2011 Full-Time MBA graduates

COMPENSATION BY FUNCTION

FUNCTION	PERCENT ACCEPTED	MEAN	MEDIAN
Consulting	26.95%	\$111,940	\$115,000
Finance	29.94%	\$ 92,296	\$ 97,500
Accounting/Auditing	0.60%	N/A	N/A
Corporate (Analysis/Treasury)	7.78%	\$ 92,581	\$ 90,000
Analytics	2.99%	\$ 97,000	\$ 95,000
Investment banking	6.59%	\$ 89,938	\$ 100,000
Other	2.40%	\$ 88,250	\$ 91,500
Research	1.20%	N/A	N/A
Risk management	1.80%	\$ 109,648	\$ 100,000
Sales and trading	6.59%	\$ 91,364	\$ 100,000
General Management	19.16%	\$100,345	\$100,000
General management/LDPs	11.98%	\$ 99,395	\$ 100,000
Project management	1.80%	\$ 111,605	\$ 115,000
Strategic planning/ Business development	5.39%	\$ 98,500	\$ 99,500
Marketing	17.96%	\$100,924	\$100,000
Brand (B2C)	5.99%	\$ 98,389	\$ 100,000
Product/Industrial (B2B)	7.78%	\$ 110,638	\$ 115,000
Research/Analytics	2.40%	\$ 85,750	\$ 85,000
Sales	1.80%	\$ 86,667	\$ 90,000
Operations Management/ Logistics	5.39%	\$ 99,875	\$110,000
Operations management	4.79%	\$ 102,714	\$ 110,000
Supply chain management/ Logistics	0.60%	N/A	N/A
Other Functions	0.60%	N/A	N/A

REGIONAL STATISTICS

	PERCENT	MEAN	MEDIAN
Northeast	32.34%	\$101,139	\$100,000
New York City	19.76%	\$ 102,121	\$ 100,000
Mid-Atlantic	17.96%	\$ 97,138	\$ 96,000
Pittsburgh	11.38%	\$ 96,111	\$ 95,500
South	7.19%	\$ 88,273	\$ 95,000
Southwest	1.80%	\$ 94,333	\$ 96,000
Midwest	14.37%	\$103,310	\$103,278
West	20.36%	\$109,065	\$110,150
Canada	0.60%	N/A	N/A
Mexico	1.20%	N/A	N/A
All International (including Mexico and Canada)	5.99%	\$ 96,497	\$100,000
Total Reporting	100%		

2011 Full-Time *MBA graduates*

COMPENSATION BY INDUSTRY

INDUSTRY	PERCENT ACCEPTED	MEAN	MEDIAN
Consulting	24.55%	\$112,215	\$115,000
eBusiness/IT	1.80%	\$ 111,333	\$ 105,000
Management	20.36%	\$ 111,847	\$ 115,000
Strategic	2.40%	\$ 116,000	\$ 115,000
Consumer Products	5.39%	\$ 88,222	\$ 90,000
Financial Services	28.74%	\$ 95,091	\$100,000
Asset management	1.80%	\$ 100,000	\$ 95,000
Credit reporting/Analytics	1.20%	N/A	N/A
Commercial bank	5.99%	\$ 80,843	\$ 90,000
Diversified services	0.60%	N/A	N/A
Insurance	4.19%	\$ 105,286	\$ 102,000
Investment bank	12.57%	\$ 98,604	\$ 100,000
Other finance	0.60%	N/A	N/A
Private equity/Venture capital	0.60%	N/A	N/A
Proprietary trading	1.20%	N/A	N/A
Government/Not for Profit	1.20%	N/A	N/A
Not-for-profit	1.20%	N/A	N/A
Manufacturing	5.39%	\$ 99,616	\$101,556
Aerospace	0.60%	N/A	N/A
Automotive/Other transportation	n 0.60%	N/A	N/A
Chemicals	0.60%	N/A	N/A
Other manufacturing	3.59%	\$ 99,000	\$ 102,500

