

BBA GRADUATES



BBA Graduate Overview

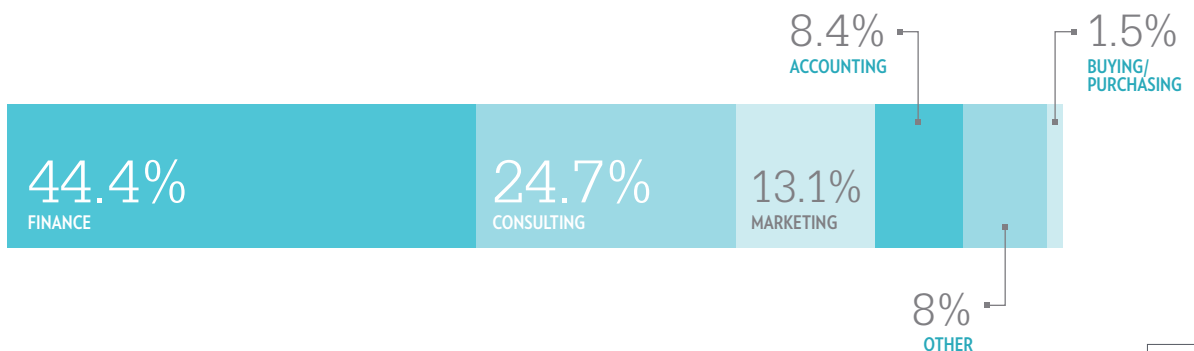
DEMOGRAPHIC OVERVIEW

Class Size.....	423
Grade Point Average (GPA)	3.63
Middle 80% Range.....	3.2-3.9
Women	34%
Minorities	5%
International Students.....	14%
Prior UM Studies	99%

BBA Graduate Acceptances by Function

2014 DETAILED COMPENSATION INFORMATION *(95% of accepted offers included useable function salary data.)*

FUNCTION	BASE SALARY				SIGNING BONUS		OTHER GUARANTEED COMPENSATION	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN	% OF REPORTED	MEDIAN
Finance	44.4%	\$70,000	\$67,003	\$15,600-\$100,000	85.2%	\$10,000	35.2%	\$20,000
Investment Banking	16.7%	\$70,000	\$70,826	\$65,000-\$93,000	95.7%	\$10,000	43.5%	\$32,500
Corporate Finance	7.3%	\$60,000	\$62,124	\$51,960-\$79,500	60.0%	\$5,500	15.0%	\$8,000
Sales/Trading	4.4%	\$70,000	\$70,154	\$31,000-\$91,000	83.3%	\$10,135	16.7%	\$66,200
Investment Management	4.0%	\$70,000	\$65,909	\$60,000-\$70,000	90.9%	\$10,000	54.5%	\$18,750
Private Client Services/Wealth Mgmt	2.9%	\$62,500	\$61,000	\$40,000-\$70,000	100.0%	\$10,000	12.5%	\$9,000
Other Finance	9.1%	\$65,000	\$64,764	\$15,600-\$100,000	80.0%	\$8,750	44.0%	\$10,000
Consulting	24.7%	\$65,000	\$66,934	\$48,000-\$75,000	92.6%	\$5,000	38.2%	\$5,000
Strategy Consulting	16.0%	\$70,000	\$68,420	\$54,000-\$75,000	97.7%	\$5,000	36.4%	\$5,208
General Consulting	4.7%	\$65,000	\$63,808	\$48,000-\$72,500	92.3%	\$5,250	46.2%	\$5,500
Other Consulting	4.0%	\$65,000	\$64,682	\$52,500-\$75,000	72.7%	\$5,000	36.4%	\$3,013
Marketing	13.1%	\$60,000	\$61,144	\$36,000-\$87,500	58.3%	\$5,000	41.7%	\$7,800
Product Management	6.2%	\$60,000	\$64,547	\$54,300-\$87,500	76.5%	\$5,000	41.2%	\$8,000
Sales/Retail	2.2%	\$63,000	\$67,833	\$58,000-\$80,000	50.0%	\$5,000	50.0%	\$4,854
General Marketing	1.8%	\$60,000	\$54,180	\$36,000-\$62,500	40.0%	\$7,500	20.0%	\$17,400
Other Marketing	2.9%	\$52,500	\$53,250	\$38,000-\$80,000	37.5%	\$10,000	50.0%	\$7,900
Accounting	8.4%	\$56,000	\$55,802	\$50,000-\$69,000	34.8%	\$2,250	8.7%	\$750
Buying/Purchasing	1.5%	\$54,500	\$53,750	\$50,000-\$56,000	100.0%	\$3,000	50.0%	\$4,000
Other	8.0%	\$59,500	\$62,186	\$31,200-\$105,000	63.6%	\$6,500	63.6%	\$6,900



