

**2014-2015 MBA Employment Report**  
**Detailed Statistics**

*Class of 2015: Full-Time Hires*

*Class of 2016: Summer Hires*



*The Class of 2015 chose jobs in diverse industries. The illustration visualizes jobs by industry; see the data table on page 6.*

**Employment Report**  
**Stanford Graduate School of Business**  
Class of 2015: Full-Time Hires

**Student Profile<sup>1</sup>**

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Applications Received	7,108
New Students	406
Women	36%
International (includes Permanent Residents)	41%
U.S. Minority	21%
Median Years of Work Experience	4.0
Range of Years of Work Experience	0-12

Undergraduate Major

Humanities/Social Sciences	51%
Engineering/Math/Natural Sciences	35%
Business	14%

Advanced Degree 15%

Average GMAT Score 732

<sup>1</sup>Class profile is provided as of matriculation.

**Employment Report<sup>1</sup>**  
**Stanford Graduate School of Business**  
 Class of 2015: Full-Time Hires

**Employment Profile<sup>2</sup>**

	Permanent Work Authorization <sup>3</sup>		Non-Permanent Work Authorization		All MBA Graduates	
	Number	Percent	Number	Percent	Number	Percent
<b>Seeking Employment<sup>4,5,6</sup></b>	205	75%	78	63%	283	71%
<b>Not Seeking Employment:</b>						
Company-sponsored	22	8%	19	15%	41	10%
Continuing education	0	0%	0	0%	0	0%
Postponing job search	1	0%	1	1%	2	1%
Starting a new business	40	15%	25	20%	65	16%
Not seeking for other reasons	5	2%	0	0%	5	1%
<i>Subtotal, Not Seeking Employment</i>	68	25%	45	37%	113	29%
<b>No Information</b>	0	0%	0	0%	0	0%
<b>Total Graduates</b>	273	100%	123	100%	396	100%

<sup>1</sup>This report conforms to the MBA Career Services & Employer Alliance, Standards Edition V, for reporting MBA employment statistics.

<sup>2</sup>Employment information is self-reported, and includes all students who graduated in the 12 months ending in June 30, 2015. This table is based upon information from 100% of the total graduating class.

<sup>3</sup>Permanent Work Authorization is defined by the CSEA as comprising U.S. Citizens and Permanent Residents.

<sup>4</sup>Employers did not defer the starting dates of any graduates.

<sup>5</sup>One employer rescinded an offer.

<sup>6</sup>Five graduates reneged on offers they had accepted.

**Employment Report**  
**Stanford Graduate School of Business**  
 Class of 2015: Full-Time Hires

**Timing of Job Offers**

	<b>Seeking Employment</b> Number	<b>By Graduation<sup>1</sup></b>		<b>By Three Months Post-Graduation</b>	
		<b>Job Offers</b>		<b>Job Offers</b>	
		Number	Percent	Number	Percent
Permanent Work Authorization	205	164	80%	190	93%
Non-Permanent Work Authorization	78	59	76%	69	88%
<b>Total Graduates Seeking Employment</b>	<b>283</b>	<b>223</b>	<b>79%</b>	<b>259</b>	<b>92%</b>

**Timing of Job Acceptances**

	<b>Seeking Employment</b> Number	<b>By Graduation<sup>1</sup></b>		<b>By Three Months Post-Graduation</b>	
		<b>Job Acceptances</b>		<b>Job Acceptances</b>	
		Number	Percent	Number	Percent
Permanent Work Authorization	205	149	73%	180	88%
Non-Permanent Work Authorization	78	54	69%	64	82%
<b>Total Graduates Seeking Employment</b>	<b>283</b>	<b>203</b>	<b>72%</b>	<b>244</b>	<b>86%</b>

<sup>1</sup>"Graduation" is measured relative to each individual student's graduation date. There are multiple graduation dates at the GSB, though the vast majority of students in the Class of 2015 (378 of 396) graduated on June 15, 2015.