INDUSTRY	PERCENT ACCEPTED	MEAN	MEDIAN
Media/Entertainment	1.20%	N/A	N/A
Petroleum/Energy/Utilities	0.60%	N/A	N/A
Pharmaceuticals/ Biotechnology/Healthcare	8.98%	\$ 96,171	\$100,000
Pharmaceuticals	4.79%	\$ 103,714	\$ 107,000
Biotechnology	0.60%	N/A	N/A
Medical products/Devices	1.80%	\$ 86,000	\$ 80,000
Medical services	1.80%	\$ 86,634	\$ 83,000
Technology	20.36%	\$106,064	\$110,000
Hardware	4.19%	\$ 113,588	\$ 115,815
Internet/eBusiness	8.98%	\$ 106,733	\$ 110,000
Other	2.40%	\$ 97,000	\$ 100,000
Software	2.99%	\$ 103,200	\$ 105,000
Telecommunications	1.80%	\$ 99,000	\$ 95,000
Other Industries	3.59%	\$ 85,917	\$ 88,750
Other industries	0.60%	N/A	N/A
Retail/Merchandising	2.40%	\$ 82,625	\$ 86,250
Transportation	0.60%	N/A	N/A

MINI SEMESTER 1

August 27

September 3

September 4

September 25 – 29

September 27 – 28

October 1

October 4 – 6

October 10

October 12 – 15

October 22 - 24

October 22 - 26

MINI SEMESTER 2

October 29

November 21 – 23

December 13

December 15 – 18

December 19 – January 13

MINI SEMESTER 3

January 7 – 11

January 14

January 15

January 21

February 26

February 28 - March 2

March 11 - 19

MINI SEMESTER 4

March 20

March 21

April 18 – 20

May 2

May 4-7

May 18

Recruiting calendar 2012-2013

FALL 2012

Mini 1 Classes Begin

Labor Day

Corporate Presentations Begin

National Black MBA Association, Indianapolis, IN

No Presentations

On-Campus Recruiting Begins for Graduating Students

National Society of Hispanic MBAs, Orlando, FL

Last Day of Mini 1 Classes

Mini 1 Final Exams – No On-Campus Recruiting/Presentations

Off-Campus Recruiting Financial Services – New York Campus

Mini-Semester Break - No On-Campus Recruiting/Presentations

FALL 2012

Mini 2 Classes Begin - No On-Campus Recruiting/Presentations

Thanksgiving Break — No On-Campus Recruiting/Presentations

Last Day of Mini 2 Classes

Mini 2 Final Exams - No On-Campus Recruiting/Presentations

Winter Break – No On-Campus Recruiting/Presentations

SPRING 2013

Off-Campus Recruiting Financial Services – New York Campus

Mini 3 Classes Begin – No On-Campus Recruiting/Presentations

On-Campus Recruiting Begins for Summer Internships and continues for Graduating Students

Martin Luther King Day – No On-Campus Recruiting/Presentations

Last Day of Mini 3 Classes

Mini 3 Final Exams - No On-Campus Recruiting/Presentations

Spring Break – No On-Campus Recruiting/Presentations

SPRING 2013

Mini 4 Classes Begin – No On-Campus Recruiting/Presentations

On-Campus Recruiting Continues

Spring Carnival (No Parking) – No On-Campus Recruiting/Presentations

Last Day of Mini 4 Classes

Mini 4 Final Exams – No On-Campus Recruiting/Presentations

Graduation

Dates subject to change.



Student clubs are excellent vehicles for companies to learn more about our students and programs. We invite you to consider speaking and sponsorship opportunities. Please contact the club representative directly, www.tepper.cmu.edu

ALPHA ASSET MANAGEMENT CLUB

Henry Gama, hgama@tepper.cmu.edu
The Alpha Asset Management Club has two
objectives: 1) Education and resource support for
students interested in launching investment careers
on the buy- or the sell-side. 2) Managing The
Tepper Opportunity Fund (TOF) — a long-only equity
fund providing students the opportunity to pitch
investment ideas and manage a real portfolio
within a disciplined framework.

