

BBA GRADUATES



BBA Graduate 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 Graduate Acceptances by Function

2015 DETAILED COMPENSATION INFORMATION *(96% of accepted offers included usable function salary data.)*

FUNCTION	BASE SALARY				SIGNING BONUS		OTHER GUARANTEED COMPENSATION	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN	% OF REPORTED	MEDIAN
Finance	49.0%	\$80,000	\$74,794	\$31,500-\$100,000	80.1%	\$10,000	29.8%	\$20,000
Investment Banking	19.2%	\$85,000	\$81,746	\$60,000-\$85,000	89.6%	\$10,000	38.8%	\$35,000
Corporate Finance	8.0%	\$60,000	\$62,916	\$49,000-\$80,000	82.1%	\$5,600	32.1%	\$3,200
Sales/Trading	4.6%	\$85,000	\$82,513	\$60,000-\$100,000	81.3%	\$10,000	12.5%	\$11,000
Investment Management	4.3%	\$70,000	\$71,333	\$60,000-\$85,000	93.3%	\$10,000	26.7%	\$12,500
Private Client Services/Wealth Management	1.4%	\$65,000	\$61,500	\$42,500-\$70,000	60.0%	\$10,000	60.0%	\$5,000
Other Finance	11.5%	\$72,500	\$71,338	\$31,500-\$95,000	60.0%	\$10,000	17.5%	\$10,000
Consulting	24.1%	\$72,000	\$70,364	\$49,008-\$82,500	91.7%	\$5,000	36.9%	\$10,000
Strategy Consulting	17.8%	\$72,000	\$71,400	\$49,008-\$80,000	93.5%	\$5,000	38.7%	\$10,000
General Consulting	2.0%	\$70,000	\$67,129	\$50,000-\$80,400	85.7%	\$5,000	42.9%	\$6,000
Other Consulting	4.3%	\$65,000	\$67,593	\$50,000-\$82,500	86.7%	\$5,000	26.7%	\$6,500
Marketing	11.7%	\$58,000	\$58,551	\$17,160-\$101,500	61.0%	\$5,000	26.8%	\$8,900
Product Management	3.7%	\$58,000	\$62,038	\$45,000-\$95,000	76.9%	\$5,000	23.1%	\$10,476
Sales/Retail	4.9%	\$58,000	\$57,099	\$17,680-\$101,500	47.1%	\$5,000	35.3%	\$10,500
Other Marketing	3.1%	\$60,000	\$56,672	\$17,160-\$89,000	63.6%	\$5,000	18.2%	\$6,950
Accounting	3.7%	\$55,200	\$55,471	\$48,000-\$62,000	23.1%	\$3,000	7.7%	\$4,500
Buying/Purchasing	0.9%	\$54,000	\$54,401	\$52,000-\$57,204	100.0%	\$2,000	33.3%	\$3,000
Other	10.6%	\$60,000	\$57,824	\$12,500-\$105,000	40.5%	\$6,000	29.7%	\$8,000



