

## Full-time MBA Employment Report 2020

### Summary of Outcomes

	U.S. Citizens / Permanent Work Authorization		International Students / Non-Permanent Work Authorization		Total Graduating Class	
	Count	Percentage	Count	Percentage	Count	Percentage
<b>Seeking Employment</b>	<b>163</b>	<b>56.0%</b>	<b>74</b>	<b>25.4%</b>	<b>237</b>	<b>81.4%</b>
<b>Not Seeking Employment</b>	<b>15</b>	<b>5.2%</b>	<b>20</b>	<b>6.9%</b>	<b>35</b>	<b>12.0%</b>
Company-sponsored; already employed	8	2.7%	12	4.1%	20	6.9%
Continuing Education	1	0.3%	0	0.0%	1	0.3%
Postponing Job Search	1	0.3%	0	0.0%	1	0.3%
Starting a new business	5	1.7%	8	2.7%	13	4.5%
Not seeking for other reasons	0	0.0%	0	0.0%	0	0.0%
<b>No Recent Information Available</b>	<b>12</b>	<b>4.1%</b>	<b>7</b>	<b>2.4%</b>	<b>19</b>	<b>6.5%</b>
<b>Total Graduates</b>	<b>190</b>	<b>65.3%</b>	<b>101</b>	<b>34.7%</b>	<b>291</b>	<b>100.0%</b>

### Timing of Job Offers

	First Offer by Graduation		First Offer After Graduation and by Three Months After Graduation		Have Not Reported Receiving an Offer by Three Months After Graduation		Total Seeking Employment
	Count	Percentage	Count	Percentage	Count	Percentage	
Permanent Work Authorization	124	76.1%	21	12.9%	18	11.0%	163
Non-Permanent Work Authorization	57	77.0%	10	13.5%	7	9.5%	74
<b>Total Graduates Seeking Employment</b>	<b>181</b>	<b>76.4%</b>	<b>31</b>	<b>13.1%</b>	<b>25</b>	<b>10.5%</b>	<b>237</b>

### Timing of Job Acceptances

	First Offer Accepted by Graduation		Accepted Job After Graduation and by Three Months After Graduation		Have Not Reported Accepting a Job by Three Months After Graduation		Total Seeking Employment
	Count	Percentage	Count	Percentage	Count	Percentage	
Permanent Work Authorization	117	71.8%	24	14.7%	22	13.5%	163
Non-Permanent Work Authorization	53	71.6%	13	17.6%	8	10.8%	74
<b>Total Graduates Seeking Employment</b>	<b>170</b>	<b>71.7%</b>	<b>37</b>	<b>15.6%</b>	<b>30</b>	<b>12.7%</b>	<b>237</b>

## Primary Source of Job

	Number	Percent
<b>School-Facilitated Activities</b>	<b>143</b>	<b>69.1%</b>
Haas Interviews - On & Off Campus	24	11.6%
Internship Conversion	68	32.9%
Job Postings	21	10.1%
Haas Network / Resources	26	12.6%
Activities supported by career center*	1	0.5%
Other	3	1.4%
<b>Student-Facilitated Activities</b>	<b>64</b>	<b>30.9%</b>
Personal Network & Previous Employer	31	15.0%
Internship Conversion	9	4.3%
Online Job Postings	0	0.0%
Other	24	11.6%
<b>Total Reporting</b>	<b>207</b>	<b>100.0%</b>

\*(i.e. job fairs/conferences, employer events, information meetings, school promoted job boards)

## Base Salary by Industry

Industry	Graduates Accepting New Employment		Graduates Reporting Salary		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Consulting	52	25.1%	51	24.6%	\$147,488	\$160,000	\$66,000	\$180,000
Consumer Packaged Goods	11	5.3%	9	4.3%	\$115,909	\$110,000	\$78,178	\$150,000
Energy	5	2.4%	5	2.4%	\$134,800	\$140,000	\$105,000	\$159,000
Financial Services	30	14.5%	30	14.5%	\$146,661	\$150,000	\$82,834	\$200,000
Government	2	1.0%	2	1.0%	I/D	I/D	I/D	I/D
Healthcare (Including Products and Services)	24	11.6%	22	10.6%	\$132,567	\$135,000	\$90,000	\$150,000
Manufacturing	1	0.5%	1	0.5%	I/D	I/D	I/D	I/D
Media/Entertainment	1	0.5%	1	0.5%	I/D	I/D	I/D	I/D
Non-Profit	4	1.9%	2	1.0%	I/D	I/D	I/D	I/D
Real Estate	5	2.4%	5	2.4%	\$114,000	\$100,000	\$85,000	\$165,000
Technology	67	32.4%	66	31.9%	\$138,551	\$140,000	\$75,000	\$185,000
Other	5	2.4%	5	2.4%	\$134,000	\$135,000	\$120,000	\$145,000
<b>Total Reporting</b>	<b>207</b>	<b>100%</b>	<b>199</b>	<b>96.1%</b>	<b>\$139,122</b>	<b>\$140,000</b>	<b>\$64,535</b>	<b>\$200,000</b>