ASIAN BUSINESS ASSOCIATION

Kai Kang, kkang1@andrew.cmu.edu

The Asian Business Association consists of students from Asian and non-Asian countries to facilitate an understanding of Asian business and culture. Our objectives are to help prepare students for employment opportunities in both the West and in Asia, and introduce non-Asian students to business and employment opportunities in the Asia-Pacific region.

BIOPHARMA AND HEALTHCARE CLUB

Heather Martin, hmartin@tepper.cmu.edu

The BioPharma and Healthcare Club provides opportunities for students to prepare for careers related to biotechnology, pharmaceuticals, medical devices, and health insurance and delivery. Our members interact with the life sciences and healthcare industries through educational activities, speaker series, networking events, student mentorship and company visits.

BLACK BUSINESS ASSOCIATION

Keith Chaney, kchaney@tepper.cmu.edu

The Black Business Association supports all students of African descent. Our objective is to support the personal and professional development of our members, who represent a wide range of experiences and interests, through a variety of programs and initiatives. The BBA is also dedicated to increasing the number of students of African descent and in connecting with alumni to strengthen the alumni network.

BUSINESS AND TECHNOLOGY CLUB

Michael Dick, mbdick@tepper.cmu.edu

The Business and Technology Club is focused on exposing members to career opportunities across functional domains such as marketing, operations, finance and consulting. Our goal is to develop future industry leaders by engaging with technology experts, exploring the impact of emerging technologies, facilitating business case competitions, and networking with leading professionals at the most innovative companies in the world.

CONSULTING CLUB

Christine LaBarre, clabarre@tepper.cmu.edu

Comprised of more than 220 members, the goal of the Tepper Consulting Club is to prepare and mentor its members to secure careers of their choice in the field of consulting. Some of the club's initiatives in preparing its members include: organizing an industry speaker series, working collaboratively with leading consulting firms to organize case competitions, and sponsoring mentors and case preparation workshops.

ENDURANCE CLUB

Kirsten Fudeman, kfudeman@tepper.cmu.edu

The Endurance Club promotes the physical health of all students, partners, professors, and alumni through an environment of training and competition in swimming, biking, running, CrossFit and other distance sports. Both beginners and experienced athletes are equally welcome. You will often see a group of us running in Schenley Park or riding our bikes around the city.

ENERGY CLUB

Daniel Rosenberg, drosenb1@tepper.cmu.edu

Tepper Energy Club is a student-run professional organization dedicated to developing and broadening the Tepper community's interest in the energy industry. The club defines the 'energy sector' as any opportunity that involves the generation, transmission or use of power; including but not limited to fuel sources, power generation, utilities, energy markets, energy efficient technology, electric/alternative fueled vehicles, etc.

ENTREPRENEURSHIP AND VENTURE CAPITAL CLUB

Ryan Burns, ryanburn@andrew.cmu.edu

The EVC Club supports the development and funding of new business ideas among MBA students, and all the graduate programs across Carnegie Mellon University. Our mission is to leverage the MBA curriculum and educate our members about entrepreneurship, venture capital, and private equity.

GOLF CLUB

Steve Troy, stroy@tepper.cmu.edu

In the world of business the ability to confidently approach a round of golf can prove to be a valuable networking tool. The Golf Club seeks to educate new players about the game while providing opportunities for networking through organized activities with students, alumni, and employers.

GRADUATE FINANCE ASSOCIATION

Andrew Jesionowski, ajesiono@tepper.cmu.edu
The largest professional organization at the Tepper
School, the Graduate Finance Association (GFA)
develops future leaders in finance and investment
by providing comprehensive mentoring, networking,
and professional development opportunities to the
MBA and MSCF programs.

