

Leading Through Innovation

# The Berkeley MBA

Full-time Program  
Class of 2008  
Employment Report



University of California  
**Berkeley**  
Haas School of Business

# Class of 2008 Full-time MBA Program



## Clifford Dank MBA 08

Consultant  
Monitor  
New York, New York

**Summer internship:**  
Summer Associate  
Monitor  
Boston, Massachusetts

**Previous degree:**  
BA, English  
Johns Hopkins University

**Job prior to Haas:**  
International Trader  
First New York Securities  
New York, New York

During his time at Haas, Dank has “actively sought out any experience with the word ‘leadership’ attached to it – implicitly or explicitly.” He found no shortage of opportunities: He served as the MBA Association president and co-founded the Leadership Club.

In and out of the classroom, Dank found his classmates to be “shockingly well-rounded.” The collaborative nature at Haas taught him to recognize and draw on the individual strengths of his peers. “Being at Haas is about preparing yourself to act on your passion,” he says. “Haas is a place where you can test and clarify your wildest ideas and bring them to fruition.”

Even with a challenging economy, job opportunities for the Berkeley MBA class of 2008 increased 5% from a year prior, and starting salaries increased to just under \$109,000, up from last year’s mean base salary of \$101,859.

Ninety-five percent of the class secured job offers within three months of graduation as they joined 110 different organizations in 14 countries worldwide. In addition to increased salaries, over three-fourths of the class reported receiving substantial signing bonuses – \$22,305 on average.

“It was a tighter employment market, but we have seen MBA hiring continuing, with an impressive breadth of firms,” says Abby Scott, Executive Director of the Haas MBA Career Services Organization. The top hiring firms for graduating Berkeley MBA students this year included Amazon, Apple, Bain & Company, the Boston Consulting Group, Del Monte Foods, Deloitte Consulting, Google, eBay, Morgan Stanley, Pacific Gas & Electric, Wells Fargo Bank, and Yahoo!.

“We are pleased to have strong relationships with recruiters and our alumni community, which will help us weather the current economic downturn,” says Scott. That strong relationship is evidenced by the 2007 Wall Street Journal survey of corporate recruiters, which ranked Haas #2, and BusinessWeek’s 2008 Business School rankings, in which recruiters ranked the Haas Career Services Organization #4 nationwide. In particular, notes Lisa Feldman, Director of Recruiting, the recruiters recognized that “at Haas, the entire administration works diligently to create new programs that help connect students with companies and organizations, while ensuring that both groups’ needs are met.” More and more companies continue to choose Haas as their recruiting partner because of its acclaimed general management program with top-ranked specialties, the independent and innovative thinking inherent to UC Berkeley graduates, and a collaborative culture that imbues students with confidence, not attitude.

Using skills learned at Haas, Steve Odom, MBA 08, parlayed his interest in general management and sustainability into a project manager position with The Dow Chemical Company in Midland, Michigan. By maintaining a strong presence on campus and partnering with Haas MBA students on class projects, Dow attracted students like Steve who pursued organizations “where I could leverage the skills I learned at Haas as well as my interest in CSR across the organization.”

The Career Services staff works year-round to maintain, strengthen, and establish relationships with employers. Four industry-focused Account Managers partner with hundreds of firms, ensuring that their experience recruiting at Haas is a productive one. These individuals work on a strategic level with companies to help them select the right programs to target candidates for their firms. As MBA Career Services further strengthens ties with the business community, Berkeley MBA students will continue to be among the most highly sought-after business school graduates in the world.

