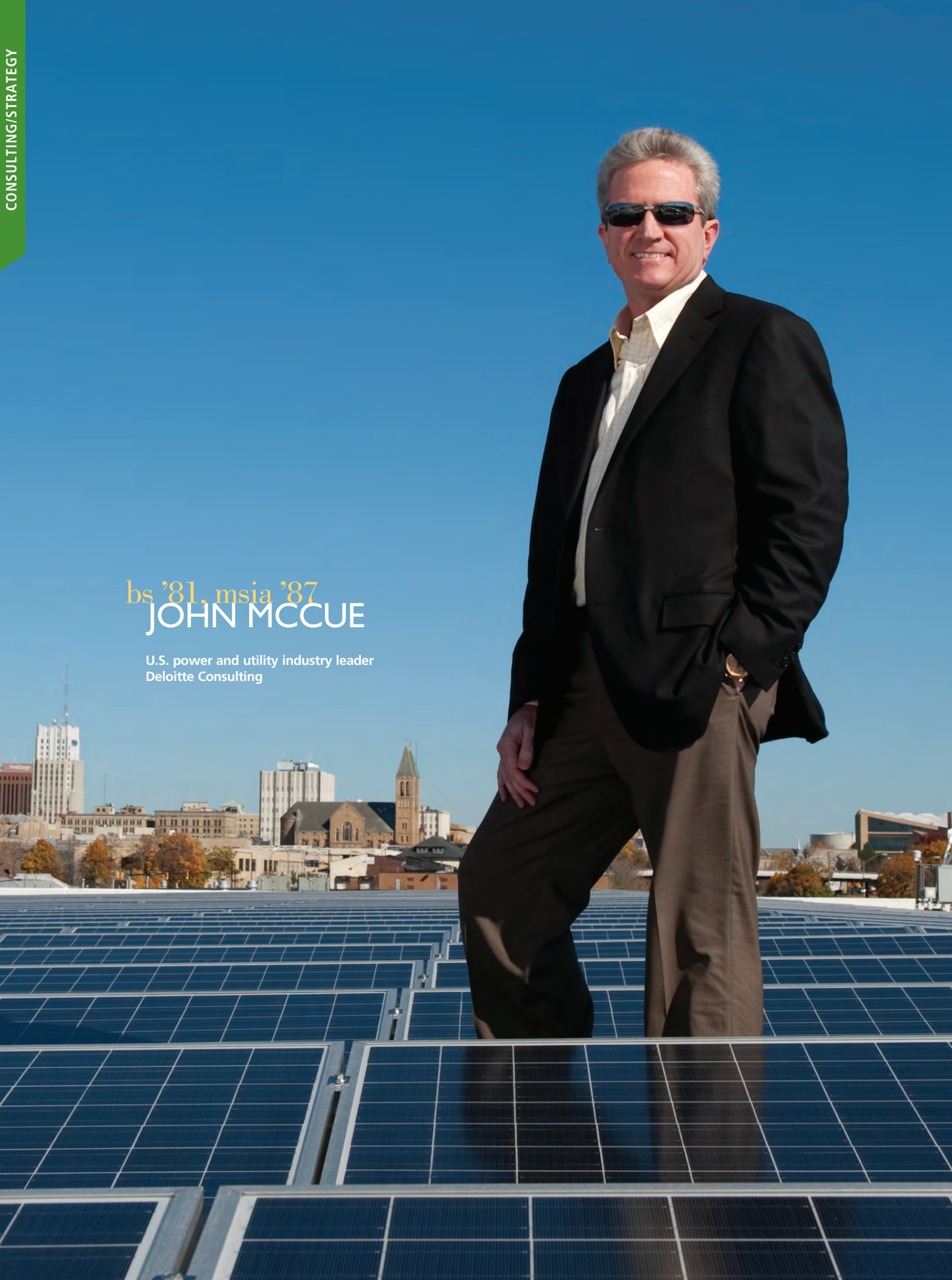
consulting/strategy

>Next-generation consulting, strategy and general management leadership

The Tepper School of Business remains a top recruiting location for companies that value strategists who bring a high-level, multi-disciplinary mindset to organizational challenges. Recruiters' interests in our graduates extends beyond their unparalleled abilities to assess and respond to some of the most complex problems facing business.