BBA Graduate Acceptances by Industry

2015 DETAILED COMPENSATION INFORMATION *(96% of accepted offers included usable industry salary data.)*

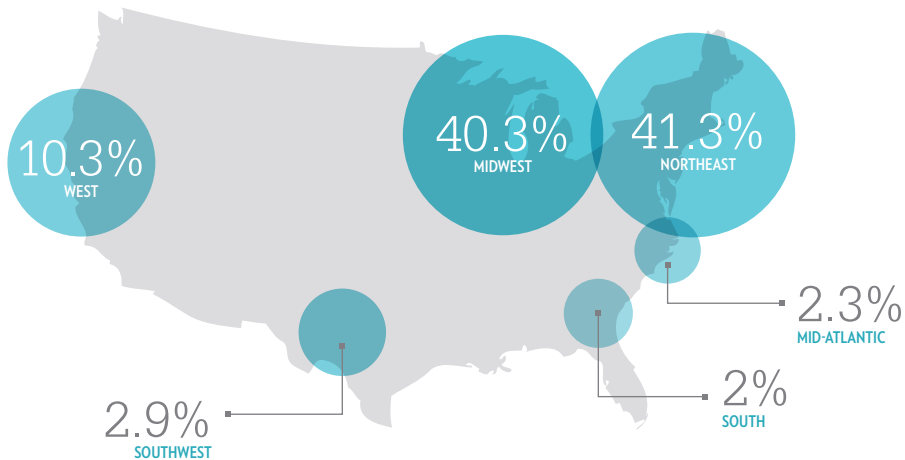
INDUSTRY	BASE SALARY				SIGNING BONUS		OTHER GUARANTEED COMPENSATION	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN	% OF REPORTED	MEDIAN
Service	89.4%	\$70,000	\$70,192	\$12,500-\$105,000	75.6%	\$10,000	30.4%	\$10,000
Investment Banking	26.4%	\$85,000	\$76,220	\$50,000-\$95,000	80.4%	\$10,000	23.9%	\$22,500
Consulting	22.9%	\$72,000	\$70,521	\$41,000-\$85,000	92.5%	\$5,000	33.8%	\$10,000
Financial Services	20.9%	\$75,000	\$73,468	\$31,500-\$100,000	82.2%	\$10,000	34.2%	\$20,000
Computer/Internet & Software Services	6.6%	\$77,000	\$72,402	\$45,000-\$105,000	39.1%	\$7,500	30.4%	\$7,700
Retail	3.4%	\$58,000	\$57,333	\$50,000-\$70,000	75.0%	\$3,000	41.7%	\$3,000
Accounting	2.6%	\$55,200	\$55,347	\$50,960-\$62,000	22.2%	\$2,500	—	—
Other Services*	6.6%	\$50,000	\$44,851	\$12,500-\$80,400	34.8%	\$5,000	39.1%	\$10,000
Manufacturing	10.6%	\$60,000	\$60,131	\$45,000-\$80,000	64.9%	\$5,000	29.7%	\$5,400
Consumer Goods	5.2%	\$58,250	\$59,667	\$52,000-\$70,000	88.9%	\$5,000	22.2%	\$5,200
Automotive	1.7%	\$64,375	\$63,076	\$57,204-\$67,500	50.0%	\$5,000	66.7%	\$8,500
Other Manufacturing	3.7%	\$60,000	\$59,415	\$45,000-\$80,000	38.5%	\$5,600	23.1%	\$3,250

*Other Services includes Advertising – 1.1%, Real Estate – 0.9%, and Transportation – 0.9%

BBA Graduate Acceptances by Region

2015 DETAILED COMPENSATION INFORMATION (96% of accepted offers included usable region salary data.)

REGION	BASE SALARY				SIGNING BONUS		OTHER GUARANTEED COMPENSATION	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN	% OF REPORTED	MEDIAN
Midwest	40.3%	\$65,000	\$64,985	\$17,680-\$100,000	74.5%	\$5,000	31.9%	\$10,000
Northeast	41.3%	\$75,000	\$73,857	\$12,500-\$101,500	76.4%	\$10,000	25.7%	\$20,000
West	10.3%	\$76,000	\$72,901	\$20,800-\$105,000	58.3%	\$10,000	33.3%	\$10,450
Southwest	2.9%	\$60,000	\$58,266	\$17,160-\$72,000	90.0%	\$10,000	40.0%	\$5,000
Mid-Atlantic	2.3%	\$65,000	\$63,438	\$30,000-\$82,500	75.0%	\$9,000	37.5%	\$2,100
South	2.0%	\$55,000	\$58,858	\$49,008-\$85,000	100.0%	\$5,000	57.1%	\$6,000
International	0.9%	\$60,000	\$66,667	\$55,000-\$85,000	66.7%	\$10,000	33.3%	\$40,000