# Full-time Employment

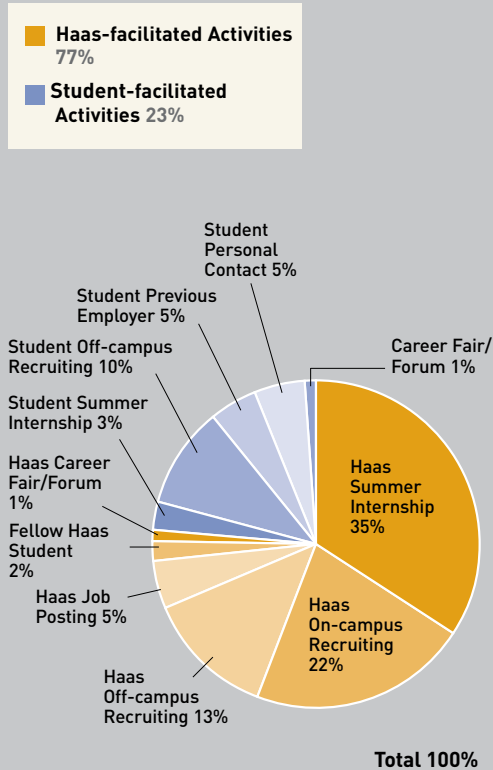
## The Berkeley MBA, Class of 2008

### Profile Full-time Class of 2008

Number of Graduates	230
International	29%
Women	32%
Median Work Experience	5 years

### Primary Sources of Accepted Jobs

The data below show the sources of jobs as reported by students.



### Top Hiring Companies

Google	8
Amazon.com	7
Yahoo!	6
Bain & Company	5
Deloitte Consulting LLP	5
PG&E Corporation	5
Wells Fargo Bank	5
Boston Consulting Group	4
Apple	3
Del Monte Foods	3
eBay	3
Morgan Stanley	3

### Annual Salary by Industry

Industry	%	Mean Base Salary	Median Base Salary	Mean Signing Bonus	Mean Total Other Comp*
<b>Biotech/Pharma/Health/Devices</b>	<b>7.4%</b>	<b>\$106,917</b>	<b>\$107,500</b>	<b>\$ 15,222</b>	<b>\$ 17,280</b>
Biotech/Pharma	4%	\$106,143	\$105,000	\$ 17,500	\$ 10,750
Healthcare Services	2.3%	\$115,000	\$115,000	\$ 9,000	\$ 23,000
Medical Devices	1.1%	n/a	n/a	n/a	n/a
<b>Consulting</b>	<b>15.9%</b>	<b>\$118,400</b>	<b>\$125,000</b>	<b>\$ 26,870</b>	<b>\$ 59,050</b>
<b>Consumer Products/Retail</b>	<b>8.0%</b>	<b>\$ 89,083</b>	<b>\$ 91,500</b>	<b>\$ 16,364</b>	<b>\$ 19,283</b>
Consumer Products	6.8%	\$ 90,818	\$ 93,000	\$ 16,364	\$ 19,283
Retail	1.1%	n/a	n/a	n/a	n/a
<b>Energy/Petroleum/Utilities</b>	<b>5.1%</b>	<b>\$102,667</b>	<b>\$105,000</b>	<b>\$ 25,000</b>	<b>\$ 12,250</b>
<b>Entertainment/Leisure/Sports</b>	<b>1.7%</b>	<b>\$ 90,000</b>	<b>\$ 90,000</b>	<b>\$ 18,000</b>	<b>\$ 9,000</b>
<b>Financial Services</b>	<b>21%</b>	<b>\$112,046</b>	<b>\$100,000</b>	<b>\$ 32,789</b>	<b>\$ 43,871</b>
Commercial Banking	3.4%	\$100,500	\$ 97,500	\$ 16,500	\$ 19,360
Investment Banking	8%	\$ 98,000	\$ 95,000	\$ 40,500	\$ 20,500
Investment/Portfolio Mgmt	6.3%	\$134,674	\$142,500	\$ 28,000	\$ 60,850
Private Equity	1.1%	n/a	n/a	n/a	n/a
Venture Capital	1.7%	n/a	n/a	n/a	n/a
Other	0.6%	n/a	n/a	n/a	n/a
<b>Govt/Nonprofit/Education</b>	<b>2.8%</b>	<b>\$ 76,000</b>	<b>\$ 77,000</b>	<b>\$ 2,000</b>	<b>\$ 5,600</b>
<b>Real Estate</b>	<b>4.5%</b>	<b>\$109,286</b>	<b>\$110,000</b>	<b>\$ 13,750</b>	<b>\$ 32,500</b>
Development	2.3%	\$ 91,667	\$100,000	\$ 13,750	\$ 21,250
Finance	2.3%	\$122,500	\$120,000	n/a	\$ 40,000
<b>Technology</b>	<b>30.1%</b>	<b>\$112,283</b>	<b>\$110,000</b>	<b>\$ 20,003</b>	<b>\$ 20,197</b>
Diversified High Tech	0.6%	n/a	n/a	n/a	n/a
Electronics	2.3%	\$124,750	\$119,000	\$ 15,000	\$ 31,400
Hardware	1.1%	n/a	n/a	n/a	n/a
Internet	16.5%	\$108,100	\$110,000	\$ 18,666	\$ 21,619
Semiconductors	0.6%	n/a	n/a	n/a	n/a
Software	7.4%	\$118,000	\$117,500	\$ 25,700	\$ 19,958
Telecommunication	1.7%	n/a	n/a	n/a	n/a
<b>Widely Diversified Manufacturing</b>	<b>1.1%</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
<b>Other</b>	<b>2.3%</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
<b>TOTAL</b>	<b>100%</b>	<b>\$108,967</b>	<b>\$110,000</b>	<b>\$ 22,737</b>	<b>\$ 29,662</b>

