

# WISCONSIN MBA

## 2007 Employment Report



SCHOOL OF BUSINESS  
University of Wisconsin-Madison

# Wisconsin MBA Employment Report

Dear Colleagues,

At the University of Wisconsin-Madison School of Business, we have taken a bold leadership initiative in the MBA market, offering an MBA for students with clear career objectives. The Wisconsin MBA is designed to provide not only the foundation of a strong MBA core of general management courses, but the depth of a specialization that allows Wisconsin MBAs to provide more immediate impact and value to organizations.

Wisconsin MBA Career Services has been delighted to partner with over 225 employers during the last year. Over 100 on-campus interview schedules, supplemented by over 400 off-campus job postings, allowed the class to achieve 95% placement within three months of graduation.

#### Other highlights from the Class of 2006 include:

- Base compensation increased 11.5%, while BusinessWeek's top-tier programs increased just 9.7%.
- Our average base salary of \$82,917 was an all-time high.
- Our median base salary of \$85,000 ranked fourth in the Big Ten behind Northwestern, Michigan, and Minnesota.
- Sign-on bonuses were granted to an all-time high 75% of the class.
- Students accepted jobs in 18 different states and three foreign countries.

We continue to be pleased with the diversity of opportunities our students pursue and with the success they find upon graduation. The Wisconsin MBA's specialized programs make a difference!

Warm regards,  
Blair Sanford



*The MBA Career Services team (l. to r.) Blair Sanford, Lucas Wall, and Alicia Schetter look forward to working to meet the needs of employers.*

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## Fortune Companies Hiring Wisconsin MBAs

More than one in every six Fortune 100 companies hired Wisconsin MBAs to either post-graduate or summer internship positions in 2006. In fact, 52 Wisconsin MBAs accepted job or internship offers with 17 members of the Fortune 100 last year. Nearly half of the Class of 2006 began their post-Wisconsin MBA careers at Fortune 1000 firms.

In addition, more than a dozen students accepted offers at leading international or closely held private corporations that are not included in Fortune's list, such as Nestlé, ING, UBS, Case New Holland, Schneider National, SC Johnson, McKinsey & Company, and KMPG.

### Number of Fortune Companies Hiring Wisconsin MBAs in 2006

	Fortune 100	Fortune 500	Fortune 1000
Full Time	13	26	30
Internships	12	26	30
Full Time or Interns	17	39	45

### Number of Wisconsin MBAs Accepting Offers at Fortune Companies in 2006

	Fortune 100	Fortune 500	Fortune 1000
Post-graduate	23	40	46
Internships	29	45	52
Total	52	85	98



*"Wisconsin MBAs rock! They are well-prepared and also flexible about relocating to areas needed by the company."*

- Guidant, a Boston Scientific Company

### "Jump Start" launches Wisconsin MBAs

Incoming students' career training begins early in the Wisconsin MBA program – even before the first lecture of their education. Our innovative Jump Start series of career enhancement program kicks off during orientation, and includes sessions on essential topics such as:

- Building a Wisconsin MBA resume
- Developing your network
- Mastering the interview
- Linking to resources
- Customizing communication
- Business dinner etiquette

This foundational career training is delivered in an interactive format to small groups led by an MBA Career Services team member, and provides Wisconsin MBAs with a competitive edge in their career ambitions. In addition, students receive one-on-one career counseling, mock interviews, topic-specific training sessions, online chats, and many other services throughout their education. The results speak for themselves: record high salaries, signing bonuses, and student satisfaction.

### Students and Start-ups

While many students prefer to go big, some prefer to go small – very small. Three Wisconsin MBAs joined start-up companies immediately after graduation in consulting, law, and online identity theft solutions, and four more interned at start-ups in the food industry, biotechnology, retail, and business services. Many students also accepted positions at non-profit firms, including the Smithsonian, Americans for the Arts, and a handful of theater companies all over the United States.