**Employment Report**  
**Stanford Graduate School of Business**  
 Class of 2015: Full-Time Hires

**Compensation Summary<sup>1, 2</sup>**

	Number Reporting	% Reporting	Median	Mean	Range
<b>BASE SALARY<sup>3</sup></b>					
Permanent Work Authorization	159	100%	130,000	135,808	18,000 - 267,000
Non-Permanent Work Authorization	53	100%	130,000	126,202	60,000 - 200,000
<b>Total</b>	<b>212</b>	<b>100%</b>	<b>130,000</b>	<b>133,406</b>	<b>18,000 - 267,000</b>
<b>SIGNING BONUS</b>					
Permanent Work Authorization	64	40%	25,000	25,727	1,000 - 100,000
Non-Permanent Work Authorization	29	55%	25,000	29,241	10,000 - 60,000
<b>Total</b>	<b>93</b>	<b>44%</b>	<b>25,000</b>	<b>26,823</b>	<b>1,000 - 100,000</b>
<b>OTHER GUARANTEED COMPENSATION<sup>4,5</sup></b>					
Permanent Work Authorization	62	39%	55,000	75,319	2,500 - 250,000
Non-Permanent Work Authorization	16	30%	25,000	66,199	10,000 - 250,000
<b>Total</b>	<b>78</b>	<b>37%</b>	<b>52,500</b>	<b>73,448</b>	<b>2,500 - 250,000</b>

<sup>1</sup>All compensation information is self-reported. Useable salary data was obtained from 87% of those graduates who accepted a job. Compensation data excludes students who are company-sponsored (10%) or starting their own business (16%).

<sup>2</sup>International compensation is reported in U.S. dollars as calculated by students on the basis of prevailing exchange rates.

<sup>3</sup>Base salary excludes bonuses, commissions, benefits, and perquisites.

<sup>4</sup>Other Guaranteed Compensation includes guaranteed annual bonus only. It does not include tuition reimbursement, relocation expense reimbursement, auto allowance, profit sharing, 401K match, and others.

<sup>5</sup>Stock and/or stock options are not included in Other Guaranteed Compensation.