\* Mean Total Other Comp includes annual bonus, performance bonus, and other guaranteed bonuses.

\*\* N/A indicates that figures are not available because fewer than 3 students reported salary information.

### Top 5 Industries 2008

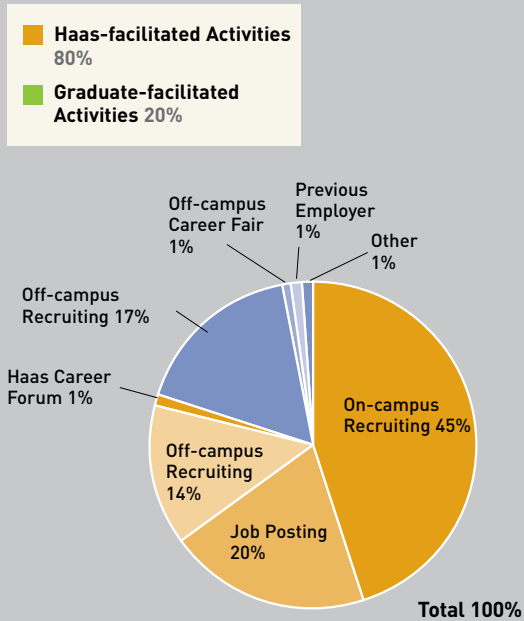
Technology	30.1%
Financial Services	21%
Consulting	15.9%
Consumer Products/Retail	8%
Bio/Pharma/Health	7.4%

### Class of 2009 Profile

Number of Students	262
Women	38%
International	32%
Median Work Experience	5 years

### Primary Sources of Accepted Internships

The data below show the sources of internships as reported by students.



### Top Industries

Technology	31.6%
Consulting	19.5%
Financial Services	16.3%
Biotech/Pharma/Health/MedDevices	11.6%

### Top Functions

Marketing	28.8%
Consulting	24%
Finance	21.7%

### Class of 2009 Summer Internships by Region

Location	%
<b>United States</b>	<b>83%</b>
West	67.5%
Pacific Northwest	6.1%
Northeast	4.7%
Midwest	2.4%
South	1.4%
Middle Atlantic	0.9%
<b>International</b>	<b>17%</b>
Asia	11.2%
Europe	2.4%
South America	2.4%
Africa	0.5%
Australia	0.5%
<b>Grand Total</b>	<b>100%</b>

### Top Hiring Companies

- Adobe Systems
- Amazon.com
- Apple
- Boston Consulting Group
- Dow Chemical Company
- Goldman Sachs
- Google
- Johnson & Johnson
- Kaiser Permanente
- McKesson
- McKinsey & Company
- Microsoft Corporation
- Salesforce.com
- Yahoo!
- ZS Associates