BBA Graduate Acceptances by Industry

2014 DETAILED COMPENSATION INFORMATION *(95% of accepted offers included useable industry salary data.)*

INDUSTRY	BASE SALARY				SIGNING BONUS		OTHER GUARANTEED COMPENSATION	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN	% OF REPORTED	MEDIAN
Service	86.2%	\$70,000	\$65,434	\$15,600-\$10,5000	77.2%	\$10,000	37.1%	\$8,529
Consulting	21.8%	\$70,000	\$67,983	\$50,000-\$80,000	86.7%	\$5,000	35.0%	\$5,415
Financial Services	20.4%	\$70,000	\$67,313	\$31,000-\$100,000	92.9%	\$10,000	44.6%	\$20,000
Investment Banking	20.4%	\$70,000	\$68,515	\$40,000-\$90,850	89.3%	\$10,000	30.4%	\$17,500
Accounting	10.5%	\$57,500	\$58,067	\$50,000-\$70,000	48.3%	\$3,500	10.3%	\$1,000
Computer/Internet & Software Services	5.8%	\$78,000	\$71,969	\$33,000-\$105,000	43.8%	\$10,000	75.0%	\$8,000
Retail	1.8%	\$54,000	\$53,600	\$50,000-\$56,000	100.0%	\$3,000	80.0%	\$2,600
Other Services*	5.5%	\$49,000	\$47,933	\$15,600-\$70,000	20.0%	\$3,000	40.0%	\$5,000
Manufacturing	13.8%	\$58,500	\$60,155	\$31,200-\$92,500	81.6%	\$5,000	36.8%	\$6,650
Consumer Goods	7.6%	\$58,000	\$58,867	\$31,200-\$75,000	85.7%	\$5,000	28.6%	\$4,150
Automotive	2.9%	\$62,700	\$60,210	\$51,960-\$65,016	75.0%	\$5,000	25.0%	\$10,000
Other Manufacturing	3.3%	\$58,000	\$63,111	\$52,500-\$92,500	77.8%	\$7,500	66.7%	\$6,900

*Other Services include Advertising – 1.5%, Real Estate – 1.1%, and Business Services – 0.7%

BBA Graduate Acceptances by Region

2014 DETAILED COMPENSATION INFORMATION *(95% of accepted offers included useable region salary data.)*

REGION	BASE SALARY				SIGNING BONUS		OTHER GUARANTEED COMPENSATION	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN	% OF REPORTED	MEDIAN
Midwest	40.7%	\$62,000	\$62,066	\$33,000-\$90,000	81.3%	\$5,000	36.6%	\$5,000
Northeast	38.5%	\$70,000	\$66,459	\$31,000-\$100,000	81.1%	\$10,000	34.0%	\$18,750
West	10.5%	\$74,000	\$70,884	\$36,000-\$105,000	55.2%	\$7,000	51.7%	\$8,000
Southwest	3.3%	\$58,000	\$57,278	\$49,000-\$64,000	77.8%	\$5,000	44.4%	\$7,938
Mid-Atlantic	2.9%	\$61,500	\$61,750	\$54,300-\$70,000	75.0%	\$5,000	—	—
South	2.2%	\$55,500	\$61,167	\$40,000-\$92,500	66.7%	\$6,500	83.3%	\$8,000
International	1.9%	\$90,850	\$73,090	\$15,600-\$93,000	80.0%	\$11,735	20.0%	\$15,000

Graduates Seeking Employment

	U.S. CITIZENS/ PERMANENT RESIDENTS		FOREIGN NATIONALS		TOTAL GRADUATING CLASS	
Seeking Employment	72.5%	301	5.8%	24	78.3%	325
Seeking New Employment	39.0%	162	4.1%	17	43.1%	179
Returning to Internship Employer	33.5%	139	1.7%	7	35.2%	146
Not Seeking Employment	6.0%	25	1.7%	7	7.7%	32
Starting/Buying Company	1.2%	5	0.2%	1	1.4%	6
Continuing Education	4.8%	20	1.2%	5	6.1%	25
Not currently seeking employment	0.0%	0	0.2%	1	0.2%	1
No Information Available	11.1%	46	2.9%	12	14.0%	58
Total Graduates	89.6%	372	10.4%	43	100%	415