# Organizations Hiring Wisconsin MBAs

(Class of 2006 Employers and Job Titles)

Companies Hiring Class of 2006 MBAs	Job Titles of Class of 2006 MBAs
Abbott	Senior Marketing Research Analyst
Abbott	Senior Analyst in Marketing Science
American Century Investments	Investment Analyst
American Family	Senior Specialist Risk Pricing
aOva Technologies	Director of New Business Development
Bank of America	Vice President - RE Investment & Transactions
Battelle	Principle Research Scientist
Bear Stearns & Co., Inc.	Associate
Bear Stearns & Co., Inc.	Equity Research Associate
Best Buy Co.	Senior Financial Analyst
BlackRock Realty	Acquisitions Associate
Broadjam, Inc.	Director of Licensing and Publishing
Burke, Inc.	Research Associate
Case New Holland	Logistics Analyst
CharterMac Mortgage Capital	Associate
Cisco Systems	Program Manager
Cisco Systems	Project Manager
Credit Suisse (HOLT)	Associate
Cummins Inc	Global Strategy Specialist
Dallas Theater Center	Finance Manager
E.J. Plesko & Associates, Inc.	Associate
Epicentre Biotechnologies	Marketing Product Manager
Fidelity Management & Research	Research Associate
Foster's Wine Estates	Associate Business Analyst Manager
General Electric	Experienced Commercial Leadership Program
General Electric - Aviation & Rail	Human Resources Leadership Program
General Mills	Associate Marketing Manager
General Mills	Consumer Insights Associate
General Mills	Assistant Marketing Manager
GetIPIC	CFO
Goodyear Tire & Rubber Co.	Senior Analyst (Marketing)
Grainger	Leadership Development Program
Green Street Advisors	Associate
Green Street Advisors	Associate
Guidant - a Boston Scientific Company	Field Clinical Representative
Guidant - a Boston Scientific Company	Senior Business Analyst
Guidant - a Boston Scientific Company	Field Clinical Representative
Hawkeye Capital	Jr. Analyst
Heartland Advisors	Research Analyst
Heitman	REIT Analyst
Hewlett-Packard Co.; EMO	Specialist SC Strategy & Development Manager
Hy Cite	Enterprise Application Specialist
IBM	HR Partner
Intuit, Inc.	Associate Product Manager
Johnson & Johnson Cordis	Associate Product Manager
Johnson & Johnson Vistakon	Marketing Research Analyst
Jones Lang LaSalle	Associate

## Wisconsin MBA ranked #4 for return on investment

Looking for another way to judge the value of the Wisconsin MBA? Why not apply a business analytical tool, such as the pay-back period of a student's capital investment in terms of tuition, living expenses, and forgone pre-MBA salaries? That's exactly what BusinessWeek did in 2006 and what they discovered is that Wisconsin ranks No. 4 in the nation in terms of fastest return on students' investment.

According to the magazine's findings, students who earn a Wisconsin MBA have their costs of going back to school repaid by higher salaries in less than five years, compared to more than 15 years for other MBA programs. In other words, Class of 2006 graduates will have recouped their entire Wisconsin MBA-related costs by 2011. Not a bad investment!

### Job offers received

Before graduation .....88.3%  
By 3 months after graduation.....96.0%

### Job offers accepted

Before graduation ..... 81.9%  
By 3 months after graduation..... 94.9%

*"We recruit at Wisconsin because we project candidates to be future leaders at the Bank."*

- Bank of America

continued on next page

# Organizations hiring Wisconsin MBAs (Class of 2006 Employers and Job Titles)

## Historic placement & salary data

	Placement Percentage	Average Base Salary
Class of 2003	70.0%	\$68,876
Class of 2004	82.4%	\$72,720
Class of 2005	92.1%	\$74,332
Class of 2006	94.9%	\$82,917

## Average base salary by undergraduate degree

Business .....	\$87,369
Technical.....	\$78,020
Other.....	\$80,177

## Gender comparison

	Male	Female
Average base salary	\$84,126	\$80,415
% receiving signing bonus	70.0%	86.2%
Average signing bonus	\$12,942	\$12,480

## International comparison

	US Citizen	Non-US Citizen
Average base salary	\$82,803	\$83,438
% receiving signing bonus	76.7%	68.8%
Average signing bonus	\$12,844	\$12,391