JEWISH BUSINESS ASSOCIATION

Yoni Steinberg, jsteinbe@tepper.cmu.edu

The JBA offers a community forum for Jewish MBA students. JBA members participate in CMU and Tepper networking events, professional development opportunities and social gatherings while interacting with the Pittsburgh Jewish community. Each mini we: 1) host a lunch-and-learn on campus featuring a Jewish business or community leader. 2) provide an off-campus social or community volunteer opportunity. 3) coordinate holiday and cultural events per Jewish calendar.

LATIN AMERICAN BUSINESS CLUB

Javier Gonzalez, javierg@tepper.cmu.edu

The Latin American Business Club enhances understanding of business in Latin America and increases awareness of the Latin culture among the Tepper community.

MARKETING CLUB

Kyle Lancaster, klancast@tepper.cmu.edu

The Marketing Club introduces and highlights career paths within the marketing field. We collaborate with successful marketing alumni and contacts to equip students with the tools necessary for their careers through projects and special events that build upon classroom concepts.

MILITARY VETERANS ASSOCIATION

Jeremy Harbaugh, jharbaug@andrew.cmu.edu

The Military Veterans Association seeks to help Veterans and members of all military organizations in their transition to the civilian sector. Our objectives are to inform and assist qualified candidates from all armed forces in the application process; to provide a social support community at Carnegie Mellon; to strengthen the skills, knowledge, and networks essential to a successful transition into the business world through events with corporations and alumni; and to continue the traditions of Leadership, Honor, Respect and Duty by serving as role models within the community.

NET IMPACT

Alanna Houck, alannah@tepper.cmu.edu

Net Impact is growing a network of new leaders who are using the power of business to make a positive net social, environmental and economic impact. Net Impact trains members to use business for social good during their graduate education, throughout their careers, and within their communities

OPERATIONS MANAGEMENT CLUB

Nicolle Nacey, nnacey@andrew.cmu.edu

The Operations Management Club assists students pursuing careers in operations by providing opportunities to network with and learn from globally recognized leaders in production methodologies, planning and logistics optimization, general management and supply chain solutions. Thought exchanges created by student-run case competitions with other leading B-schools helps Tepper's top-ranked program generate the operations leaders of tomorrow.

ORGANIZATIONAL LEADERSHIP CLUB

Jertez Hunter, jertezh@tepper.cmu.edu

The Organizational Leadership Club seeks to enhance the leadership skills of the Tepper community for future application in corporate contexts. The club empowers members through education and opportunities to develop core capabilities, including team dynamics, innovation, change management, influence, negotiation, conflict resolution and verbal and non-verbal communication.

OUT & ALLIED

Allison Kramer, akramer@tepper.cmu.edu

Out and Allied aims to achieve the following:

1) Provide a supportive environment to enhance current LGBT students, allies, and partners social, academic and career experiences. 2) Establish relationships and foster dialogue with employers who value a diverse workplace. 3) Equip future business leaders to be advocates of workplace equality. 4) Link the social and professional network of Out and Allied to similar groups from other business schools and the greater community.

POKER CLUB

Eduardo Winck, ewinck@tepper.cmu.edu

The Poker Club educates club members on variations of poker through tutorials, outside speakers and live games. Club tournaments give members the opportunity to have fun with their business school colleagues, exercise their Tepper quant-skills, and employ their poker expertise. Participation in the annual Las Vegas MBA Poker Championship provides a plethora of networking opportunities with other MBA students and corporate recruiters.

PUBLIC SPEAKING CLUB

Brian Watson, brianwat@tepper.cmu.edu, Yulia Lukmanova, ylukmano@tepper.cmu.edu

The Public Speaking Club broadens and deepens students' public speaking, group communication and leadership skills in a fun and intellectually stimulating environment.

QUANTITATIVE FINANCE CLUB

New York Leaders

Neel Purohit, npurohit@andrew.cmu.edu Meng-Xin Wang, yangw2@andrew.cmu.edu Le Yang, leyang@andrew.cmu.edu

Pittsburgh Leaders

Michael Chuen, mchuen@andrew.cmu.edu Lakshmi Daggubati, lpd@andrew.cmu.edu Shan Wang, shanwang@andrew.cmu.edu

The Quantitative Finance Club provides MSCF degree and certificate students with social, educational and program feedback opportunities. Club-organized events include the MSCF Speaker Series.