**Employment Report**  
**Stanford Graduate School of Business**  
 Class of 2015: Full-Time Hires

**Compensation by Industry<sup>1</sup>**

Industry	Percent <sup>2</sup>	Base Salary (\$)				Signing Bonus (\$)				Other Guaranteed Compensation (\$) <sup>4</sup>			
		Median	Mean	Range		Median	Mean	Range		Median	Mean	Range	
				High	Low			High	Low			High	Low
Consulting	14	140,000	135,443	170,000	98,000	25,000	25,100	42,500	10,000	25,000	24,833	35,000	10,000
Consumer Packaged Goods	4	122,500	126,125	160,000	100,000	27,500	25,833	30,000	20,000	NA	NA	NA	NA
Energy/Cleantech	3	120,000	124,286	155,000	100,000	NA	NA	NA	NA	NA	NA	NA	NA
Finance	31	150,000	158,849	267,000	85,000	37,500	38,275	100,000	7,000	108,750	126,039	250,000	17,250
Private Equity/LBO	13	152,500	164,043	250,000	85,000	25,000	23,750	35,000	10,000	140,000	142,810	250,000	55,000
Hedge Funds	5	150,000	182,700	267,000	130,000	NA	NA	NA	NA	220,000	223,333	250,000	200,000
Investment Management	5	135,000	147,000	225,000	90,000	40,000	51,429	100,000	25,000	87,500	100,000	200,000	35,000
Venture Capital	3	175,000	172,143	200,000	150,000	NA	NA	NA	NA	67,500	65,000	75,000	50,000
Investment Banking	3	125,000	125,000	125,000	125,000	47,500	47,700	60,000	40,000	80,000	86,667	100,000	80,000
Finance - Other	2	120,000	120,000	150,000	90,000	NA	NA	NA	NA	NA	NA	NA	NA
Government	1	NA <sup>3</sup>	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Healthcare	6	127,500	140,970	225,000	80,000	20,000	18,333	30,000	5,000	19,750	29,594	80,000	5,000
Hospitality	1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Media/Entertainment	2	125,000	122,500	130,000	110,000	20,000	15,000	20,000	5,000	NA	NA	NA	NA
Nonprofit	5	100,000	99,364	175,000	18,000	5,000	6,667	10,000	5,000	NA	NA	NA	NA
Real Estate	1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Retail	2	101,250	105,625	140,000	80,000	NA	NA	NA	NA	NA	NA	NA	NA
Technology <sup>5</sup>	28	125,000	120,383	155,000	60,000	29,000	27,774	60,000	5,000	20,000	26,012	87,500	10,000
Internet Services	6	125,000	125,462	150,000	100,000	42,000	30,200	42,000	10,000	NA	NA	NA	NA
Marketing	6	125,000	126,667	140,000	115,000	27,500	28,000	40,000	10,000	15,000	26,393	87,500	12,000
Software	6	126,500	121,500	155,000	60,000	29,500	26,875	60,000	5,000	19,500	19,290	22,000	16,200
Consumer Electronics	2	125,000	127,500	135,000	125,000	27,500	30,000	40,000	25,000	NA	NA	NA	NA
Education	2	100,000	100,000	130,000	70,000	NA	NA	NA	NA	NA	NA	NA	NA
Online Retail	2	126,000	119,250	145,000	80,000	NA	NA	NA	NA	NA	NA	NA	NA
E-Commerce	1	125,000	128,333	135,000	125,000	NA	NA	NA	NA	NA	NA	NA	NA
Manufacturing	1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Hardware	1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Tech - Other	2	105,000	97,500	120,000	60,000	NA	NA	NA	NA	NA	NA	NA	NA
Transportation & Logistics Services	1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Other Services	2	105,000	102,200	130,000	60,000	NA	NA	NA	NA	NA	NA	NA	NA
<b>TOTAL</b>	<b>100</b>	<b>130,000</b>	<b>133,406</b>	<b>267,000</b>	<b>18,000</b>	<b>25,000</b>	<b>26,823</b>	<b>100,000</b>	<b>1,000</b>	<b>52,500</b>	<b>73,448</b>	<b>250,000</b>	<b>2,500</b>

<sup>1</sup>Data does not include entrepreneurs (16%) and sponsored students (10%), per standards set by the MBA Career Services & Employer Alliance (CSEA).

<sup>2</sup>Percent total may not equal sum of components due to rounding.

<sup>3</sup>NA may be either a zero or non-zero number not disclosed per CSEA guidelines to maintain student privacy for fewer than three students in a category.

<sup>4</sup>Other Guaranteed Compensation includes guaranteed annual bonus only. It does not include tuition reimbursement, relocation expense reimbursement, auto allowance, profit sharing, 401K match, and others.

<sup>5</sup>Technology subcategories indicate industries impacted by technology jobs.

**Employment Report**  
**Stanford Graduate School of Business**  
 Class of 2015: Full-Time Hires

**Industry Details, West Region<sup>1, 2</sup>**

Industry	Percent
Consulting	11
Private Equity	11
eMarketing	8
Internet Services	8
Software	8
Healthcare	8
Consumer Packaged Goods	4
Nonprofit	4
Venture Capital	4
eCommerce	3
Finance - Other	3
Investment Management	3
Consumer Electronics	3
EdTech	3
Tech - Other	3
Energy/Cleantech	2
Hedge Funds	2
Investment Banking	2
Media/Entertainment	2
Energy	1
Online Retail	1
Transportation & Logistics Services	1
Hospitality	1
Real Estate	1
Other	1
<b>TOTAL</b>	<b>100</b>



<sup>1</sup>This table shows the industries chosen by students who accepted jobs in the West Coast region which includes California, Oregon, and Washington. This data is not required by the CSEA but is provided to give greater insight into career choices.

