

University of California Berkeley
Haas School of Business

Chetkovich Career Center

2000

Placement Report

The background of the cover features a light blue, semi-transparent image of a vintage-style compass resting on a map of the United States. The compass is positioned diagonally, with its needle pointing towards the upper right. The map shows the outlines of the states, and the word "NORTH" is visible at the bottom. The overall aesthetic is clean and professional, with a color palette dominated by various shades of blue.



A Message from the Career Center

GREETINGS! We are happy to present the placement information for the Haas Class of 2000 and summer internship data for the Class of 2001.

We would like to thank all of the recruiting firms and individuals who have participated in the recruiting process at Haas this year. We hope you will continue to be involved in the many opportunities to meet Haas students including job fairs, panel speaking opportunities, mentoring, on-campus recruiting, and much more. We look forward to working with you to meet your recruiting needs in the coming year and as they evolve over time.

We think you will find this information interesting. Please let us know if you have any questions about the data and trends that follow.

Ilse Evans

*Executive Director,
MBA Admissions and Career Services
Haas School of Business*

Abby Scott

*Director of MBA Career Services
Haas School of Business*

Contents

- 1 The MBA Class of 2000: Career Trends
- 6 The MBA Class of 2001: Summer Internship Trends
- 10 Building a Recruiting Presence at Haas
- 12 Hiring Organizations
- 13 Career Center Contact Information

MBA Class of 2000 Career Trends

It probably comes as no surprise that technology is the industry of choice among Haas MBA graduates, with 37.7% of the class choosing to work in this sector.

Consulting was the second industry of choice with 26.2% of the class, a slight jump from the year before. Investment Banking/Brokerage remained steady at 15.7%. With recent increases in the number of traditional firms recruiting on campus, it is likely that these numbers will continue to grow.

The median annual base salary for the Class of 2000 increased 9% to \$85,000 while the average base salary reached \$90,000.

The average total compensation package (excluding stock options) was \$128,300, up 14% from 1999, and a two-year increase of almost 23%, or \$24,000.

The average total bonus for the Class of 2000 was \$45,600.

The number of students who reported stock options also increased to 37% in 2000 from 29% in 1999.

[THE MBA CLASS OF 2000]

A Profile

May 2000 graduates	241
Women	38%
Minority	27%
International	34%
Average age at enrollment	28 years
Average work experience	5 years

[THE MBA CLASS OF 2000]

Top Industries

Industry	Percentage
Technology	37.7%
Consulting	26.2%
Financial Services	23.0%

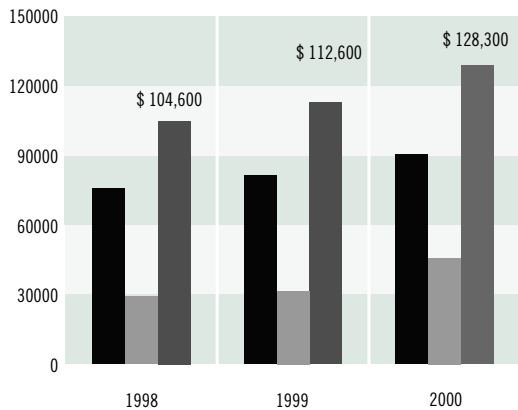
[THE MBA CLASS OF 2000]

Top Functions

Function	Percentage
Finance	27.7%
Consulting	26.2%
Marketing	21.5%
General Management	20.9%

[THE MBA CLASS OF 2000] Salary Breakdown

Average Compensation (FT) Over 3 Years



1998 avg base	\$75,500.00
1998 avg bonus	\$29,100.00
1998 avg total comp	\$104,600.00
1999 avg base	\$81,200.00
1999 avg bonus	\$31,400.00
1999 avg total comp	\$112,600.00
2000 avg base	\$90,000.00
2000 avg bonus	\$45,600.00
2000 avg total comp	\$128,300.00

Black=Average Base Salary Light Grey=Average Total Bonus Grey=Average Total Comp

[THE MBA CLASS OF 2000]