# Summer Internships

## The Berkeley MBA, Class of 2009

### Monthly Salary by Industry

Industry	%	Mean Salary	Median Salary
<b>Bio/Pharma/Health/MedDevices</b>	<b>11.6%</b>	<b>\$ 6,332</b>	<b>\$ 6,407</b>
Biotech/Pharma	1.9%	\$ 6,687	\$ 6,673
Healthcare Services	6.5%	\$ 6,297	\$ 6,400
Medical Devices	3.2%	\$ 6,195	\$ 7,150
<b>Consulting</b>	<b>19.5%</b>	<b>\$ 8,834</b>	<b>\$ 9,255</b>
<b>Consumer Products/Retail</b>	<b>5.6%</b>	<b>\$ 5,829</b>	<b>\$ 6,000</b>
<b>Education/Govt/Non-Profit</b>	<b>3.7%</b>	<b>\$ 3,103</b>	<b>\$ 2,600</b>
<b>Energy/Environment/Resources</b>	<b>2.3%</b>	<b>\$ 6,305</b>	<b>\$ 6,190</b>
<b>Financial Services</b>	<b>16.3%</b>	<b>\$ 6,513</b>	<b>\$ 7,500</b>
Diversified Financial Services	0.9%	n/a	n/a
Investment Banking/Brokerage	8.9%	\$ 6,717	\$ 7,916
Investment/Portfolio Management	3.7%	\$ 6,052	\$ 5,750
Private Equity	0.9%	n/a	n/a
Venture Capital	1.9%	n/a	n/a
<b>Media/Entertainment</b>	<b>2.4%</b>	<b>\$ 5,100</b>	<b>\$ 5,500</b>
<b>Real Estate</b>	<b>3.7%</b>	<b>\$ 5,831</b>	<b>\$ 6,625</b>
<b>Technology</b>	<b>31.6%</b>	<b>\$ 6,466</b>	<b>\$ 6,800</b>
Diversified High Tech	0.4%	n/a	n/a
Electronics	4.2%	\$ 6,096	\$ 6,000
Hardware	1.9%	\$ 6,113	\$ 6,080
Internet	9.8%	\$ 6,571	\$ 6,900
Semiconductors	1.4%	\$ 7,900	\$ 8,250
Software	11.6%	\$ 6,408	\$ 6,800
Telecommunications	1.9%	\$ 6,651	\$ 6,690
Other	0.4%	n/a	n/a
<b>Widely Diversified Manufacturing</b>	<b>1.9%</b>	<b>\$ 9,225</b>	<b>\$ 9,300</b>
<b>Other Industries</b>	<b>1.4%</b>	<b>n/a</b>	<b>n/a</b>
<b>GRAND TOTAL</b>	<b>100%</b>	<b>\$ 6,779</b>	<b>\$ 7,000</b>

### Monthly Salary by Function

Function Description	%	Mean Salary	Median Salary
Consulting	24%	\$ 8,429	\$ 9,000
Finance	21.7%	\$ 6,594	\$ 7,500
Business Development/Strategy	10.4%	\$ 5,960	\$ 6,450
General Management	5.2%	\$ 5,860	\$ 6,462
Marketing	28.8%	\$ 6,332	\$ 6,720
Real Estate	4.2%	\$ 5,974	\$ 6,000
Other	5.7%	\$ 6,094	\$ 7,000
<b>GRAND TOTAL</b>	<b>100%</b>	<b>\$ 6,779</b>	<b>\$ 7,000</b>



### Annual Salary by Function

Function Description	%	Mean Base Salary	Median Base Salary	Mean Signing Bonus	Mean Total Other Comp*
Consulting	17.8%	\$ 120,385	\$ 125,000	\$ 24,250	\$ 57,705
Finance	23.6%	\$ 110,266	\$ 105,000	\$ 30,438	\$ 42,104
Business Development/ Strategy	8.6%	\$ 102,958	\$ 110,000	\$ 18,807	\$ 20,050
Leadership/ Rotational Program	6.3%	\$ 106,333	\$ 105,000	\$ 24,444	\$ 11,650
General Management	10.3%	\$ 110,318	\$ 110,000	\$ 16,286	\$ 22,836
Marketing	25.3%	\$ 103,780	\$ 110,000	\$ 18,771	\$ 17,490
Other	2.9%	n/a	n/a	n/a	n/a
Real Estate	5.2%	\$ 106,875	\$ 105,000	\$ 15,167	\$ 28,583
<b>GRAND TOTAL</b>	<b>100%</b>	<b>\$ 108,967</b>	<b>\$ 110,000</b>	<b>\$ 22,737</b>	<b>\$ 29,662</b>