<sup>2</sup>Excludes sponsored students

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 Class of 2015: Full-Time Hires

**Compensation by Function<sup>1</sup>**

Function	Percent <sup>2</sup>	Base Salary (\$)				Signing Bonus (\$)				Other Guaranteed Compensation (\$) <sup>4</sup>			
		Median	Mean	Range		Median	Mean	Range		Median	Mean	Range	
				High	Low			High	Low			High	Low
Consulting	18	140,000	128,278	170,000	70,000	25,000	24,346	50,000	1,000	25,000	24,148	35,000	10,000
Management Consulting	13	140,000	136,173	170,000	98,000	25,000	25,100	42,500	10,000	25,000	24,833	35,000	10,000
Strategy - Planning	5	110,000	108,182	155,000	70,000	20,000	21,833	50,000	1,000	NA	NA	NA	NA
Finance	31	150,000	157,449	267,000	85,000	40,000	38,738	100,000	10,000	116,595	131,344	250,000	35,000
Private Equity Analyst	10	160,000	168,247	250,000	85,000	25,000	20,000	25,000	10,000	150,000	152,621	250,000	75,000
Investment/Portfolio Mgmt	7	150,000	160,133	267,000	95,000	30,000	37,143	80,000	10,000	117,500	131,719	250,000	43,750
Analyst	4	145,000	158,125	250,000	115,000	NA	NA	NA	NA	NA	NA	NA	NA
Finance, Other	4	137,500	142,375	225,000	90,000	50,000	63,333	100,000	40,000	90,000	108,333	200,000	35,000
Venture Capitalist	3	175,000	163,571	200,000	115,000	NA	NA	NA	NA	60,000	61,667	75,000	50,000
Investment Banker	3	125,000	125,000	125,000	125,000	47,500	47,700	60,000	40,000	80,000	86,667	100,000	80,000
General Management	12	120,000	123,043	225,000	60,000	20,000	19,222	30,000	6,000	12,500	13,708	25,000	5,000
Marketing/Sales	27	125,000	121,466	175,000	60,000	25,000	24,037	60,000	5,000	20,250	34,833	87,500	5,000
Business Development	14	125,000	121,034	175,000	60,000	10,000	15,000	30,000	5,000	42,000	46,025	87,500	15,000
Brand/Product/Marketing	8	122,500	116,500	135,000	85,000	25,000	27,455	60,000	5,000	23,750	25,625	50,000	5,000
Product Development	5	130,000	131,818	155,000	120,000	27,500	28,375	42,000	10,000	19,500	18,125	25,000	12,000
Marketing, Other	1	NA <sup>3</sup>	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Operations/Logistics	3	135,000	131,714	155,000	100,000	30,000	26,250	40,000	5,000	35,600	45,113	94,250	15,000
Other	8	118,000	110,529	147,000	18,000	19,500	20,167	42,000	5,000	13,625	12,938	22,000	2,500
<b>TOTAL</b>	<b>100</b>	<b>130,000</b>	<b>133,406</b>	<b>267,000</b>	<b>18,000</b>	<b>25,000</b>	<b>26,823</b>	<b>100,000</b>	<b>1,000</b>	<b>52,500</b>	<b>73,448</b>	<b>250,000</b>	<b>2,500</b>

<sup>1</sup>Data does not include entrepreneurs (16%) and sponsored students (10%), per standards set by the MBA Career Services & Employer Alliance (CSEA).

<sup>2</sup>Percent total may not equal sum of components due to rounding.

<sup>3</sup>NA may be either a zero or non-zero number not disclosed per CSEA guidelines to maintain student privacy for fewer than three students in a category.