Top Employers

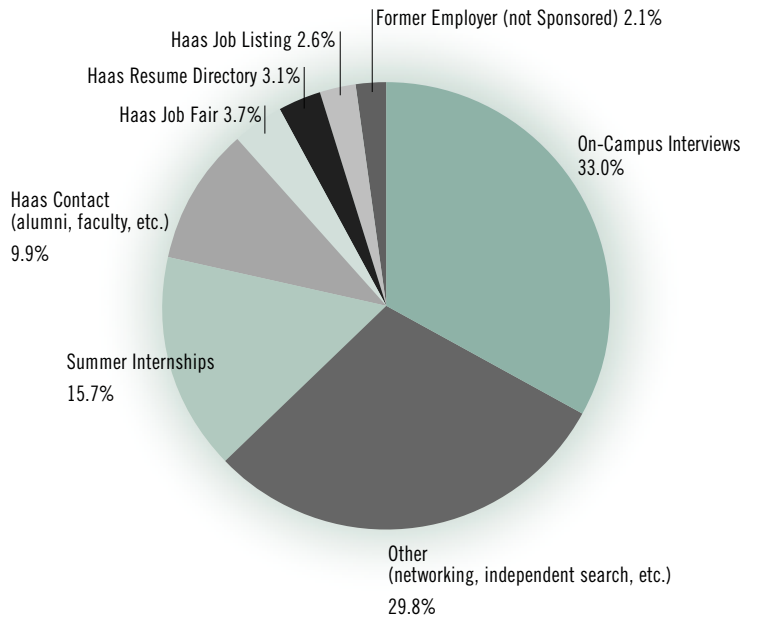
The following employers (listed in alphabetical order) hired three or more Haas graduates in 2000.

- A.T. Kearney, Inc.
- Andersen Consulting
- Arthur D. Little
- Bain & Company
- Charles Schwab
- The Clorox Company
- Goldman Sachs
- Hewlett-Packard/Agilent Technologies
- The McKenna Group
- McKinsey and Company
- marchFIRST
- Pittiglio, Rabin, Todd and McGrath (PRTM)
- SG Cowen
- Siebel Systems, Inc.

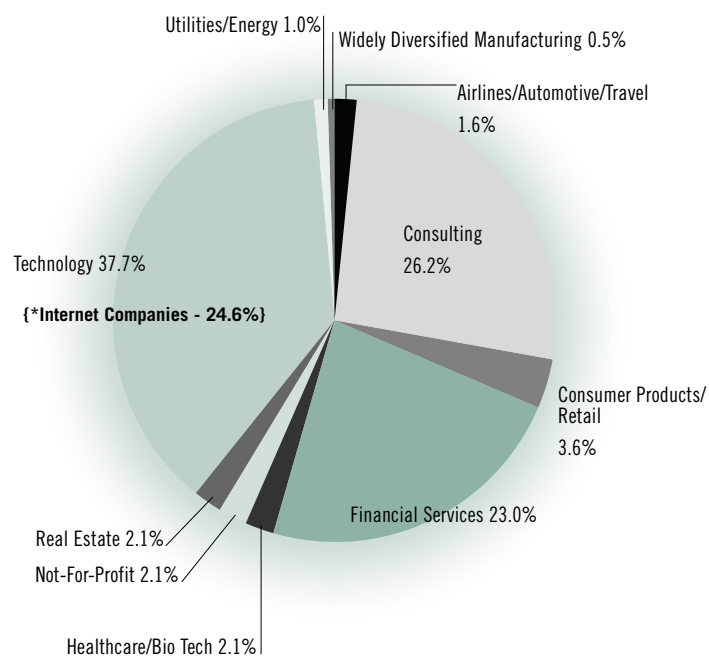
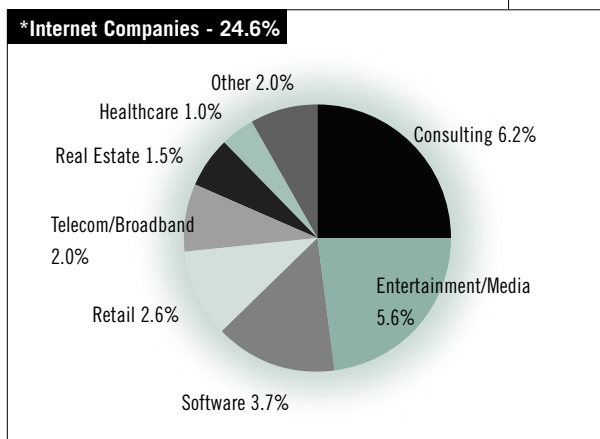
[THE MBA CLASS OF 2000]

Source of Career Position

The increase in networking as a source of employment is not surprising given the number of Haas students who choose to work at companies that do not have formalized recruiting programs. As a result, the Haas Career Center has expanded its efforts in both creating these opportunities as well as formally teaching students how to take advantage of them.