## Class profile

	Graduating class of 2006
Enrollment	112
Average GMAT	658
GPA	3.38
Years of work exp.	4.4
Average age	28
Women	30%
Minority	11%
International	22%

Kao Brand	Assistant Brand Manager
Kimberly-Clark	Distribution Analyst IV
Kimberly-Clark	Marketing Associate
KPMG	Senior Associate
Kraft Foods	Senior Marketing Research Analyst
Kraft Foods	Associate Brand Manager
Kraft Foods	Senior Financial Analyst
Liberty Mutual	Senior Business Consultant
Macquarie Securities Inc.	Executive
Marsh, Inc.	Vice President
McDonnell Investment Management LLC	Credit Analyst
McKinsey	Marketing Research Specialist
MGIC	Risk Management Analyst
Motorola	Commodity Management Professional
Nestlé	Marketing Associate
North Central Group	Director of Development
Oracle	Senior Consultant
Pacific Cycle	Director of International Operations, China
Passport Capital LLC	Analyst
PricewaterhouseCoopers LLP	Senior Associate
Procter & Gamble	Consumer & Market Knowledge
Procter & Gamble	Senior Financial Analyst
Procter & Gamble	Assistant Brand Manager
Procter & Gamble	Assistant Brand Manager - Healthcare Division
Procter & Gamble	Assistant Marketing Manager
Quaker/PepsiCo	Consumer Insights Analyst
Qualcomm	Senior Financial Analyst
Raytheon Company	Principle Supply Chain Specialist
Robert Bosch	Management Trainee
Robert W. Baird & Co.	Institutional Equity Sales Associate
Robert W. Baird & Co.	Research Analyst
Samsung Electronics	Sr. Manager
Schuster & Maslowski	Partner
Spectrum Brands	Supply Chain Manager
Spring Window Fashions	External Reporting Manager
State of Wisconsin Investment Board	Small Cap Analyst
Sun Edison	Business Development Manager
Traditional Financial Services	Sales and Trading Associate
Transwestern Realty Finance Partners, LLC	Senior Associate
UBS	Associate
UBS Investment Research	Associate Research Analyst
University of California - San Francisco	Risk Control Analyst IV
Valuation Research	Equity Research Associate
W. R. Huff Asset Management	Research/Securities Analyst
Waddell & Reed	High Yield Analyst
WARF	Licensing Manager
Whirlpool Corporation	Supply Chain Engineer
Wrightwood Capital	Senior Investment Associate
Wrightwood Capital	Senior Investment Associate



### Base salary

Average .....	\$82,917
Median .....	\$85,000
Minimum .....	\$38,000
Maximum .....	\$120,000
Less than \$70,000 .....	7.9%
\$70,000 to \$79,999 .....	25.8%
\$80,000 to \$89,999 .....	40.4%
\$90,000 to \$99,999 .....	14.6%
\$100,000 or more .....	11.2%

% increase over entering salary 72.9%

### Signing bonus

Percent receiving .....	75.3%
Average .....	\$12,770
Median .....	\$12,000
Minimum .....	\$2,000
Maximum .....	\$30,000

Less than \$10,000 .....	31.3%
\$10,000 to \$19,999 .....	41.8%
\$20,000 or more .....	26.9%