**Employment Report**  
**Stanford Graduate School of Business**  
Class of 2015: Full-Time Hires

**Compensation by Location<sup>1</sup>**

Location	Percent <sup>2</sup>	Base Salary (\$)				Signing Bonus (\$)				Other Guaranteed Compensation (\$) <sup>5</sup>			
		Median	Mean	Range		Median	Mean	Range		Median	Mean	Range	
				High	Low			High	Low			High	Low
<b>North America</b>	<b>93</b>	<b>130,000</b>	<b>135,318</b>	<b>267,000</b>	<b>60,000</b>	<b>25,000</b>	<b>26,301</b>	<b>100,000</b>	<b>1,000</b>	<b>50,000</b>	<b>72,198</b>	<b>250,000</b>	<b>5,000</b>
United States	93	130,000	135,318	267,000	60,000	25,000	26,301	100,000	1,000	50,000	72,198	250,000	5,000
West	68	127,500	132,870	250,000	60,000	25,000	26,603	100,000	5,000	55,000	75,322	250,000	5,000
Northeast	17	140,000	143,195	267,000	60,000	20,000	25,200	60,000	10,000	32,292	65,958	200,000	5,000
Southwest	4	137,500	131,250	160,000	80,000	25,000	24,000	42,000	5,000	NA	NA	NA	NA
Mid-Atlantic	2	140,000	126,000	140,000	80,000	25,000	23,200	50,000	1,000	35,000	41,667	55,000	35,000
Midwest	1	125,000	156,667	230,000	115,000	NA	NA	NA	NA	NA	NA	NA	NA
South	1	NA <sup>3</sup>	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
<b>Outside North America</b>	<b>7</b>	<b>109,595</b>	<b>106,371</b>	<b>200,000</b>	<b>18,000</b>	<b>27,500</b>	<b>40,000</b>	<b>80,000</b>	<b>25,000</b>	<b>99,095</b>	<b>88,448</b>	<b>160,000</b>	<b>2,500</b>
South America	2	81,000	80,500	90,000	70,000	NA	NA	NA	NA	NA	NA	NA	NA
Central America and the Caribbean <sup>4</sup>	1	120,000	111,667	140,000	75,000	NA	NA	NA	NA	NA	NA	NA	NA
European Free Trade Area Countries	1	113,190	87,063	130,000	18,000	NA	NA	NA	NA	NA	NA	NA	NA
Asia	1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Australia and Oceania	1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Middle East and North Africa (MENA)	1	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
<b>TOTAL</b>	<b>100</b>	<b>130,000</b>	<b>133,406</b>	<b>267,000</b>	<b>18,000</b>	<b>25,000</b>	<b>26,823</b>	<b>100,000</b>	<b>1,000</b>	<b>52,500</b>	<b>73,448</b>	<b>250,000</b>	<b>2,500</b>

<sup>1</sup>Data does not include entrepreneurs (16%) and sponsored students (10%), per standards set by the MBA Career Services & Employer Alliance (CSEA).

<sup>2</sup>Percent total may not equal sum of components due to rounding.

<sup>3</sup>NA may be either a zero or non-zero number not disclosed per CSEA guidelines to maintain student privacy for fewer than three students in a category.

<sup>4</sup>Mexico is included in this region per CSEA guidelines; all jobs in this region were in Mexico.

<sup>5</sup>Other Guaranteed Compensation includes guaranteed annual bonus only. It does not include tuition reimbursement, relocation expense reimbursement, auto allowance, profit sharing, 401K match, and others.

**Employment Report**  
**Stanford Graduate School of Business**  
 Class of 2015: Full-Time Hires

**Primary Source of  
 Full-Time Job Acceptances**

<b>SCHOOL-FACILITATED ACTIVITIES</b>	<b>Number</b>	<b>Percent</b>
On-Campus Recruiting	31	15%
Summer Employer (GSB-facilitated)	22	10%
Alumni Referral	15	7%
GSB Job Board	12	6%
Resume Database <sup>1</sup>	5	2%
Networking (GSB-facilitated)	4	2%
Student Club / Club Event	1	0%
Other (GSB-facilitated) <sup>2</sup>	7	3%
<b>Sub Total</b>	<b>97</b>	<b>46%</b>
<b>GRADUATE-FACILITATED ACTIVITIES</b>		
Networking (student-facilitated)	64	30%
Pre-MBA Employer	22	10%
Summer Employer (student-facilitated)	15	7%
Other (student-facilitated) <sup>3</sup>	13	6%
<b>Sub Total</b>	<b>114</b>	<b>54%</b>
Unknown	1	0%
<b>Total</b>	<b>212</b>	<b>100%</b>

<sup>1</sup>Understates importance of the Resume Database since this source is used by recruiters to invite students to OCR interviews.