The MBA Class of 2000 Industry Summary

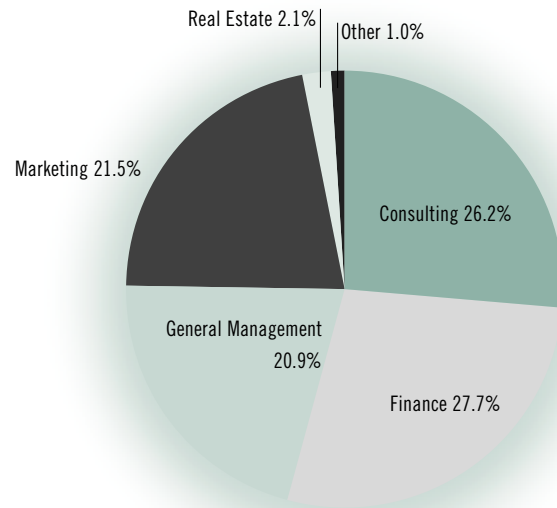


Industry	% of Class	Average Base Salary	Average Bonus	% Receiving Options	Average Total Compensation
Airlines/Automotive/Travel	1.6	N/A	N/A	0	N/A
Consulting	26.2	97,000	45,200	14.0	140,400
Consumer Products/Retail	3.6	79,400	28,600	40.0	108,800
Financial Services	23.0	84,400	78,000	15.9	160,600
Commercial Banking/Diversified Financial Services	3.1	77,500	9,800	16.7	87,000
Investment Banking/Brokerage	15.7	82,700	69,100	16.7	151,800
Investment/Portfolio Management	1.0	N/A	N/A	0	N/A
Venture Capital	3.1	103,000	217,500	16.7	284,200
Healthcare/BioTech	2.1	93,500	49,300	50.0	130,500
Not-For-Profit	2.1	59,800	N/A	0	61,000
Real Estate	2.1	75,600	41,500	25.0	106,800
Technology	37.7	90,700	24,100	68.1	107,800
Internet*	24.6	93,000	21,700	70.2	105,500
Diversified Tech	2.1	83,800	16,600	50.0	100,400
Electronics	2.6	84,100	15,900	40.0	100,000
Semiconductors	1.6	N/A	N/A	100.0	N/A
Software	3.7	91,300	43,300	86.7	128,400
Telecommunications	3.1	88,000	28,600	50.0	116,600
Utilities/Energy	1.0	N/A	N/A	0	N/A
Widely Diversified Manufacturing	0.5	N/A	N/A	100.0	N/A
Total	100%	90,000	45,600	36.5%	128,300

Notes:

- Salaries are self reported. N/A indicates 1.6 percent or less reporting.
- Bonus - Figures include signing bonus, annual bonus, educational reimbursements, relocation and any other form of guaranteed compensation (does not include stock options).
- Stock Options are reported as the % within the category that received options.