We understand a fundamental truth that companies often face: meaningful change is significant and long-lasting. There isn't one simple solution, and most often there is a priority among a multitude of right answers. Navigating the complexity of competitive advantage – across various functions and industries – requires exceptional talent in strategic planning, finance, operations, marketing, international management and technology. The Global Enterprise Management MBA Track along with existing General Management (core MBA) and Entrepreneurship in Organizations MBA Tracks each emphasize breadth and depth with regard to strategic thinking and analytical decision making.



bs '81, msia '87

JOHN MCCUE

U.S. power and utility industry leader
Deloitte Consulting

>Recruiting *partners*

CONSULTING

> A.T. KEARNEY
> ARCADIA SOLUTIONS
> BAIN & COMPANY
> BAYER CORPORATION
> BOOZ & COMPANY
> DELOITTE
> DETECON, INC
> DIAMOND MANAGEMENT & TECHNOLOGY CONSULTANTS INC.
> ECG MANAGEMENT CONSULTANTS INC.
> ENRICH CONSULTING
> ERNST & YOUNG, LLP
> FIRST ANNAPOLIS CONSULTING INC.
> GALLUP ORGANIZATION (THE)
> IBM CONSULTING
> IGATE
> INCODE
> INFOSYS
> KAIBO GROUP, CO LTD.
> KPMG-LONDON
> MARS & CO.
> MCKINSEY & COMPANY
> MONITOR GROUP
> POINT MANAGEMENT GROUP
> PRICEWATERHOUSECOOPERS
> PRTM MANAGEMENT CONSULTANTS
> R.V. KUHNS & ASSOCIATES
> SAP AMERICA, INC.
> SATORI CONSULTING
> SENTRANA INC.
> SIEMENS MANAGEMENT CONSULTING
> STAX INC.
> TERRA TECHNOLOGY
> ZS ASSOCIATES

STRATEGY & GENERAL MANAGEMENT

> AIR PRODUCTS & CHEMICALS
> ALCOA
> ALLEGHENY COUNTY DEPARTMENT OF HUMAN SERVICES
> AMAZON.COM
> AMERICAN GREETINGS CORP.
> AMERIGAS PROPANE
> AMNISURE INTERNATIONAL LLC
> AMWAY
> ARCADIA SOLUTIONS
> BANK OF NEW YORK MELLON
> BASF
> BAYER CORPORATION
> BEACON GROUP (THE)
> BECTON, DICKINSON AND COMPANY
> BLUE HILL
> BOEHRINGER INGELHEIM PHARMACEUTICAL
> BOEING COMPANY (THE)
> BROAD RESIDENCY
> BUNGE GLOBAL AGRIBUSINESS
> CALERA CORPORATION
> CAPITAL ONE
> CARANA CORPORATION
> CARNEGIE BOSCH INSTITUTE
> CDC DEVELOPMENT SOLUTIONS
> CHRYSLER LLC
> CIGNA
> CISCO SYSTEMS
> CITIBANK KOREA INC.
> CITY OF CAMBRIDGE, MA
> CLIMATE POLICY INITIATIVE
> COOPER INDUSTRIES
> CORNING INCORPORATED
> CURTISS-WRIGHT ELECTRO-MECHANICAL CORPORATION
> DC DEPARTMENT OF HUMAN SERVICES
> EATON CORPORATION
> EDUCATION PIONEERS
> EFFICIENCY 2.0
> EMERSON
> ENERNOC, INC
> EQT CORPORATION
> FACTSET RESEARCH SYSTEMS INC.
> FINCA INTERNATIONAL
> FOOD AND DRUG ADMINISTRATION
> FORD MOTOR COMPANY
> GALLUP ORGANIZATION (THE)
> GENPACT
> GILEAD SCIENCES
> GILT GROUPE INC.
> HANESBRANDS INC.
> HARTFORD FINANCIAL SERVICES GROUP INC. (THE)
> HEWLETT PACKARD
> HIGHMARK BLUE CROSS BLUE SHIELD
> HOME DEPOT (THE)
> HUMANA INC.
> IMIFAP, MEXICAN INSTITUTE OF FAMILY AND POPULATION RESEARCH
> INNOVATION WORKS
> INNOVATIVE MANAGEMENT & TECHNOLOGY SERVICES (IMTS)
> INTERBRAND
> JUMPTAP INC.
> KAPLAN INC
> LG ELECTRONICS USA, INC.
> LI & FUNG GROUP
> LIBERTY MUTUAL
> LOS ALAMOS NATIONAL LABORATORY
> LUCILE PACKARD CHILDREN'S HOSPITAL AT STANFORD
> M&T BANK CORPORATION
> MBA WITHOUT BORDERS (MWB)
> MILLIKEN & COMPANY
> MIND TRUST (THE)
> NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (NASA)
> NESTLE USA
> NEW YORK PRESBYTERIAN HOSPITAL
> NOKIA
> OGILVY NEW YORK
> ORBITZ WORLDWIDE
> PATCH ADAMS GESUNDHEIT INSTITUTE
> PFIZER
> PHILIPS RESPIRONICS INC.
> PNC FINANCIAL SERVICES
> POLYCONCEPT
> PORT AUTHORITY OF NY & NJ (THE)
> PRICE FOR PROFIT, LLC
> RAYCAP
> RENT JUNGLE
> SAMSUNG TELECOMMUNICATIONS AMERICA
> SANDIA NATIONAL LABORATORIES
> SANOFI PASTEUR
> SERVICELINK
> SERVICEMAGIC
> SIKORSKY AIRCRAFT (UNITED TECHNOLOGIES COMPANY)
> SKYBITZ
> SMALL ENTERPRISE FINANCE CENTRE
> TENCENT
> THERMO FISHER SCIENTIFIC
> THOMSON REUTERS
> UNITED TECHNOLOGIES CORPORATION
> VANGUARD
> WABTEC CORPORATION
> WARNER BROS.
> WOMEN FOR WOMEN INTERNATIONAL
> WORLD BANK (THE)
> XEROX
> YWCA GREATER PITTSBURGH