<sup>2</sup>Other (GSB-facilitated) may include class projects, faculty referrals, videoconference interviews, and combinations of sources.

<sup>3</sup>Other (student-facilitated) may include organization websites, executive recruiters, and combinations of sources especially networking.

**Employment Report**  
**Stanford Graduate School of Business**  
 Class of 2015: Full-Time Hires

**Full-Time Entrepreneurs by Industry and Location<sup>1</sup>**

<b>Industry</b>	<b>Percent</b>
Consumer Products & Services	14
Healthcare	10
Finance	9
E-commerce	7
Education	7
Internet Services	7
Raising a Search Fund	7
Agribusiness	3
Consulting	3
Human Resources	3
Nonprofit	3
Real Estate	3
Software	3
Transportation/Logistics	3
Other	16
<b>TOTAL</b>	<b>100</b>

<b>Location</b>	<b>Percent</b>
U.S. West	60
Other U.S.	12
Outside U.S.	28
<b>TOTAL</b>	<b>100</b>

<sup>1</sup>Data shows the industries chosen by students who are starting their own business (16%). These students are not included in any other tables in this report, per standards set by the MBA Career Services & Employer Alliance (CSEA).

**Employment Report**  
**Stanford Graduate School of Business**  
Class of 2016: Summer Hires

**Student Profile<sup>1</sup>**

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Applications Received	7,355
New Students	410
Women	42%
International (includes Permanent Residents and U.S. dual citizens)	44%
U.S. Minority	23%
Median Years of Work Experience	4.0
Range of Years of Work Experience	0-15

Undergraduate Major

Humanities/Social Sciences	48%
Engineering/Math/Natural Sciences	38%
Business	14%

Advanced Degree	19%
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Average GMAT Score	732
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<sup>1</sup>Class profile is provided as of matriculation.

**Employment Report**  
**Stanford Graduate School of Business**  
Class of 2016: Summer Hires

**Compensation by Industry<sup>1,4,5</sup>**

Industry	Percent <sup>2</sup>	Median	Mean	Range	
				High	Low
Consulting	12	11,254	9,971	13,000	2,500
Consumer Packaged Goods	5	5,671	5,846	10,000	1,400
Energy/Cleantech	5	6,450	6,634	10,000	3,000
Finance	22	10,000	8,384	20,000	1,000
Venture Capital	7	5,598	6,376	15,000	1,000
Private Equity/LBO	4	9,000	9,896	20,000	5,000
Hedge Funds	4	10,333	9,733	12,500	5,000
Investment Banking	3	10,416	9,337	10,500	2,500
Investment Management	2	10,250	9,325	13,000	1,800
Finance - Other	1	6,565	7,195	10,400	5,250
Government	1	3,450	3,450	5,000	1,900
Healthcare	7	6,714	6,325	8,660	3,300
Human Resources	<1	NA <sup>3</sup>	NA	NA	NA
Manufacturing	1	NA	NA	NA	NA
Media/Entertainment	4	5,300	5,630	10,000	2,078
Nonprofit	5	5,000	4,528	6,500	1,200
Real Estate	1	7,250	6,552	10,409	1,300
Retail	1	NA	NA	NA	NA
Technology	33	7,040	6,810	12,500	1,000
Software	9	7,497	7,179	10,825	4,000
Internet Services	8	6,000	6,200	12,500	1,000
Consumer Electronics/Hardware	5	7,500	7,222	10,000	1,600
E-Commerce/e-Retail	5	8,000	7,196	8,660	3,300
Marketing	4	7,500	7,853	12,000	6,000
Finance	1	5,375	4,578	6,062	1,500
Media & Entertainment	1	6,400	5,300	7,000	2,500
Other	<1	NA	NA	NA	NA
Transportation & Logistics	<1	NA	NA	NA	NA
Other Services	2	5,500	5,033	7,500	1,000
<b>TOTAL</b>	<b>100</b>	<b>7,000</b>	<b>7,226</b>	<b>20,000</b>	<b>1,000</b>

<sup>1</sup>100% of job-seeking students in the Class of 2015 accepted internships, based on responses from 95% of students. Figures do not include Global Management Immersion Experience (GMIX), a four-week international program at the end of the summer.