### Base Salary by Function

Function	Graduates Accepting New Employment		Graduates Reporting Salary		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Consulting	57	27.50%	56	27.1%	\$147,020	\$160,000	\$66,000	\$180,000
Finance/Accounting	36	17.40%	34	16.4%	\$142,460	\$148,000	\$64,535	\$200,000
General Management	43	20.80%	41	19.8%	\$136,674	\$140,000	\$82,834	\$164,000
Human Resources	1	0.50%	1	0.5%	I/D	I/D	I/D	I/D
Marketing/Sales	30	14.50%	28	13.5%	\$130,066	\$135,000	\$75,000	\$160,000
Information Technology	13	6.30%	13	6.3%	\$149,462	\$145,000	\$130,000	\$185,000
Operations/Logistics	18	8.70%	18	8.7%	\$128,611	\$132,500	\$90,000	\$175,000
Other	9	4.30%	8	3.9%	120000	122500	85000	150000
<b>Total Reporting</b>	<b>207</b>	<b>100%</b>	<b>199</b>	<b>96.1%</b>	<b>\$139,122</b>	<b>\$140,000</b>	<b>\$64,535</b>	<b>\$200,000</b>

### Base Salary by International Region

Region	Accepting New Employment		Reporting Salary		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Africa	0	0%	0	0.0%	I/D	I/D	I/D	I/D
Asia	9	4.3%	7	3.4%	\$110,784	\$113,667	\$78,178	\$137,000
Europe	3	1.4%	1	0.5%	I/D	I/D	I/D	I/D
Latin America & the Caribbean	6	2.9%	6	2.9%	\$87,884	\$85,234	\$72,070	\$110,000
North America	189	91.3%	185	89.4%	\$141,906	\$145,000	\$64,535	\$200,000
Oceania	0	0%	0	0.0%	I/D	I/D	I/D	I/D
<b>Total Reporting</b>	<b>207</b>	<b>100%</b>	<b>199</b>	<b>96%</b>	<b>\$139,122</b>	<b>\$140,000</b>	<b>\$64,535</b>	<b>\$200,000</b>

### Base Salary by Domestic Region

United States	Accepting New Employment		Reporting Salary		Mean Base Salary	Median Base Salary	Low Base Salary	High Base Salary
Mid-Atlantic	3	1.4%	3	1.6%	\$128,333	\$125,000	\$100,000	\$160,000
Midwest	8	3.9%	8	4.2%	\$140,975	\$140,000	\$112,800	\$160,000
Northeast	16	7.7%	16	8.5%	\$155,313	\$150,000	\$130,000	\$200,000
South	2	1.0%	2	1.1%	I/D	I/D	I/D	I/D
Southwest	4	1.9%	4	2.1%	\$128,250	\$135,000	\$75,000	\$168,000
<b>West*</b>	<b>155</b>	<b>74.9%</b>	<b>151</b>	<b>79.9%</b>	<b>\$141,560</b>	<b>\$142,000</b>	<b>\$64,535</b>	<b>\$185,000</b>
East Bay - CA	12	7.7%	11	7.3%	\$127,776	\$120,000	\$64,535	\$182,000
Los Angeles - CA	7	4.5%	7	4.6%	\$128,571	\$125,000	\$100,000	\$165,000
San Francisco/North Bay - CA	75	48.4%	72	47.7%	\$146,097	\$150,000	\$85,000	\$180,000
Seattle - WA	16	10.3%	16	10.6%	\$140,483	\$138,690	\$126,350	\$165,000
South Bay - CA	40	25.8%	40	26.5%	\$144,133	\$145,000	\$105,000	\$185,000
Other	5	3.2%	5	3.3%	\$107,600	\$120,000	\$66,000	\$140,000
<b>Total North America</b>	<b>189</b>	<b>91.3%</b>	<b>185</b>	<b>97.9%</b>	<b>\$141,906</b>	<b>\$145,000</b>	<b>\$64,535</b>	<b>\$200,000</b>

\*Given the school's location, we have chosen to show a detailed representation of our West Coast accepted offers. All data is Standards VI compliant.