Function Summary



Function	% of Class	Average Base Salary	Average Bonus	% Receiving Options	Average Total Compensation
Consulting	26.2	96,600	44,600	12.1	139,500
Finance	27.7	85,400	74,400	24.5	155,200
<i>General Financial Services</i>	2.1	75,000	40,300	75.0	115,300
<i>Private Industry Finance</i>	8.4	82,300	26,300	43.8	107,000
<i>Corporate Finance/Investment Banking</i>	8.4	83,600	88,400	0	172,000
<i>Investment/Portfolio Management</i>	0.5	N/A	N/A	0	N/A
<i>Private Client Services</i>	1.0	N/A	N/A	0	N/A
<i>Research</i>	2.1	89,800	45,600	0	135,400
<i>Sales & Trading</i>	1.0	N/A	N/A	0	N/A
<i>Venture Capital</i>	4.2	101,000	181,700	37.5	237,200
General Management	20.9	91,200	26,500	67.5	107,100
<i>Business Development</i>	11.5	85,700	33,000	68.2	105,200
<i>General Management</i>	1.0	N/A	N/A	50.0	N/A
<i>Operations/Production Management</i>	1.0	N/A	N/A	100.0	N/A
<i>Project Management</i>	3.1	117,200	10,200	33.3	125,700
<i>Strategic/Business Planning</i>	4.2	91,900	25,900	87.5	111,300
Marketing	21.5	85,100	23,100	56.1	104,800
<i>Brand/Product Management</i>	13.6	85,400	22,800	50.0	105,600
<i>General Marketing</i>	6.8	85,900	21,600	69.2	102,600
<i>Merchandising/Retail</i>	1.0	N/A	N/A	50.0	N/A
Real Estate	2.1	75,600	41,500	25.0	106,800
<i>Real Estate Asset Management</i>	0.5	N/A	N/A	100.0	N/A
<i>Real Estate Development</i>	1.6	N/A	N/A	0	N/A
Other	1.0	N/A	N/A	0	N/A
Total	100%	90,000	45,600	36.5%	128,300

Notes:

- Salaries are self reported. N/A indicates 1.6 percent or less reporting.
- Average Bonus - Figures include signing bonus, annual bonus, educational reimbursements, relocation and any other form of guaranteed compensation (does not include stock options).
- Stock Options are reported as the % within the category that received options.

The MBA Class of 2000

Location Summary



Location	% of Class	Average Base Salary	Average Bonus Options	Average Total Compensation
United States	88.4	88,400	45,300	126,100
West	76.8	88,700	40,600	121,900
Middle Atlantic	0.5	N/A	N/A	N/A
Midwest	1.1	N/A	N/A	N/A
Northeast	7.6	83,100	89,700	166,400
South	1.6	N/A	N/A	N/A
International	12.4	100,400	51,600	147,500
Asia	4.7	103,900	64,000	153,700
Central/South America	1.1	N/A	N/A	N/A
Europe	5.8	102,300	43,600	145,900
Total	100%	90,000	45,600	128,300

Notes:

1. Salaries are self reported. N/A indicates 1.6 percent or less reporting.
2. Bonus - Figures include signing bonus, annual bonus, educational reimbursements, relocation and any other form of guaranteed compensation (does not include stock options).
3. Stock Options are reported as the % within the category that received options.

Summer Internship Trends

The MBA Class of 2001 continued to favor summer jobs in the technology industry by a wide margin – 45.0%, including an unprecedented 28.9% working in the Internet sector. Among those pursuing dot-com opportunities, e consulting and entertainment/media were the top industry choices.

Finance was the top functional area, with 27.7% of the class opting to do their internships in this area, up from 22.6% the year prior. Business development also saw huge gains, from 8.8% to 15.5%, and Venture Capital as a function more than doubled from 2.0% to 4.7%.

Consulting as a chosen industry dropped slightly to 14.9%. However, 22.3% of the class went into consulting as a function, the same level as last year. While student interest in consulting remains steady, the number of consulting positions within other industries, such as Internet or other technology companies, increased.

- The median monthly salary was \$6,000, up 14% from last year.
- 42% of the class reported receiving a bonus- the average bonus was \$3,500.
- Some students also reported receiving stock options for their summer internships.
- Internships located in the western US were the choice of 76.9% of the class.
- International internships (16.0%) decreased just slightly from last year.

[THE MBA CLASS OF 2001]

A Profile

Students in class of 2001	241
Women	33%
Minority	22%
International	31%
Average age at enrollment	28
Average work experience	5 years

[THE MBA CLASS OF 2001]

Top Employers for Summer Internships

The following employers (listed in alphabetical order) hired three or more Haas summer interns in 2000.