<sup>2</sup>Total percent may not equal sum of components due to rounding and non-zero data labeled '<1.'

<sup>3</sup>NA is a non-zero number not disclosed per CSEA guidelines to maintain student privacy when there are fewer than three students in a category.

<sup>4</sup>Nonprofit compensation includes the SMIF stipend where applicable. SMIF (Stanford Management Internship Fund) provides financial support to MBA students who secure social or environmental purpose summer internships with nonprofits, government agencies, and social purpose businesses. SMIF is offered by the Center for Social Innovation.

<sup>5</sup>Compensation includes the ESP stipend where applicable. The Entrepreneurial Summer Program (ESP) supports students in pursuing eligible opportunities with entrepreneurial organizations. ESP is offered by the Center for Entrepreneurial Studies.

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**Compensation by Function**

Function	Percent <sup>1</sup>	Median	Mean	Monthly Base Salary (\$)	
				Range	
				High	Low
Consulting	18	10,000	8,831	13,000	1,100
Management Consulting	11	11,700	10,227	13,000	2,500
Strategy - Planning	7	6,928	6,479	11,250	1,100
Finance	23	10,000	8,420	20,000	1,000
Venture Capitalist	6	5,196	5,826	11,000	1,000
Analyst	5	10,000	8,407	12,500	1,800
Private Equity Analyst	4	9,000	9,908	20,000	5,000
Investment/Portfolio Mgmt	3	10,650	11,267	15,000	10,000
Investment Banker	3	10,416	8,411	10,500	1,000
Finance, Other	1	8,530	8,640	10,000	7,500
General Management	7	5,600	5,480	10,000	1,400
Human Resources	1	7,500	7,100	7,800	6,000
Information Technology	1	8,000	6,667	8,000	4,000
Marketing/Sales	32	6,500	6,575	12,500	1,000
Business Development	13	6,498	6,366	12,000	1,000
Product Development	9	6,928	7,007	11,265	2,000
Brand/Product/Marketing	8	6,450	6,308	12,500	2,200
Marketing, Other	3	7,500	6,855	8,660	4,000
Operations/Logistics	7	5,715	6,059	10,000	2,800
Other	10	6,864	6,040	10,000	1,200
<b>TOTAL</b>	<b>100</b>	<b>7,000</b>	<b>7,226</b>	<b>20,000</b>	<b>1,000</b>

<sup>1</sup>Total percent may not equal sum of components due to rounding.

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**Compensation by Location<sup>1</sup>**

Location	Percent <sup>2</sup>	Median	Mean	Range	
				High	Low
<b>North America</b>	<b>85</b>	<b>7,200</b>	<b>7,486</b>	<b>20,000</b>	<b>1,200</b>
United States	85	7,200	7,486	20,000	1,200
West	63	7,083	7,299	15,000	1,200
Northeast	14	7,500	8,205	20,000	2,000
Southwest	4	7,500	7,607	11,700	1,300
Mid-Atlantic	2	7,500	8,100	12,000	5,000
Midwest	2	8,200	8,420	12,000	3,000
South	1	6,250	6,500	10,500	3,000
<b>Outside North America</b>	<b>15</b>	<b>5,629</b>	<b>5,642</b>	<b>13,000</b>	<b>1,000</b>
Asia	5	5,629	5,379	9,000	1,000
European Free Trade Area Countries	4	5,629	6,307	13,000	1,200
South America	2	8,000	7,100	12,000	1,000
Africa - sub Saharan	2	2,500	4,066	8,330	1,100
Central America and the Caribbean	1	5,629	4,543	7,000	1,000
Australia and Oceania	<1	NA <sup>3</sup>	NA	NA	NA
Middle East and North Africa (MENA)	<1	NA	NA	NA	NA
<b>Total</b>	<b>100</b>	<b>7,000</b>	<b>7,226</b>	<b>20,000</b>	<b>1,000</b>