## Full-time Class of 2020 Employers

Abbott Diabetes Care	Danone North America	InnerPlant	Salesforce.com
<b>Adobe Systems Inc.</b>	Datavant	Intermountain Healthcare	Scale AI
Alpine Investors	DaVita Inc.	Intuitive Surgical	Shopee
<b>Amazon.com, Inc.</b>	<b>Deloitte Consulting LLP</b>	J.P. Morgan Chase & Co	SilviaTerra
Ample Inc	Department of Justice	Johnson & Johnson (China) Ltd.	Small Business Administration Office of Disaster Assistance
AppDynamics	DML Capital	Keyframe Capital Partners	Snowflake
Asian Development Bank	Doximity	<b>L.E.K. Consulting</b>	Sony Interactive Entertainment LLC
AtoB	DripDrop ORS	Landmark Health	Sound Physicians
Aunt Bertha	East Bay Community Energy	Lazard	Southern California Edison (SCE)
AWS Amazon Web Services	Eastdil Secured	Lego Ventures	SpaceX
<b>Bain &amp; Company</b>	Ecosystem Integrity Fund	Lyra Health	Sprout Therapy
Barclays	Evercore Partners	Manatt, Phelps & Phillips LLP	Stamps.com
Bloom Energy	Evergreen Services Group	Mattel, Inc.	Stanford Health Care
<b>Boston Consulting Group, The (BCG)</b>	<b>EY-Parthenon</b>	Mayv	Stripe
BSR (Business for Social Responsibility)	Facebook, Inc.	<b>McKinsey &amp; Company</b>	Sutter Health
C3.ai	Factory_OS	Merritt Community Capital	Tencent Healthcare
Camber Collective	Falabella Financiero	Moelis & Company	The Kraft Heinz Company
Caption Health	Farmers Business Network (FBN)	Moveworks	TikTok, Inc
Celonis	Financial Technology Partners	Mubadala Investment Company	True Link Financial
Centene Corporation	Flatiron Health	Nestle	UC Berkeley
Centerbridge Partners	Fleet Panda	Novo Nordisk	Unite Us
<b>Cisco Systems, Inc.</b>	Flexport	Oliver Space	UXReactor
Citigroup Inc.	Ford Motor Company	Optum United Health	Vanguard
Citri & Co	Full Harvest Technologies, Inc.	PayPal, Inc.	<b>Visa Inc.</b>
Climate Breakthrough Project	FutureProof	Petco	VMware
Clorox Company, The	<b>Genentech Inc.</b>	PG&E Corporation	Wabi
Common Networks	<b>Goldman Sachs</b>	Playground Global	Walmart eCommerce
Credible	Goodman North America	Provenance Capital Group	Wells Fargo
Credit Suisse Group AG	<b>Google</b>	PwC Strategy&	Workday, Inc.
Credo Mobile	Gratitude Railroad	Quantum	Xilinx, Inc.
Cruise Automation	ICF International	RippleWorks Foundation	Yours
CVS Health	IDEO	Royal Dutch Shell	

Note: Employers hiring 3+ students are listed in **bold**.

## Summer Internship Report: Full-time MBA Class of 2021

Industry	%	Monthly Base Salary - Mean	Monthly Base Salary - Median
Consulting	16.3%	\$10,550	\$12,000
CPG/Retail	7.4%	\$6,534	\$6,900
Energy	3.7%	\$4,507	\$4,000
Financial Services	13.7%	\$6,260	\$5,000
Health/BioTech/Pharma	10.0%	\$5,945	\$6,312
Nonprofit/Public Sector	4.8%	\$4,217	\$4,000
Real Estate	1.1%	\$4,622	\$4,800
Technology	37.4%	\$7,436	\$8,000
Other	5.6%	\$5,480	\$5,180
<b>Grand Total</b>	<b>100.0%</b>	<b>\$7,174</b>	<b>\$7,586</b>

Function	%	Monthly Base Salary - Mean	Monthly Base Salary - Median
Business Dev/Strategy	25.9%	\$6,295	\$6,680
Consulting	20.4%	\$9,518	\$10,833
Finance	16.3%	\$6,797	\$6,400
Human Resources	1.1%	\$6,040	\$7,400
Marketing	16.7%	\$6,548	\$7,224
Operations	2.6%	\$5,490	\$5,440
Real Estate	1.5%	\$5,871	\$5,433
Technical	8.5%	\$8,389	\$8,640
Other	7.0%	\$5,614	\$7,000
<b>Grand Total</b>	<b>100.0%</b>	<b>\$7,174</b>	<b>\$7,586</b>

Note: Collection of internship data is not governed by MBA CSEA Standards. We have opted to share this data in a format that closely mirrors the Standards, for ease of interpretation by the reader.