Position Source

	NUMBER	% OF TOTAL
On-Campus/School Facilitated	204	72.6%
On-Campus Recruiting	74	26.3%
Other School Facilitated (Posting, Alumni/Faculty Networking, etc...)	18	6.4%
Returning to On-campus/School Facilitated Internship	112	39.9%
Off-Campus/Direct Contact	69	24.6%
Direct Contact	28	10.0%
Other Off-Campus Contact (personal networking, other job postings, etc...)	12	4.3%
Returning to Off-Campus/Direct Contact Internship	23	8.2%
Starting/Buying Company	6	2.1%
Not Reported	8	2.8%
Total	281	100.0%

Timing of Job Offers

	RECEIVED FIRST OFFER BY GRADUATION	RECEIVED FIRST OFFER WITHIN 3 MONTHS OF GRADUATION
U.S. Citizens/Permanent Residents	92.4%	93.7%
Foreign Nationals	91.7%	91.7%
Total	92.3%	93.5%

Timing of Job Acceptances

	ACCEPTED OFFER BY GRADUATION	ACCEPTED OFFER WITHIN 3 MONTHS OF GRADUATION
U.S. Citizens/Permanent Residents	86.0%	88.7%
Foreign Nationals	79.2%	83.3%
Total	85.5%	88.3%

Base Salary by Citizenship

	HAVE USABLE SALARY DATA	PERCENT OF REPORTED	MEDIAN BASE SALARY (\$)	MEAN BASE SALARY (\$)	BASE SALARY RANGE (\$)
U.S. Citizens/Permanent Residents	255	92.7%	\$65,000	\$64,593	\$31,000-\$105,000
Foreign Nationals	20	7.3%	\$70,000	\$66,123	\$15,600-\$100,000
Total	275	100.0%	\$65,000	\$64,704	\$15,600-\$105,000

Signing Bonus by Citizenship

	HAVE USABLE SALARY DATA	PERCENT OF REPORTED	MEDIAN BONUS (\$)	MEAN BONUS (\$)	BONUS RANGE (\$)
U.S. Citizens/Permanent Residents	197	92.1%	\$7,000	\$8,019	\$1,000-\$50,000
Foreign Nationals	17	7.9%	\$5,000	\$6,763	\$2,500-\$15,000
Total	214	100.0%	\$7,000	\$7,920	\$1,000-\$50,000

Other Guaranteed Compensation by Citizenship

	HAVE USABLE SALARY DATA	PERCENT OF REPORTED	MEDIAN BONUS (\$)	MEAN BONUS (\$)	BONUS RANGE (\$)
U.S. Citizens/Permanent Residents	95	93.1%	\$8,000	\$14,801	\$500-\$91,000
Foreign Nationals	7	6.9%	\$10,000	\$16,286	\$1,000-\$55,000
Total	102	100.0%	\$8,000	\$14,903	\$500-\$91,000

BBA INTERNS



BBA Interns Overview

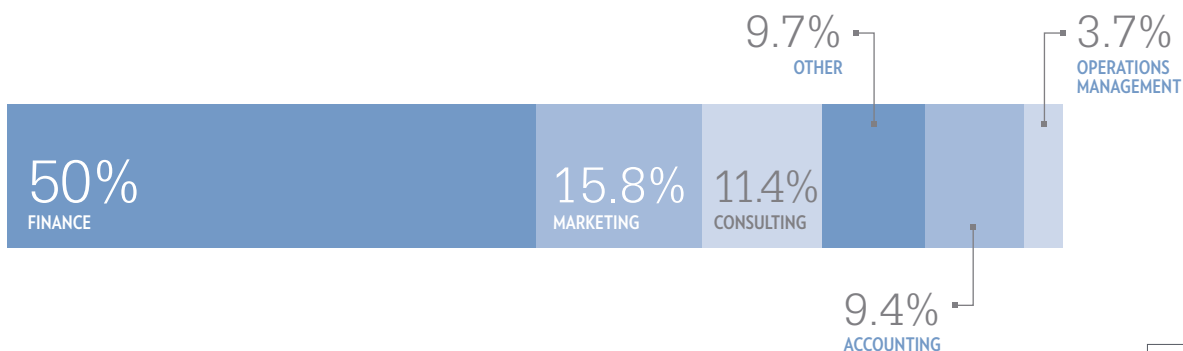
DEMOGRAPHIC OVERVIEW

Class Size.....	505
Grade Point Average (GPA)	3.65
Average Middle 80% Range	3.39-3.9
Women	30%
Minorities	3%
International Students.....	11%
Prior UM Studies	99%