<sup>1</sup>Figures do not include Global Management Immersion Experience (GMIX), a four-week international program at the end of the summer. GMIX is offered by Global Experiences.

<sup>2</sup>Total percent may not equal sum of components due to rounding and non-zero data labeled '<1.'

<sup>3</sup>NA is a non-zero number not disclosed per CSEA guidelines to maintain student privacy when there are fewer than three students in a category.

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**Primary Source of  
 Summer Job Acceptances**

<b>SCHOOL-FACILITATED ACTIVITIES</b>	<b>Number</b>	<b>Percent</b>
OCR	55	18%
GSB Job Board	39	13%
Networking (GSB-facilitated)	37	12%
Alumni	21	7%
Student Club / Club Event	5	2%
Resume Database <sup>1</sup>	2	1%
Other (GSB-facilitated) <sup>2</sup>	52	17%
<b>Sub Total</b>	<b>211</b>	<b>70%</b>

<b>STUDENT-FACILITATED ACTIVITIES</b>	<b>Number</b>	<b>Percent</b>
Networking (student-facilitated)	84	28%
Pre-MBA Employer	2	1%
Other (student-facilitated) <sup>3</sup>	1	0%
<b>Sub Total</b>	<b>87</b>	<b>29%</b>

Unknown	2	1%
<b>Total</b>	<b>300</b>	<b>100%</b>

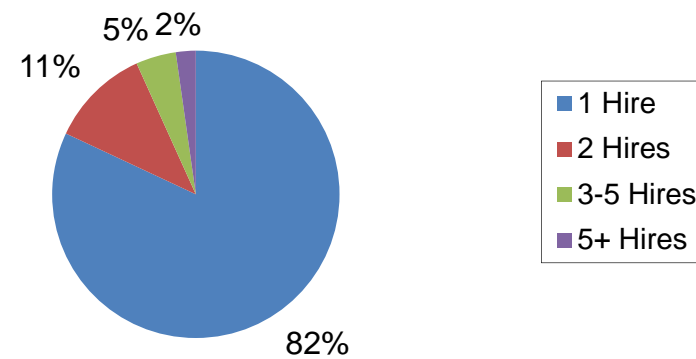
<sup>1</sup>Understates importance of the Resume Database since this source is used by recruiters to invite students to OCR interviews.

<sup>2</sup>Other (GSB-facilitated) may include class projects, faculty referrals, videoconference interviews, and combinations of sources.

<sup>3</sup>Other (student-facilitated) may include organization websites, executive recruiters, and combinations of sources especially networking.



**Most recruiters hired one or two students for summer and/or full-time positions.**



*Based on 355 firms hiring Stanford MBAs for summer and/or full-time in 2014-2015.*

**Other Employment Facts**

**Class of 2015 - Full-Time Positions**

16% of the graduating class were pursuing entrepreneurial ventures.

**Class of 2016 - Summer Positions and Experiences**

105 students participated in Global Management Experience (GMIX)<sup>1</sup> projects.

47 students were funded for Entrepreneurial Summer Program (ESP)<sup>2</sup> internships.

24 students received Stanford Management Internship Fund (SMIF)<sup>3</sup> fellowships.

6 MBA students (11 total students) participated in Stanford Institute for Innovation in Developing Economies (SEED)<sup>4</sup> internships.

[\(1\) Learn more about GMIX](#)

[\(2\) Learn more about ESP](#)

[\(3\) Learn more about SMIF](#)

[\(4\) Learn more about SEED](#)