- A.T. Kearney
- Adobe Systems
- Charles Schwab
- Genentech, Inc.
- Goldman Sachs
- Healthon/WebMD
- Hewlett-Packard Company/
Agilent Technologies
- Kaiser Permanente
- McKinsey & Co.
- Sun Microsystems

[THE MBA CLASS OF 2001]

Top Industries

Industry	Percentage
Technology	45.3%
Financial Services	29.7%
Consulting	14.9%

[THE MBA CLASS OF 2001]

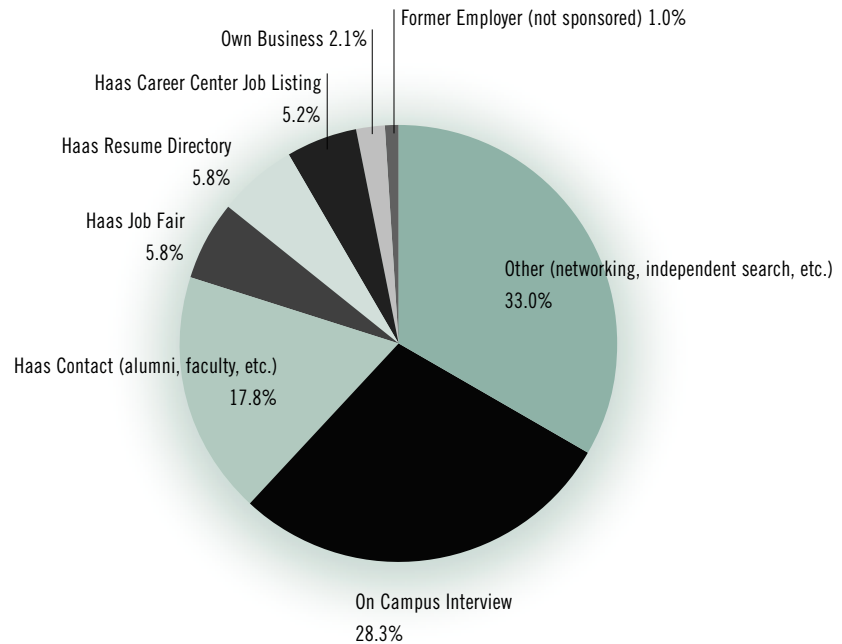
Top Functions

Function	Percentage
Finance	27.7%
Marketing	25.0%
General Management	23.0%
Consulting	22.3%

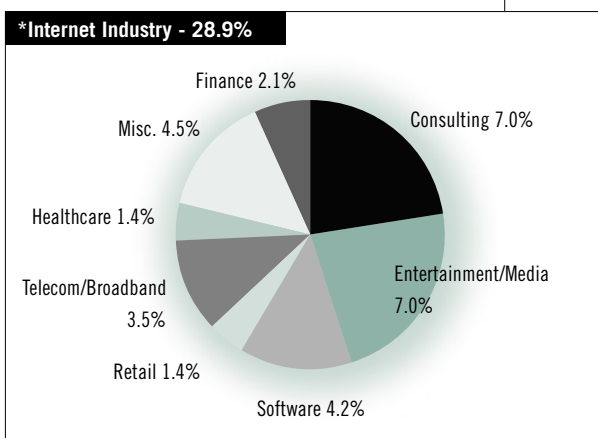
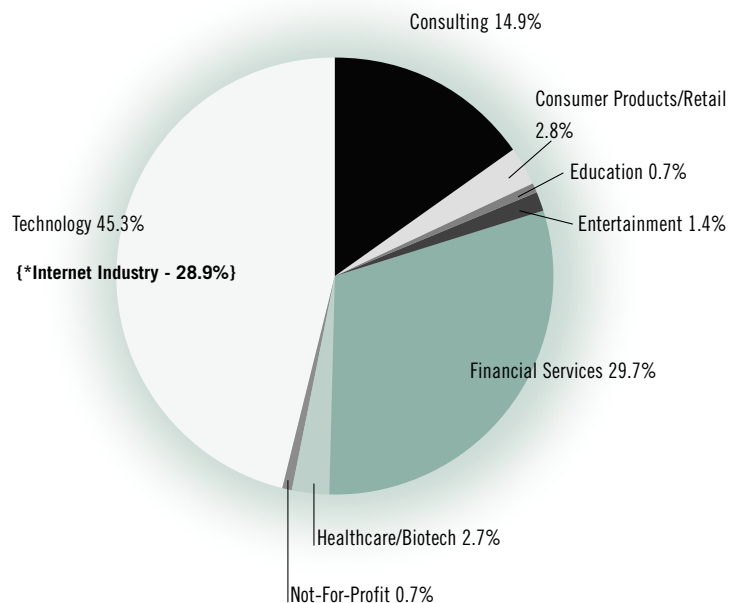
[THE MBA CLASS OF 2001]

Source of Summer Internship

Given that so many Haas students opted for internships in Internet or other smaller Technology companies, it is not surprising that Networking was the number one internship source.