Graduates Seeking Employment

	U.S. CITIZENS/ PERMANENT RESIDENTS		FOREIGN NATIONALS		TOTAL GRADUATING CLASS	
Seeking Employment	75.9%	366	5.8%	28	81.7%	394
Seeking New Employment	44.2%	213	2.7%	13	46.9%	226
Returning to Internship Employer	31.7%	153	3.1%	15	34.8%	168
Not Seeking Employment	8.1%	39	0.8%	4	8.9%	43
Starting/Buying Company	0.2%	1	0.0%	0	0.2%	1
Continuing Education	6.9%	33	0.6%	3	7.5%	36
Not currently seeking employment	1.0%	5	0.2%	1	1.2%	6
No Information Available	7.5%	36	1.9%	9	9.3%	45
Total Graduates	91.5%	441	8.5%	41	100%	482

Position Source

	NUMBER	% OF TOTAL
On-Campus/School Facilitated	226	62.2%
On-Campus Recruiting	94	25.9%
Other School Facilitated (Posting, Alumni/Faculty Networking, etc...)	19	5.2%
Returning to On-campus/School Facilitated Internship	113	31.1%
Off-Campus/Direct Contact	78	21.5%
Direct Contact	37	10.2%
Other Off-Campus Contact (personal networking, other job postings, etc...)	16	4.4%
Returning to Off-Campus/Direct Contact Internship	24	6.6%
Starting/Buying Company	1	0.3%
Not Reported	59	16.3%
Total	363	100.0%

Timing of Job Offers

	RECEIVED FIRST OFFER BY GRADUATION	RECEIVED FIRST OFFER WITHIN 3 MONTHS OF GRADUATION
U.S. Citizens/Permanent Residents	93.2%	95.6%
Foreign Nationals	96.4%	100.0%
Total	93.4%	95.9%

Timing of Job Acceptances

	RECEIVED FIRST OFFER BY GRADUATION	RECEIVED FIRST OFFER WITHIN 3 MONTHS OF GRADUATION
U.S. Citizens/Permanent Residents	88.5%	90.7%
Foreign Nationals	89.3%	92.9%
Total	88.6%	90.9%

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	324	92.8%	\$70,000	\$69,039	\$12,500-\$105,000
Foreign Nationals	25	7.2%	\$72,500	\$70,247	\$17,680-\$85,000
Total	349	100.0%	\$70,000	\$69,126	\$12,500-\$105,000

Signing Bonus by Citizenship

	HAVE USABLE SALARY DATA	PERCENT OF REPORTED	MEDIAN BONUS (\$)	MEAN BONUS (\$)	BONUS RANGE (\$)
U.S. Citizens/Permanent Residents	245	92.5%	\$10,000	\$8,064	\$1,000-\$38,000
Foreign Nationals	20	7.5%	\$9,000	\$7,475	\$2,500-\$10,000
Total	265	100.0%	\$9,000	\$7,924	\$1,000-\$38,000

Other Guaranteed Compensation by Citizenship

	HAVE USABLE SALARY DATA	PERCENT OF REPORTED	MEDIAN BONUS (\$)	MEAN BONUS (\$)	BONUS RANGE (\$)
U.S. Citizens/Permanent Residents	98	92.5%	\$10,000	\$16,834	\$1,000-\$70,000
Foreign Nationals	8	7.5%	\$9,000	\$18,374	\$2,745-\$70,000
Total	106	100.0%	\$10,000	\$16,950	\$1,000-\$70,000



BBA Intern Overview

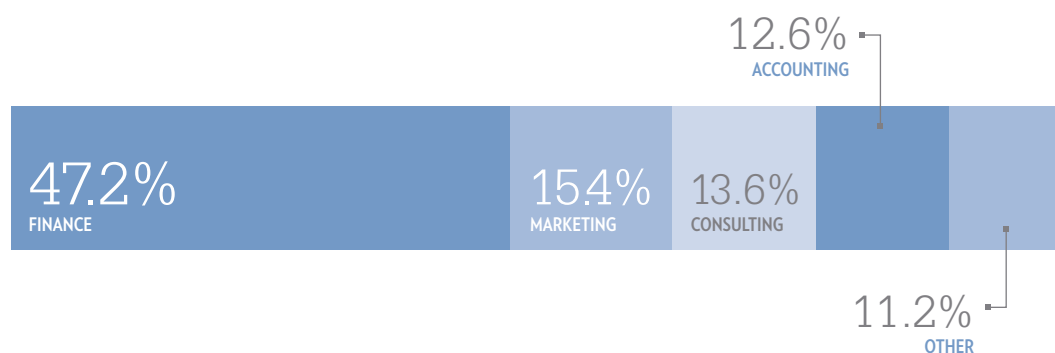
DEMOGRAPHIC OVERVIEW

Class Size.....	500
Grade Point Average (GPA)	3.68
Average Middle 80% Range	3.43-3.94
Women	41%
Minorities	4%
International Students.....	6%
Prior UM Studies	99%