### Class of 2008

#### Full-time Positions by Region

Region	%	Mean Base Salary	Median Signing Bonus	Mean Total Other Comp*
<b>United States</b>	<b>88.6%</b>	<b>\$ 108,222</b>	<b>\$ 21,476</b>	<b>\$ 24,013</b>
West	72.0%	\$ 107,181	\$ 19,717	\$ 22,368
Pacific Northwest	5.7%	\$ 115,000	\$ 34,444	\$ 18,000
Northeast	3.4%	\$ 105,000	\$ 36,667	\$ 20,000
Midwest	2.3%	\$ 113,850	\$ 26,667	\$ 16,856
Middle Atlantic	2.3%	\$ 105,000	\$ 12,333	\$ 18,600
South	2.3%	\$ 128,333	\$ 15,000	\$ 97,500
Southwest	0.6%	n/a	n/a	n/a
<b>International</b>	<b>11.4%</b>	<b>\$ 116,199</b>	<b>\$ 33,455</b>	<b>\$ 76,111</b>
Asia	6.3%	\$ 99,667	\$ 33,500	\$ 26,900
Europe	2.8%	\$ 145,847	\$ 40,667	\$ 108,750
South America	1.7%	\$ 103,000	\$ 20,000	\$ 60,000
Middle East	0.6%	n/a	n/a	n/a
<b>TOTAL</b>	<b>100%</b>	<b>\$ 108,967</b>	<b>\$ 22,737</b>	<b>\$ 29,662</b>

### Vandana Agarwal MBA 08

Product Marketing Manager  
Yahoo!  
Sunnyvale, California

**Summer internship:**  
Associate Brand Manager  
Del Monte Foods  
San Francisco, California

**Previous degree:**  
BA, Computer Science  
University of California, Berkeley

**Job prior to Haas:**  
Senior Software Engineer  
Kana Software, Inc.  
Menlo Park, California

“Company executives look at the world differently than other people. Haas@Work has given me the opportunity to understand how they think and to adapt my thinking and my presentations to deliver what they are looking for. I’ve learned how important it is to prioritize your recommendations and always have support for any idea you present.”

“It’s exciting to know that something real will happen as a result of the work we did in Haas@Work. Millions of people will see and experience the marketing strategy we put together. We hope to have a true, positive impact on the company’s bottom line.”





## University of California Berkeley Haas School of Business

Chetkovich Career Center  
545 Student Services Building #1900  
University of California  
Berkeley, CA 94720-1900

MBA Career Center: 1-510-642-8124  
Fax 1-510-642-9387

### Career Center

**Executive Director, MBA Career Services**  
Abby Scott

### Recruitment Center

**Director of MBA Recruiting**  
Lisa Feldman

**Account Managers**  
Jenn Bridge  
Nicole Gehrmann  
Rich Wong

**Recruiting Coordinator**  
Jocelyn Newman

**Account Coordinator**  
Betsy Worth

### Advising & Operations

**Operations Manager**  
Christine Blaine

**Program Coordinator**  
Ursula Nicholson

**MBA Career Advisors**  
Lesah Beckhusen  
Mark Friedfeld  
Ainka Fulani  
Sheri Lockshin

### EW MBA, BCE MBA, and Haas MBA Alumni Career Services

**Director of Career Services**  
Pat DeMasters

**Associate Director**  
John Morel

**Assistant Director**  
Jeanne Lew

**Project Manager**  
Rebecca Miller-Ricksen

**Program Coordinator**  
Jeanne Rich

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