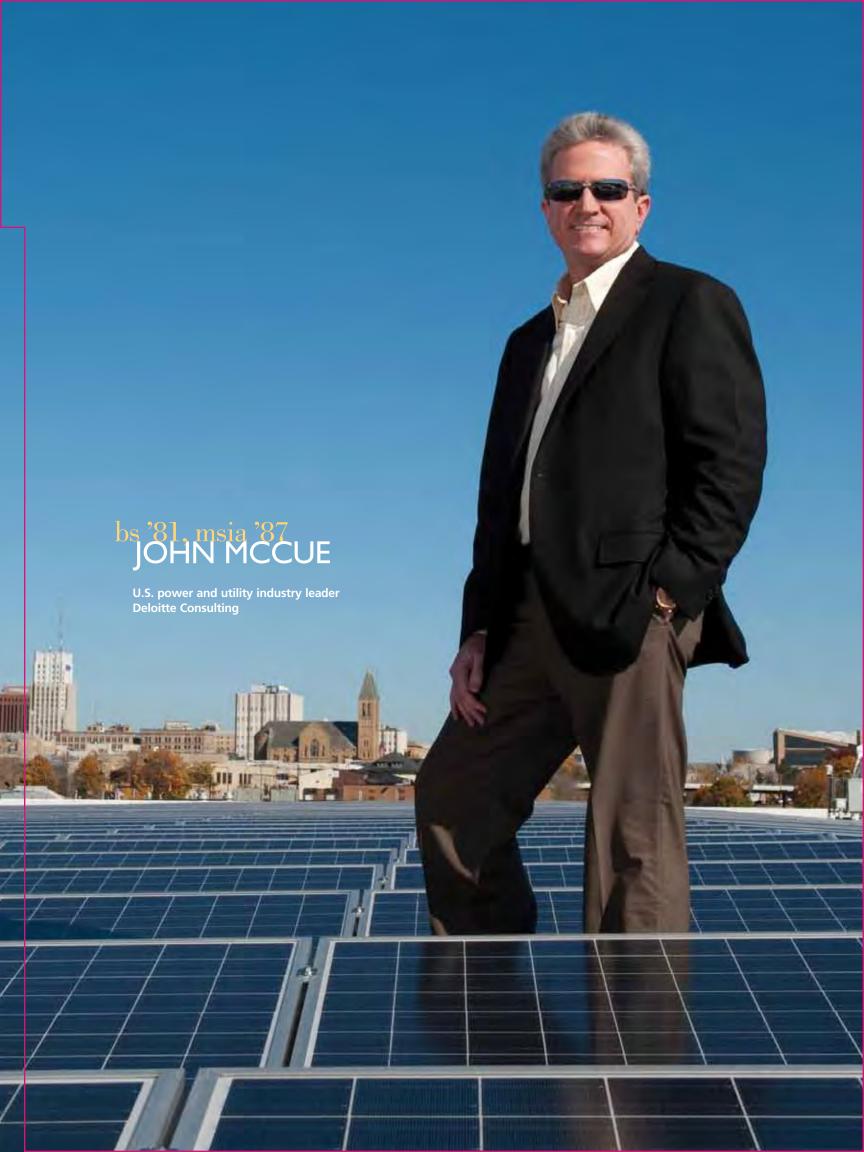
consulting/strategy
>Next-generation consulting, strategy and general management leadership





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>Recruiting partners

CONSULTING

- > 3M WORLDWIDE
- > A.T. KEARNEY, INC.
- > ACCENTURE
- > ALCOA, INC.
- > ALVAREZ & MARSAL
- > AMPHORA CONSULTING
- > ARCADIA SOLUTIONS
- > ATHENA IQ
- > BAIN & COMPANY
- > BAYER CORPORATION
- > BOOZ ALLEN HAMILTON
- > BOOZ AND COMPANY
- > BOSTON CONSULTING GROUP
- > BUCK CONSULTANTS
- > BUSINESS RESEARCH GROUP
- > CAPCO
- > CAPGEMINI
- > CARNEGIE MELLON UNIVERSITY
- > CLIMATE CORPS
- > COGNIZANT TECHNOLOGY SOLUTIONS
- > ECG MANAGEMENT CONSULTANTS INC.
- > EDGAR, DUNN & COMPANY
- > EDUCATION PIONEERS
- > ENLIGHT ADVISORS
- > ERNST & YOUNG, LLP
- > FINANCE SCHOLARS GROUP
- > FINIT SOLUTIONS
- > FIRST ANNAPOLIS CONSULTING, INC.
- > FROST & SULLIVAN
- > GALLUP ORGANIZATION, THE
- > GEISINGER VENTURES
- > GETCHEE
- > HELIX MANAGEMENT CONSULTANTS
- > HUMANA INC.
- > IBM CONSULTING
- > ICROSSING
- > KALYPSO > KPMG LLP
- > L.E.K. CONSULTING
- > LIFEBUSHIDO
- > MARS & CO.
- > MCKINSEY & COMPANY, INC.
- > NAVIGANT CONSULTING
- > NEWRY CORP.
- > OCTO CONSULTING GROUP
- > PATNI AMERICAS INC.
- > PRICEWATERHOUSECOOPERS
- PRICEWATERHOUSECOOPERS DIAMOND **ADVISORY SERVICES**
- > PRIVATIN CONSULTING, LLC
- > PRTM MANAGEMENT CONSULTANTS, INC.
- > SATORI CONSULTING
- > SCA TECHNOLOGIES LLC
- > SENTRANA, INC.
- > SIEMENS CORPORATION
- > SIEMENS MANAGEMENT CONSULTING
- > THE ADVISORY BOARD COMPANY
- > THE STRATEGY CAPABILITIES GROUP > WEBER ASSOCIATES
- > ZS ASSOCIATES