SOUTH ASIAN BUSINESS ASSOCIATION

Yajnika Sharma, ysharma@tepper.cmu.edu

SABA is geared toward supporting students of South Asian origin both from professional and cultural viewpoints. Professionally, through the

annual India Business Speaker Series and India Trip, SABA seeks to facilitate networking within the school of business as well as the external business community to create opportunities for our members. Culturally, SABA hosts events to maintain our South Asian identity by celebrating major regional festivals.

STUDENT CONSULTING INTERNATIONAL ORGANIZATION

Nathan Jayappa, njayappa@andrew.cmu.edu

Connecting CMU students from various educational disciplines with underprivileged communities around the world, SCIO develops strategies to combine the existing resources of each region with new insights to influence the implementation of longterm sustainable solutions. SCIO promotes social responsibility and professional and personal growth by working in teams to choose new projects while creating milestones and tasks to follow project progress through to final implementation.

TEPPER WOMEN IN BUSINESS

Celine Ramoni, cramoni@tepper.cmu.edu

This club provides professional development, career-networking opportunities and educational workshops designed to help women in business increase their confidence, skills and knowledge to become successful business leaders.

WINE CLUB

Karan Chaudhri, karanc@andrew.cmu.edu

The Wine Club provides the Tepper community with a forum to explore and appreciate wine through education and tasting experience. Members have the opportunity to attend tastings, visit vineyards and learn about the alcoholic beverage industry as a whole. The club welcomes all students and their partners.

ROBBER BARONS

Co-editors

Thomas Hubbel, thubbell@tepper.cmu.edu Ariel Lee, ariellee@tepper.cmu.edu Jeff Renshaw, jrenshaw@tepper.cmu.edu

The weekly student newspaper, *Robber Barons*, is a terrific advertising opportunity for companies to share their recruiting plans and schedule for upcoming campus visits. *Robber Barons* is supervised, written and distributed by students and provides a humorous and information-packed chronicle of campus life.

Career opportunities center contacts



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Jack Vogel Associate Director 412-268-2616 jackv@andrew.cmu.edu

2011 Full-Time *MBA summer interns*

COMPENSATION BY FUNCTION

FUNCTION	PERCENT ACCEPTED	MEAN	MEDIAN
Consulting	15.20%	\$8,153	\$ 9,363
Finance	30.39%	\$6,345	\$7,000
Corporate (Analysis/Treasury)	9.80%	\$ 5,897	\$ 6,668
Analytics	2.45%	\$ 5,315	\$ 5,196
Investment banking	8.33%	\$ 7,181	\$ 8,327
Asset management	2.45%	\$ 7,267	\$ 8,333
Other finance	2.45%	\$ 2,764	\$ 3,332
Research	1.47%	\$ 8,333	\$ 8,333
Risk management	0.98%	N/A	N/A
Sales and trading	1.96%	\$ 8,479	\$ 8,417
Structured products	0.49%	N/A	N/A
General Management	15.20%	\$6,042	\$6,478
General management/LDPs	5.39%	\$ 6,426	\$ 6,928
Project management	0.98%	N/A	N/A
Strategic planning/ Business development	8.82%	\$ 6,024	\$ 6,050
Human Resources	0.98%	N/A	N/A
Information Systems/ Technology	3.92%	\$7,610	\$8,000
Management	3.43%	\$ 8,011	\$ 8,330
Programming/Software development	0.49%	N/A	N/A
Marketing	23.04%	\$6,597	\$6,928
Brand (B2C)	11.27%	\$ 6,648	\$ 6,964
Product/Industrial (B2B)	6.37%	\$ 6,962	\$ 7,621
Research/Analytics	4.41%	\$ 5,875	\$ 5,889
Sales	0.98%	N/A	N/A