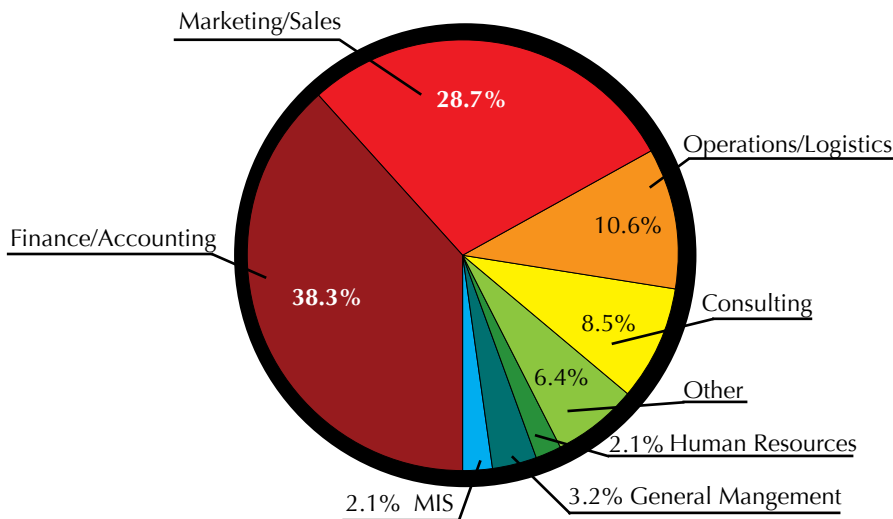
### Other “guaranteed” compensation

Percent receiving .....	48.3%
Average amount .....	\$18,628
Median amount .....	\$10,000

Sources cited:

Performance bonus .....	58.1%
Relocation allowance .....	46.5%
Stock options .....	14.0%

### Job function



*“Wisconsin MBAs have demonstrated the ability to perform the types of quantitative research we need.”*

- Fidelity Investments

# Class of 2006 Placement by Specialization

## Industry

Financial Services.....	26.6%
Consumer Products .....	23.4%
Real Estate.....	11.7%
Manufacturing.....	9.6%
Technology.....	9.6%
Pharma/Biotech/Healthcare.....	7.4%
Consulting.....	4.3%
Other.....	7.5%

## Base salary by years of pre-MBA work experience

Less than 1 year.....	\$77,635
1-3 years .....	\$81,353
3-5 years .....	\$83,094
5-7 years .....	\$87,383
More than 7 years.....	\$81,556

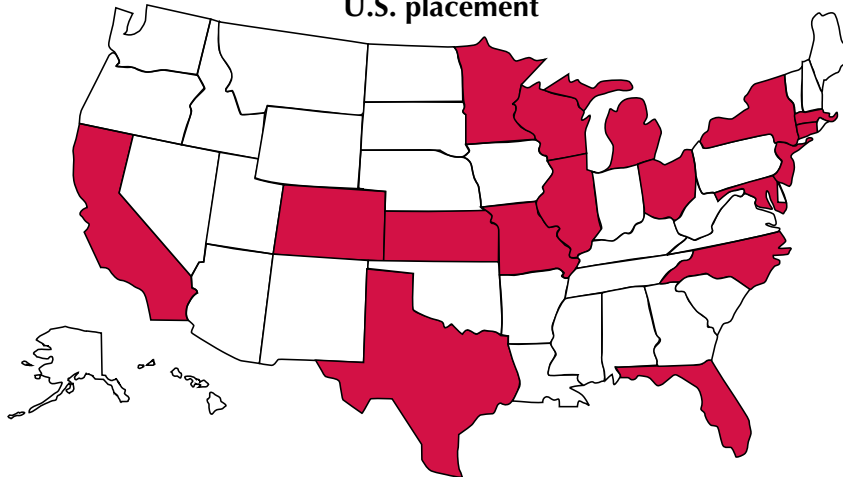
## Top Employers

(Number of Full Time & Internships)

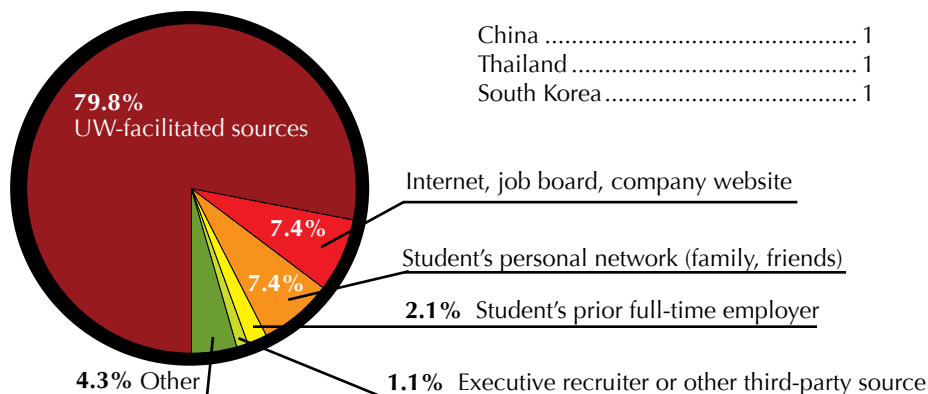
Procter & Gamble .....	8
General Electric .....	7
Guidant, a Boston Scientific Company .....	6
Johnson & Johnson .....	6
Kraft Foods .....	6
Abbott Laboratories .....	4
General Mills .....	4
IBM .....	4
Nestlé .....	4
Best Buy .....	3
Heitman .....	3
Robert W. Baird & Co. ....	3
UBS .....	3