STRATEGY & GENERAL MANAGEMENT

- > 3M WORLDWIDE
- > AIR PRODUCTS & CHEMICALS, INC.
- > AMAZON.COM
- > AUTODESK, INC.
- > BLOOMBERG L.P.
- > BOSSA NOVA ROBOTICS
- > BRISTOL-MYERS SQUIBB
- > CAPITAL ONE FINANCIAL CORPORATION
- > CARE
- > CAREERIMP
- > CENTENE CORPORATION
- > CHEVRON CORPORATION
- > CISCO SYSTEMS, INC.
- > CIVICSCIENCE
- > CONDE NAST
- > CONSUMER ELECTRONICS ASSOCIATION
- > COOPER INDUSTRIES, INC.
- > COVIDIEN
- > CUMMINS ENGINE
- > DAVITA, INC.
- > DELL COMPUTER CORPORATION
- > DETECON, INC
- > DICK'S SPORTING GOODS
- > DIXIE IRON WORKS > DOCDOK.COM
- > DOOSAN
- > DST GLOBAL SOLUTIONS
- > DYNAMICS INC.
- > EATON CORPORATION
- > EMERSON
- > FACEBOOK, INC.
- > FACTSET RESEARCH SYSTEMS
- > FORMS+SURFACES
- > GENERAL ELECTRIC COMPANY
- > GLAXOSMITHKLINE PLC
- > GOOGLE, INC.
- > HALL CAPITAL PARTNERS
- > HCR MANORCARE
- > HEWLETT PACKARD
- > HUMANA INC.
- > INDUSTRIAL SCIENTIFIC CORPORATION
- > INTEL CORPORATION
- > INTERNATIONAL PLASTICS EQUIPMENT GROUP, INC.
- > JOHNSON & JOHNSON
- > JONES LANG LASALLE
- > JPMORGAN CHASE & CO.
- > KAISER PERMANENTE > LIBERTY MUTUAL
- > MCMASTER-CARR
- > MEDTRONIC, INC.
- > MICROSOFT CORPORATION > NATIONAL TRUST FOR HISTORIC PRESERVATION
- > OLIVER WYMAN

- > PALO ALTO RESEARCH CENTER
- > PEOPLE'S PREPARATORY CHARTER SCHOOL
- > PHRQL, LLC
- > PNC FINANCIAL SERVICES
- > PROVIDE COMMERCE INC.
- > PSKW
- > QUANTUM RENEWABLE ENERGY
- > RENEWABLE MANUFACTURING GATEWAY
- > RENT JUNGLE
- > REXNORD INDUSTRIES
- > SAGEWORKS INC.
- > SERVICEMAGIC
- > SIEMENS INDUSTRIAL SOLUTIONS DIVISION
- > SIKORSKY AIRCRAFT
- > SPACEWORKS
- > SPACEX
- > STAMPEDE INDUSTRIES
- > TD BANK > TE CONNECTIVITY LTD.
- > TENET HEALTHCARE
- > THERMO FISHER SCIENTIFIC INC. > THOMSON REUTERS
- > T-MOBILE
- > TRACKABOUT, INC.
- > TRAVELERS COMPANIES, INC. (THE)
- > UNION PACIFIC CORPORATION
- > UNITED TECHNOLOGY CORPORATION

> WESTINGHOUSE ELECTRIC CORPORATION

- > UPMC HEALTH SYSTEM
- > VANGUARD GROUP, INC.
- > WHIRLPOOL CORPORATION

CONSULTING, STRATEGY & GENERAL MANAGEMENT

The Tepper School of Business has been leading and teaching management science for more than a half century. Our renowned analytical approach is based upon the combination of decision competencies based on quantitative methods and models that provide an in-depth analytical view of today's dynamic business environment and complex management issues.