The MBA Class of 2001 Industry Summary

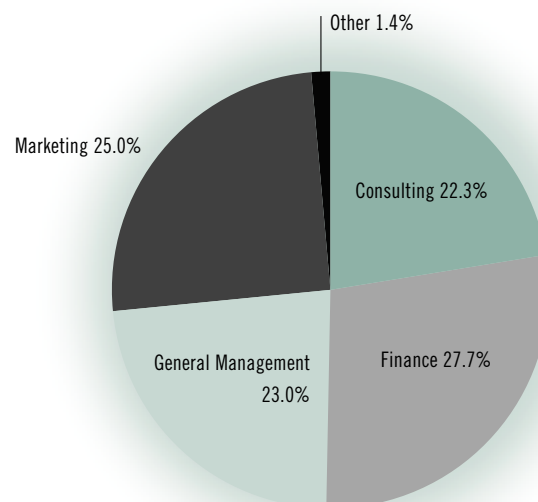


Industry	% of Class	Average Monthly Salary	Average Bonus	% Receiving Bonus
Consulting	14.9	7,900	3,100	54.5
Consumer Products/Retail	2.8	5,200	N/A	25.0
Education	0.7	N/A	N/A	N/A
Entertainment	1.4	N/A	N/A	N/A
Financial Services	29.7	5,900	4,500	56.0
<i>Investment Banking/Brokerage</i>	20.1	6,700	4,900	58.6
<i>Diversified Financial Services</i>	0.7	N/A	N/A	N/A
<i>Investment/Portfolio Management</i>	2.0	5,300	N/A	33.3
<i>Venture Capital</i>	6.7	4,100	1,200	40.0
Healthcare/Biotech	2.7	5,400	0	0
Not-For-Profit	0.7	N/A	N/A	N/A
Technology	45.3	5,900	2,300	35.4
<i>Telecommunications</i>	5.4	5,800	2,500	50.0
<i>Software</i>	3.4	6,300	N/A	25.0
<i>Semiconductors</i>	1.4	N/A	N/A	N/A
<i>Electronics</i>	4.0	6,100	2,200	66.6
<i>Diversified High Tech</i>	2.0	6,900	8,100	100
<i>Internet*</i>	28.9	5,700	1,900	24.0
<i>Utilities/Energy</i>	2.0	6,200	0	0
Total	100.0	6,100	3,500	42.0

Notes:
Salaries are self-reported. N/A indicates 1.4 percent or less reporting.

The MBA Class of 2001

Function Summary



Function	% of Class	Average Monthly Salary	Average Bonus	% Receiving Bonus
Consulting	22.3	6,900	3,000	45.2
Finance	27.7	6,100	4,200	63.4
<i>General Financial Services</i>	5.4	7,300	4,000	88.9
<i>Investment/Portfolio Management</i>	2.0	6,900	6,000	100
<i>Corporate Finance/Investment Banking</i>	2.7	7,500	N/A	33.3
<i>Private Client Services</i>	3.4	7,500	5,250	100
<i>Research</i>	0.7	N/A	N/A	N/A
<i>Sales & Trading</i>	1.4	N/A	N/A	N/A
<i>Private Industry Finance</i>	7.4	5,200	3,500	36.4
<i>Venture Capital</i>	4.7	3,800	660	42.9
General Management	23.0	5,300	3,900	23.5
<i>Business Development</i>	15.5	6,100	4,100	30.4
<i>General Management</i>	0.7	N/A	N/A	N/A
<i>Management Information Systems</i>	0.7	N/A	N/A	N/A
<i>Project Management</i>	0.7	N/A	N/A	N/A
<i>Strategic Business Planning</i>	5.4	6,100	0	0
Marketing	25.0	5,700	2,100	30.6
<i>Advertising</i>	0.7	N/A	N/A	N/A
<i>Brand/Product Management</i>	7.4	6,000	2,800	30.0
<i>General Marketing</i>	12.1	5,500	1,800	33.3
<i>Market Research</i>	4.0	5,500	N/A	17.7
<i>Merchandising/Retail</i>	0.7	N/A	N/A	N/A
Other	1.4	N/A	N/A	N/A
Total	100.0	6,100	3,500	42.0

Notes:
Salaries are self-reported. N/A indicates 1.4 percent or less reporting.