>Curriculum

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.

The General Management MBA Track – our core MBA degree – serves as an umbrella academic option due to the flexibility associated with multiple concentrations. The General Management MBA Track complements the eight other Tepper School MBA Tracks that include: Business Analytic Track, Biotechnology, Entrepreneurship in Organizations, Financial Engineering, Global Enterprise Management, Investment Strategy, Management of Innovation and Product Development and Technology Leadership.

Management & Strategy

> Competitive Strategy Project
> Developing Star Performers
> Managing Intellectual Capital and Knowledge Intensive Business
> Managing Service, e-Commerce and Customer-Driven Businesses
> Renewable Advantage: New Models and Strategy
> Strategic Corporate Management

Communications

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

Entrepreneurship

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

Finance

> Corporate Finance
> Corporate Restructuring
> Futures and Swaps
> International Finance
> Investment Analysis
> Optimization Methods in Finance
> Studies in Corporate 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 Research
> New Product Management
> Pricing

Organizational Behavior and Analysis

> Advanced Negotiations in Complex Environments
> Groups and Teams in Organizations
> Interpersonal Negotiations
> Knowledge Management and Organizational Learning
> 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 2010*

JOB COMPENSATION BY FUNCTION – CONSULTING, STRATEGY & GENERAL MANAGEMENT

FUNCTION	PERCENT	MEAN	MEDIAN	HIGH	LOW
Consulting	**20.00%**	**$109,355**	**$115,000**	**$160,000**	**$70,619**
General Management	**17.58%**	**$ 94,826**	**$ 95,000**	**$125,000**	**$52,500**
General management	5.45%	$ 99,375	$ 102,500	$ 120,000	$ 75,000
Project management	0.61%	N/A	N/A	N/A	N/A
Strategic planning/Business development	11.52%	$ 95,156	$ 92,500	$ 125,000	$ 60,000

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

N/A = Insufficient data

Consulting, Strategy & General Management
percentage of total MBA job acceptances

- Consulting: **20.00%**
- General Management: **17.58%**
- All Other Functions: **62.42%**

Academic Options

- ✖ MBA Concentration
- ✖ MBA Track
- ✖ Dual Degree

>MBA internships *full-time class of 2011*

INTERNSHIP COMPENSATION BY FUNCTION – CONSULTING, STRATEGY & GENERAL MANAGEMENT

FUNCTION	PERCENT	MEAN	MEDIAN	HIGH	LOW
Consulting	**10.88%**	**$ 7,880**	**$ 8,314**	**$ 10,000**	**$ 3,200**
General Management	**17.10%**	**$ 5,012**	**$ 4,800**	**$ 8,000**	**$ 1,905**
General management	2.07%	$ 7,085	$ 6,879	$ 8,000	$ 6,582
Project management	4.66%	$ 4,062	$ 3,266	$ 7,000	$ 3,000
Strategic planning/Business development	10.36%	$ 4,972	$ 4,800	$ 7,107	$ 1,905

This report includes all domestic and international acceptances as of thr ee months after the end of the academic year.

N/A = Insufficient data

Consulting, Strategy & General Management
percentage of total MBA internship acceptances

- Consulting: **10.88%**
- General Management: **17.10%**
- All Other Functions: **72.02%**