This curriculum listing corresponds to many of our MBA concentrations and study areas in consulting and general management. The Tepper School MBA curriculum is designed to evolve in complexity and business application throughout the students' two years of study. Year One builds upon fundamentals and skill sets in the core disciplines, including Operations, Finance, Marketing, Strategy,

Organizational Behavior and Technology. Year Two advances the theory and strategic application to provide breadth and depth in areas that support corporate strategy with the completion of three to four concentrations in specific functional areas.

Tepper School MBA Tracks include: Business Analytic Track, Entrepreneurship in Organizations, Financial Engineering, Investment Strategy, Management of Innovation and Product Development and Technology Leadership.

Management & Strategy

- > Developing Star Performers
- > Managing Intellectual Capital and Knowledge Intensive Business
- > Managing Service, e-Commerce and Customer-Driven Businesses
- > Strategic Corporate Management
- > Studies in Strategy

Communications

- > Consulting and Conflict Resolution
- > Executive Communication Skills
- > Interpersonal Managerial Communications
- > Management Presentation
- > Presenting Competitively

Entrepreneurship

- > Entrepreneurial Thought and Practice
- > Entrepreneurial Leadership
- > Funding Early Stage Ventures
- > Venture Capital and Private Equity

Finance

- > Applied Corporate Finance
- > Corporate Restructuring
- > Finance II
- > Futures and Swaps
- > International Finance
- > Investment Analysis
- > Optimization Methods in Finance
- > Studies in Financial Engineering
- > Taxation and Financial Strategy

International Management

- > Cross-Cultural Management and Ethics
- > International Accounting
- > International Business
- > International Management in Europe
- > International Finance

Legal & Political Environment

- > Business Law and Ethics
- > Contract Law
- > Ethical Issues in Business

Marketing

- > Business to Business Marketing
- > Marketing Applications of Data Mining
- > Marketing Communication & Buyer Behavior
- > Marketing Research
- > New Product Management
- > Pricing

Organizational Behavior and Analysis

- > Advanced Negotiations in Complex Environments
- > Groups and Teams in Organizations
- > Knowledge Management and Organizational Learning
- > Negotiations
- > Organizational Change
- > Organizational Power and Influence
- > Strategic Human Resource Management

Production/Operations Management/ Operations Research

- > Demand Management and Price Optimization
- > JIT Manufacturing and Supply Chain Management
- > Manufacturing Strategy
- > Operations Research Applications
- > Operations Research Implementations
- > Optimization and Decision-Making
- > Probability and Decision-Making
- > Quality and Design Analysis
- > Simulation Modeling for Production Systems

>MBA full-time class of 2011

JOB COMPENSATION BY FUNCTION - CONSULTING, STRATEGY & GENERAL MANAGEMENT

FUNCTION	PERCENT	MEAN	MEDIAN	HIGH	LOW
Consulting	26.95%	\$111,940	\$115,000	\$140,000	\$75,000
General Management	19.16%	\$100,345	\$100,000	\$121,000	\$76,901
General management/LPDs	11.98%	\$ 99,395	\$ 100,000	\$ 120,000	\$ 76,901
Project management	1.80%	\$ 111,605	\$ 115,000	\$ 115,815	\$104,000
Strategic planning/Business development	5.39%	\$ 98,500	\$ 99,500	\$ 121,000	\$ 78,000

This report includes all domestic and international acceptances as of three months after graduation.

N/A = Insufficient data



Academic Options MBA Concentration MBA Track Dual Degree

>MBA internships full-time class of 2012

INTERNSHIP COMPENSATION BY FUNCTION - CONSULTING, STRATEGY & GENERAL MANAGEMENT

FUNCTION	PERCENT	MEAN	MEDIAN	HIGH	LOW	
Consulting	15.20%	\$ 8,153	\$ 9,363	\$ 11,258	\$ 433	
General Management	15.20%	\$ 6,042	\$ 6,478	\$ 8,000	\$ 1,732	
General management/LPDs	5.39%	\$ 6,426	\$ 6,928	\$ 8,000	\$ 1,732	
Project management	0.98%	N/A	N/A	N/A	N/A	
Strategic planning/Business development	8.82%	\$ 6,024	\$ 6,050	\$ 8,000	\$ 4,330	

This report conforms to the MBA Career Services Council Standards for Reporting MBA Employment Statistics. All copies dated before September 30th are interim reports.

This page shows statistics for the number accepting employment by three months after graduation.

N/A = Insufficient data



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