Specialization	Number of Students In the class of 2006	Average Base Salary
Applied Corporate Finance (ACFIN)	16	\$85,146
Applied Security Analysis (ASAP)	15	\$86,545
Arts Administration	2	N/A
Brand & Product Management	12	\$85,364
Entrepreneurial Management	11	\$83,367
Information Systems	3	N/A
Marketing Research	9	\$79,111
Operations & Technology Management	10	\$80,900
Real Estate	13	\$86,364
Risk Management & Insurance	4	\$83,000
Strategic Human Resource Management	2	N/A
Strategic Management in Life & Engineering Sciences	3	\$76,020
Supply Chain Management	5	\$87,024
Discontinued programs	5	\$86,667
<b>Total</b>	<b>110</b>	<b>\$ 82,917 *</b>

## U.S. placement



## Where class of 2006 MBAs job leads originated



## Placements abroad

China .....	1
Thailand.....	1
South Korea.....	1

## U.S. placement by region

Midwest .....	62.2%
West.....	15.6%
Northeast.....	4.4%
South.....	3.3%
Mid-Atlantic .....	2.2%
Southwest.....	2.2%

Minimum Base Salary	Maximum Base Salary	Average Signing Bonus	Average Other Comp.
\$70,000	\$101,000	\$15,977	\$18,458
\$60,000	\$105,000	\$10,917	\$47,400
N/A	N/A	N/A	N/A
\$80,000	\$89,000	\$17,545	\$8,931
\$70,000	\$102,000	\$16,000	\$11,000
N/A	N/A	N/A	N/A
\$60,000	\$91,000	\$12,444	\$4,100
\$72,000	\$88,200	\$10,875	\$12,960
\$70,000	\$120,000	\$8,150	\$15,000
\$65,000	\$120,000	\$8,150	\$15,000
N/A	N/A	N/A	N/A
\$75,000	\$77,040	\$6,000	\$9,500
\$70,000	\$109,000	\$8,017	\$61,362
\$65,000	\$100,000	\$10,000	\$12,000

*\* Final salary data reported to MBA Career Services by September 30, 2006. Data gathered in accordance with MBA Career Services Council Standards.*



*Almost 38 percent of 2006 Wisconsin MBA graduates were placed outside the Midwest. New York City was among the most popular locations.*

### Success for international students

Wisconsin is committed to the success of its international students. Looking for proof?

- Over 88% of the international students seeking employment last year accepted a position prior to graduation. One graduate accepted a job outside the U.S. – and that was with McKinsey & Co.
- All 15 of the international students seeking summer internships were successful. One accepted an internship outside the U.S.
- The average base salary and average signing bonus for international students were statistically equal to those of U.S. citizens.
- No fewer than 46 companies have hired Wisconsin MBAs for jobs or internships over the past two years.



## Employers by specialization (2006)

**Applied Corporate Finance (ACFIN)**

Bear Stearns & Co., Inc.  
Best Buy Co.  
General Electric  
Jones Lang LaSalle  
Kraft Foods  
Liberty Mutual  
Macquarie Securities Inc.  
MGIC  
PricewaterhouseCoopers LLP  
Procter & Gamble  
Qualcomm  
Robert Bosch  
Robert W. Baird & Co. (2)

**Applied Security Analysis (ASAP)**

American Century Investments  
Credit Suisse (HOLT)  
Fidelity Management & Research  
Green Street Advisors  
Hawkeye Capital  
Heartland Advisors  
McDonnell Investment Management LLC  
Passport Capital LLC  
State of Wisconsin Investment Board  
UBS (2)  
Valuation Research  
W. R. Huff Asset Management  
Waddell & Reed