BBA Intern Acceptances by Function

2014 DETAILED COMPENSATION INFORMATION *(91% of accepted offers included useable function salary data.)*

FUNCTION	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Finance	50.0%	\$65,000	\$59,455	\$20,796-\$119,600
Investment Banking	15.8%	\$70,002	\$69,620	\$20,800-\$119,600
Corporate Finance	11.1%	\$50,400	\$50,937	\$29,120-\$65,000
Investment Management	5.7%	\$46,280	\$50,640	\$20,800-\$72,792
Sales/Trading	3.7%	\$69,992	\$66,696	\$54,000-\$70,720
Private Client Services/Wealth Mgmt	1.7%	\$69,992	\$60,164	\$20,796-\$70,044
Other Finance	12.0%	\$60,000	\$55,843	\$22,880-\$114,400
Marketing	15.8%	\$43,200	\$43,306	\$10,400-\$100,308
Product Management	6.0%	\$46,670	\$44,600	\$26,000-\$69,600
General Marketing	4.7%	\$40,800	\$42,506	\$10,400-\$78,000
Advertising	1.3%	\$31,200	\$28,860	\$21,840-\$31,200
Other Marketing	3.8%	\$45,756	\$47,461	\$27,040-\$100,308
Consulting	11.4%	\$59,400	\$55,171	\$13,000-\$75,000
Strategy Consulting	6.4%	\$64,480	\$60,704	\$13,000-\$75,000
General Consulting	2.3%	\$58,800	\$58,406	\$51,000-\$66,560
Other Consulting	2.7%	\$41,600	\$39,200	\$16,640-\$58,800
Accounting	9.4%	\$53,044	\$52,073	\$31,200-\$59,800
Operations Management	3.7%	\$42,000	\$41,998	\$22,880-\$66,000
Other	9.7%	\$39,516	\$41,944	\$18,000-\$84,864



BBA Intern Acceptances by Industry

2014 DETAILED COMPENSATION INFORMATION *(91% of accepted offers included useable industry salary data.)*

INDUSTRY	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Service	82.6%	\$58,800	\$55,671	\$13,000-\$119,600
Investment Banking	28.2%	\$69,992	\$63,237	\$20,800-\$114,400
Financial Services	20.5%	\$60,000	\$56,542	\$20,796-\$119,600
Consulting	12.4%	\$57,000	\$57,574	\$13,000-\$75,000
Accounting	5.0%	\$56,160	\$53,412	\$41,592-\$60,000
Technology	4.7%	\$49,608	\$50,848	\$27,733-\$72,000
Retail	3.4%	\$39,182	\$40,638	\$24,960-\$57,000
Other Services	8.4%	\$31,200	\$35,375	\$16,640-\$78,000
Manufacturing	17.4%	\$43,200	\$42,527	\$10,400-\$100,308
Consumer Goods	8.1%	\$45,760	\$45,647	\$20,800-\$100,308
Automotive	2.3%	\$32,240	\$33,577	\$16,640-\$43,200
Computers/Electronics Products	1.0%	\$38,480	\$32,413	\$10,400-\$48,360
Other Manufacturing	6.0%	\$43,288	\$43,534	\$31,200-\$54,000

BBA Intern Acceptances by Region

2014 DETAILED COMPENSATION INFORMATION *(91% of accepted offers included useable region salary data.)*

REGION	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Midwest	41.6%	\$49,920	\$47,339	\$10,400-\$100,308
Northeast	39.3%	\$67,600	\$60,669	\$20,796-\$114,400
West	10.4%	\$49,920	\$53,204	\$24,960-\$78,000
Southwest	3.4%	\$47,580	\$54,445	\$38,480-\$119,600
South	3.0%	\$45,760	\$48,406	\$39,520-\$72,000
Mid-Atlantic	1.7%	\$45,756	\$45,085	\$31,200-\$52,008
International	0.6%	—	—	—