BBA Intern Acceptances by Function

2016 DETAILED COMPENSATION INFORMATION *(96% of accepted offers included usable function salary data.)*

FUNCTION	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Finance	47.2%	\$84,968	\$74,596	\$20,400-\$117,000
Investment Banking	22.4%	\$85,012	\$84,762	\$36,832-\$117,000
Corporate Finance	7.5%	\$48,880	\$51,435	\$39,520-\$65,000
Sales/Trading	5.6%	\$84,996	\$81,112	\$51,000-\$87,100
Investment Management	3.7%	\$67,504	\$64,724	\$31,200-\$86,664
Private Client Services/Wealth Management	1.4%	\$84,996	\$80,003	\$69,992-\$85,020
Other Finance	6.6%	\$66,700	\$65,109	\$20,400-\$85,280
Marketing	15.4%	\$41,600	\$45,613	\$26,000-\$85,020
Product Management	6.5%	\$44,478	\$46,159	\$29,120-\$84,968
General Marketing	4.7%	\$44,199	\$51,689	\$29,120-\$85,020
Other Marketing	4.2%	\$37,284	\$38,012	\$26,000-\$61,984
Consulting	13.6%	\$60,000	\$59,323	\$35,352-\$93,600
Strategy Consulting	6.5%	\$64,998	\$61,675	\$37,440-\$78,000
General Consulting	2.3%	\$58,800	\$55,904	\$43,680-\$61,920
Other Consulting	4.8%	\$56,000	\$57,739	\$35,352-\$93,600
Accounting	12.6%	\$52,000	\$52,546	\$37,440-\$62,400
Other	11.2%	\$39,520	\$43,377	\$18,000-\$85,004



BBA Intern Acceptances by Industry

2016 DETAILED COMPENSATION INFORMATION (96% of accepted offers included usable industry salary data.)

INDUSTRY	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Service	85.0%	\$63,700	\$65,128	\$18,000-\$117,000
Investment Banking	29.0%	\$84,996	\$81,373	\$36,832-\$117,000
Financial Services	18.7%	\$71,404	\$69,986	\$23,920-\$104,000
Consulting	18.2%	\$57,000	\$55,822	\$26,000-\$78,000
Technology	4.7%	\$55,000	\$55,290	\$28,080-\$93,600
Accounting	5.6%	\$51,480	\$50,994	\$31,200-\$68,400
Retail	4.7%	\$36,842	\$34,113	\$18,000-\$39,520
Other Services	4.1%	\$32,496	\$35,228	\$20,400-\$52,000
Manufacturing	15.0%	\$42,400	\$42,699	\$29,120-\$52,200
Consumer Goods	6.5%	\$42,400	\$43,136	\$29,120-\$52,200
Automotive	2.3%	\$43,200	\$42,160	\$38,400-\$44,400
Other Manufacturing	6.2%	\$41,600	\$42,435	\$29,120-\$51,996

BBA Intern Acceptances by Region

2016 DETAILED COMPENSATION INFORMATION *(96% of accepted offers included usable region salary data.)*

REGION	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Northeast	48.1%	\$84,864	\$70,365	\$18,000-\$107,900
Midwest	40.2%	\$47,450	\$52,068	\$20,400-\$88,400
West	7.5%	\$58,200	\$58,106	\$31,200-\$93,600
South	1.4%	\$43,200	\$56,867	\$41,600-\$85,800
Southwest	1.4%	\$50,000	\$46,340	\$37,020-\$52,000
Mid-Atlantic & International	1.4%	\$72,800	\$84,933	\$65,000-\$117,000