FUNCTION	PERCENT ACCEPTED	MEAN	MEDIAN
Operations Management/ Logistics	10.29%	\$6,669	\$6,928
Operations management	7.35%	\$ 7,058	\$ 7,500
Purchasing	0.98%	N/A	N/A
Supply chain management/ Logistics	1.96%	\$ 5,063	\$ 5,000
Other functions	0.98%	N/A	N/A

REGIONAL STATISTICS

	PERCENT CCEPTED	MEAN	MEDIAN
Northeast	24.51%	\$7,572	\$7,912
New York City	13.24%	\$ 7,826	\$ 8,333
Mid-Atlantic	30.88%	\$5,913	\$6,582
Pittsburgh	19.61%	\$ 5,851	\$ 6,514
South	4.90%	\$ 6,695	\$6,062
Southwest	2.94%	\$7,900	\$7,629
Midwest	10.29%	\$6,847	\$6,600
West	16.18%	\$7,339	\$8,000
All International (including Mexico and Canada)	10.29%	\$5,031	\$5,165
Total Reporting	100%		

2011 Full-Time MBA summer interns

COMPENSATION BY INDUSTRY

INDUSTRY	PERCENT ACCEPTED	MEAN	MEDIAN
Consulting	12.75%	\$8,967	\$9,786
eBusiness/IT	0.98%	N/A	N/A
Management	9.31%	\$ 9,148	\$ 9,613
Strategic	2.45%	\$ 6,820	\$ 9,526
Consumer Products	7.84%	\$6,638	\$7,097
Financial Services	30.39%	\$6,603	\$7,000
Asset management	3.43%	\$ 7,153	\$ 8,125
Commercial bank	4.90%	\$ 6,351	\$ 6,062
Diversified services	1.47%	\$ 7,363	\$ 6,928
Insurance	2.45%	\$ 6,218	\$ 6,928
Investment bank	13.24%	\$ 7,290	\$ 8,333
Other finance	3.43%	\$ 4,598	\$ 4,456
Private equity/Venture capital	1.47%	\$ 2,982	\$ 2,982
Government/Not for Profit	2.45%	\$3,311	\$3,681
Government	0.98%	N/A	N/A
Not for profit	1.47%	\$ 3,897	\$ 4,330
Manufacturing	8.33%	\$6,497	\$6,500
Aerospace	0.49%	N/A	N/A
Automotive/Other transportation	n 2.94%	\$ 6,521	\$ 6,400
Chemicals	1.47%	\$ 7,253	\$ 7,758
Other manufacturing	3.43%	\$ 6,451	\$ 6,668
Media/Entertainment	1.96%	\$5,001	\$5,458
Petroleum/Energy/Utilities	4.90%	\$6,252	\$6,928
Pharmaceuticals/ Biotechnology/Healthcare	9.80%	\$ 6,568	\$6,902
Pharmaceuticals	6.37%	\$ 6,727	\$ 6,902
Biotechnology	1.47%	\$ 7,047	\$ 6,246
Medical products/Devices	1.47%	\$ 4,531	\$ 4,531
Medical services	0.49%	N/A	N/A

INDUSTRY	PERCENT ACCEPTED	MEAN	MEDIAN
Real Estate	0.49%	N/A	N/A
Technology	17.16%	\$6,495	\$7,621
Electronics	0.98%	N/A	N/A
Hardware	0.49%	N/A	N/A
Internet/eBusiness	8.33%	\$ 7,509	\$ 8,000
Other technology	1.47%	\$ 5,663	\$ 7,350
Software	4.41%	\$ 6,104	\$ 5,944
Telecommunications	1.47%	\$ 6,228	\$ 6,080
Other Industries	3.92%	\$6,520	\$7,250
Other industries	0.98%	N/A	N/A
Retail/Merchandising	2.94%	\$ 7,250	\$ 8,000