The Haas School of Business Recruiting Center

Building an On-Campus Presence

Outside of the formal recruiting season, there are many ways for your company to attract student interest and build a larger campus presence here at Haas. You should contact your Account Manager if you would like more information on any of the following options, or for further information, please go to: <http://web.haas.berkeley.edu/intranet/recruitingguide/main.html>

Recruiting Activities

- **Set up an On Campus Recruiting Visit**
- **Host an On-Site Student Visit**
- **Submit Job Postings**
Go to <http://www.haas.berkeley.edu/careercenter/job.html>
- **Consider a Resume Drop**
- **Participate in a Job Fair**
The format of the fairs maximizes your company's ability to interact with our students, with both networking and interview time available.
- **Obtain Student Resumes**
Purchase the 1st and 2nd year books at http://www.haas.berkeley.edu/careercenter/haas_mba_resume_books.html

Networking & Sponsorship

Use Student Club Contacts

Your company can become a sponsor of club activities or participate in events such as Firm Nights, Social Functions, Challenge for Charity events, the Business Plan Competition, Women in Leadership conference, etc.

Participate in a Forum or Workshop

The Career Center organizes many skill-building programs throughout the academic year. We often rely upon members of the business community to help lead or speak at these events, and welcome your company's participation.

Ask Haas Alumni Employees to Represent Your Company

If your company currently employs Haas graduates, there are several unique ways to involve them in networking with and recruiting current students:

- Have an alum send a personalized email to students
- Have an alum come to industry networking events
- Have an alum participate in the Haas@Work Program, in which alumni host Haas students during an on-site visit to your company.

Submit Student Projects

Haas students are eager to apply their classroom learning to real-world situations. If your company has a project that needs attention, go to http://web.haas.berkeley.edu/student_projects

Join the Corporate Investors Program

Unrestricted corporate support strengthens all facets of the school: teaching, research and outreach to the community. For more information, contact giving@haas.berkeley.edu.

Haas School MBA Students Hiring Organizations

The following organizations hired one or more Haas students in 2000 for career or summer positions.

COMPANY

@Road, Inc
3Com Corporation
A.T. Kearney, Inc.
Abilizer
Acer Technology Ventures
Active Research
Adobe Systems
Agilent Technologies
Air Liquide America Corporation
AllAdvantage.com
Alliant Partners
Alloptic
Altius Solutions
Amazon.com, Inc.
Andavo
Andersen Consulting
Apexon
Apple
Arthur Andersen LLP
Arthur D. Little, Inc.
Attivo Software
AuctionFlow
Audiobasket.com
AvantGo, Inc.
B2P Commerce
Bain & Company
Banc of America Securities
BancBoston Robertson Stephens
Banco Popular
Bargain America
Bear, Stearns and Company, Inc.
Bechtel Enterprises
Bidcom, Inc.
Blue-C
Booz-Allen & Hamilton
Boston Consulting Group, The
Boulanger
buzzsaw.com
Cacheon
Cambridge Business Development Center
Carol Franc Buck Breast Care Center
Catapulte, Inc.
Cellular One
Cephren, Inc.
Chamberlin Associates
Charles Schwab
Chase H & Q
Chevron Corporation
Citibank
Clorox Company, The
Cluster Consulting
CoCoLink
Community Vocational Enterprises
Conrad.com
CopperCom
Covad Communications
Credit Suisse First Boston
Crescendo Ventures
Crowdburst
Crystal Internet Venture Funds
CSC Healthcare Group
Cypress Semiconductor
Dain Rauscher Wessels
Decidir.com
Deloitte Consulting
Department of Veteran Affairs
Digiscents
Dodge & Cox
Donaldson, Lufkin and Jenrette
DuPont Co.
ecEngines
Edgar, Dunn and Company
Elizabeth & Stephen Bechtel, Jr. Foundation
EMOL.com
Endeavor Initiative, Inc., The
epinions.com
Ericsson, Inc.
Ernst and Young LLP
eSamsung (HK) Ltd.
eTranslate, Inc.
Evite.com
Excite@Home
Federal Home Loan Bank of San Francisco
Fibercycle Networks
Financial Engines
Financial Network for Women
Ford Motor Company
Gap, Inc.
Garage.com
Genentech, Inc.
Geoworks
Gilder, Gagnon & Howe
Goldman Sachs
Guidant Corporation
Hamilton - HMC (Kurt Salmon & Assoc.)
Healinx
Healtheon/WebMD
HelloBrain.com
Hewlett-Packard Company/
Agilent Technologies
HomeGain.com
Homestead .com
Hummer Winblad
i-loft, Inc.
IBM
iJacker.com, Inc.
iMotors
Informano Networks
Inktomi Corporation
Intel Corporation
International Finance Corporation
Internet Holdings S.A.
Internesian Inc
Interwoven, Inc.
Intraware
ITU Ventures
Ituner Networks Corp.
iXL
J.P. Morgan
Kaiser Permanente
Kivera
Lam Research Corporation
Legacy Partners
Lehman Brothers
Levi Strauss & Company

Haas School MBA Students Hiring Organizations continued

The following organizations hired one or more Haas students in 2000 for career or summer positions.

LG Venture Investment Inc.	Organic Online, Inc.	Starion Instruments Corp.
Listen.com	Panoramic Interests	Sun Microsystems
Live365	Paramark	Swander & Pace
Los Alamos National Laboratory	Personify, Inc.	Symyx Technologies
Loudcloud, Inc.	Phone.com	Systems Fusion
Lucasfilm Ltd.	Pittiglio, Rabin, Todd and McGrath (PRTM)	Tauk Foundation
Lucent Technologies	Planned Parenthood	Technocan SA
Lufthansa German Airlines	Plantagenet Capital, LLC	Telephia
Macromedia, Inc.	Plurimi	Tenrec
Macy's	Polycom	Terranova
marchFIRST	Portera	Towers Perrin
McKenna Group, The	Procter & Gamble	Tradeweave
McKinsey and Company	Prophet Market Research & Consulting, Inc.	turbolinux
Mercer Management Consulting	Providian Financial	U.S. Bancorp Piper Jaffray
Merrill Lynch	Putnam Investment Management	Utility.com
Microsoft Corporation	Quantum Corporation	VerticalNet
Minds & Technology	Quokka Sports	Viant
Mongo Music	Quova Communication	Virtual Learn
Morgan Stanley Dean Witter	Quris	Visa International
Morgan Stanley Venture Partners	Rawson, Blum & Leon	Visualize
Motorola, Inc.	RemitNet	Webley Systems
Mousse Partners	Roland Berger & Partners	Wellington Partners
move.com	Safeway	Wells Fargo Bank
mrbel	Salomon Smith Barney	WeVest.com
Napster, Inc.	SAP	Wilson/Equity Office LLC
NBC Internet, Inc.	Sapient Corporation	Wingspring
Neokem S.A.	Sargasso Partners	zaptag
Nestle USA, Inc.	Sega.com	ZDNet
Netnoir	Sevin Rosen Funds	Zefer
Netscape Communications	SG Cowen Securities Corporation	zipRealty.com
Newfront Productions	Shockwave.com	
Nicholas-Applegate Capital Management	Siebel Systems, Inc.	
Nomura Reserch Institute, Ltd.	Silicon Image	
Nortel Networks	Simplexis.com	
Novell	smarterwork.com	
Octane Software	Softbank	
Olesky Capital	Space Systems Loral	
OpenTV	Squaretrade Inc.	
Opportunity Capital Partners	Star TV	
Optimal Auctions		



Career Center staff
(left to right):

Ilse Evans, Melanie Dixon
(seated), Jenny Rowe,
Jocelyn Newman,
Sheri Lockshin,
Steven Holden (seated),
Lesah Beckhusen,
John Morel, and Abby Scott.
Not pictured: Rich Wong.

Contact Information

Chetkovich Career Center
Haas School of Business
University of California

545 Student Services Wing #1900
Berkeley, CA 94720-1900

Career Center: 1.510.642.8124

Recruiting Center: 1.510.643.0344

Fax: 1.510.643.5257

Web: www.haas.berkeley.edu/careercenter