2011 Full-Time *Computational Finance graduates*

COMPENSATION BY FUNCTION

FUNCTION	PERCENT ACCEPTED	MEAN	MEDIAN
Consulting	6.52%	\$118,333	\$135,000
Finance	93.48%	\$ 94,888	\$100,000
Analytics	15.22%	\$ 97,571	\$ 100,000
Asset management	4.35%	N/A	N/A
Investment banking	6.52%	\$ 83,333	\$ 80,000
Other	2.17%	N/A	N/A
Research	8.70%	\$ 93,750	\$ 97,500
Risk management	2.17%	N/A	N/A
Sales and trading	47.83%	\$ 93,969	\$ 100,000
Structured products	6.52%	\$ 100,000	\$ 100,000

COMPENSATION BY INDUSTRY

INDUSTRY	PERCENT ACCEPTED	MEAN	MEDIAN
Consulting	6.52%	\$118,333	\$135,000
Management	4.35%	N/A	N/A
Strategic	2.17%	N/A	N/A
Financial Services	93.48%	\$ 94,888	\$100,000
Asset management	8.70%	\$ 110,000	\$ 100,000
Credit reporting/Analytics	2.17%	N/A	N/A
Commercial bank	2.17%	N/A	N/A
Hedge funds	2.17%	N/A	N/A
Insurance	2.17%	N/A	N/A
Investment bank	69.57%	\$ 94,541	\$ 100,000
Proprietary trading	6.52%	\$ 91,667	\$ 90,000

REGIONAL STATISTICS

REGION	PERCENT ACCEPTED	MEAN	MEDIAN
Northeast	65.22%	\$ 97,667	\$100,000
New York City	52.17%	\$ 94,792	\$ 100,000
Southwest	2.17%	N/A	N/A
Midwest	4.35%	N/A	N/A
All International (including Mexico and Canada) 28.26%	\$ 93,360	\$ 98,244
Total Reporting	100.00%		

2011 Full-Time *Computational Finance summer interns*

COMPENSATION BY FUNCTION

FUNCTION	PERCENT ACCEPTED	MEAN	MEDIAN
Finance	100.00%	\$6,498	\$6,667
Analytics	19.72%	\$ 7,018	\$ 7,647
Asset management	4.23%	\$ 4,175	\$ 4,330
Investment banking	2.82%	N/A	N/A
Research	9.86%	\$ 6,880	\$ 8,327
Risk management	9.86%	\$ 6,152	\$ 6,667
Sales and trading	47.89%	\$ 6,539	\$ 6,667
Structured products	5.63%	\$ 6,138	\$ 7,417

REGIONAL STATISTICS

REGION	PERCENT ACCEPTED	MEAN	MEDIAN
Northeast	64.79%	\$6,825	\$7,647
New York City	56.34%	\$ 6,696	\$ 7,083
Mid-Atlantic	5.63%	\$6,033	\$5,802
Pittsburgh	4.23%	\$ 5,907	\$ 5,196
South	1.41%	N/A	N/A
Southwest	1.41%	N/A	N/A
Midwest	1.41%	N/A	N/A
All International (including Mexico and Canada)) 25.35%	\$5,932	\$ 5,935
Total Reporting	100.00%		

COMPENSATION BY INDUSTRY

INDUSTRY	PERCENT ACCEPTED	MEAN	MEDIAN
Consulting	1.41%	N/A	N/A
Management	1.41%	N/A	N/A
Financial Services	97.18%	\$6,549	\$6,667
Asset management	7.04%	\$ 5,824	\$ 5,196
Credit reporting/Analytics	7.04%	\$ 7,342	\$ 8,167
Commercial bank	2.82%	N/A	N/A
Diversified services	5.63%	\$ 5,629	\$ 6,669
Hedge funds	4.23%	\$ 3,542	\$ 2,165
Investment bank	66.20%	\$ 6,935	\$ 6,667
Other	2.82%	N/A	N/A
Proprietary trading	1.41%	N/A	N/A
Government/Not for Profit	1.41%	N/A	N/A
Not for Profit	1.41%	N/A	N/A