**Arts Administration**

Broadjam, Inc.  
Dallas Theater Center

**Brand & Product Management**

Foster's Wine Estates  
General Mills (2)  
Intuit, Inc.  
Kao Brand  
Kimberly-Clark  
Kraft Foods  
Nestlé  
Procter & Gamble (3)

**Entrepreneurial Management**

aOva Technologies  
GetIPIC  
Guidant - a Boston Scientific Company  
Johnson & Johnson Cordis  
Pacific Cycle  
Samsung Electronics  
Schuster & Maslowski  
Sun Edison

**Information Systems**

Hy Cite  
Traditional Financial Services

**Marketing Research**

Abbott (2)  
Burke, Inc.  
General Mills  
Johnson & Johnson Vistakon  
Kraft Foods  
McKinsey  
Procter & Gamble  
Quaker/PepsiCo

**Operations & Technology Mgmt**

Case New Holland  
Cisco Systems  
Goodyear Tire & Rubber Co.  
Grainger  
Guidant - a Boston Scientific Company (2)  
Hewlett-Packard Co.  
Kimberly-Clark  
Wisconsin Alumni Research Foundation

**Real Estate**

Bank of America  
Bear Stearns & Co., Inc.  
BlackRock Realty  
CharterMac Mortgage Capital  
E.J. Plesko & Associates, Inc.  
Green Street Advisors  
Heitman  
North Central Group  
Transwestern Realty Finance Partners, LLC  
Wrightwood Capital (2)

**Risk Management & Insurance**

American Family  
Marsh, Inc.  
Oracle  
University of California - San Francisco

**Strategic Human Resource Mgmt**

General Electric - Aviation & Rail  
IBM

**Strategic Management in Life & Engineering Sciences (SMILES)**

Battelle  
Cummins Inc  
Epicentre Biotechnologies  
Supply Chain Management  
Cisco Systems  
Motorola  
Raytheon Company  
Spectrum Brands  
Whirlpool Corporation

**Supply Chain Management**

Cisco Systems  
Motorola  
Raytheon Company  
Spectrum Brands  
Whirlpool Corporation

**Discontinued Programs**

Spring Window Fashions  
KPMG  
Traditional Financial Services

# Organizations Hiring Wisconsin MBA Interns (Class of 2007 Employers and Internship Titles)

Companies Hiring Class of 2007 MBAs	Internship Titles of Class of 2007 MBAs	Student Specialization
Abbott Laboratories	Marketing Research Intern	Marketing Research
Abbott Laboratories	Marketing Science Intern	Marketing Research
American Family Insurance	General Intern	Risk Management & Insurance
Americans for the Arts	Summer Scholar	Arts Administration
Baring Asset Management	Analyst	ASAP
Benfield Group	Broker	Risk Management & Insurance
Berbee	Intern	Information Systems
Best Buy Co.	Senior Financial Analyst Intern	ACFIN
Best Buy Co.	Financial Analyst Intern	ACFIN
Camden Partners	Summer Intern	ASAP
Capital Valuation	Intern	ACFIN
Capital Valuation	Intern	ASAP
CapitolSource, Inc.	Real Estate Associate	Real Estate
CNH America LLC	Logistics Intern	Operations & Technology Mgmt.
ConAgra	Associate Brand Intern	Brand & Product Management
Credit Suisse	Equity Research	ASAP
CUNA Mutual Group	IT Summer Intern	Information Systems
CUNA Mutual Group	Equity Analyst	ASAP
Drum Corps International	Marketing Research Coordinator	Marketing Research
Ford Motor Company	Student Technical/ Professional Trainee - Finance	ACFIN
GE Healthcare	Summer MBA Intern in PET Marketing	Entrepreneurial Management
GE Healthcare	Summer MBA Intern in the Nuclear Marketing Dept.	SMILES
GE Healthcare	HRLP Intern	Strategic HR Management
GE NBC Universal	HRLP Intern	Strategic HR Management
GE Plastics	Human Resources Intern	Strategic HR Management
General Mills	Consumer Insights Intern	Marketing Research
Genzyme	Distribution/Logistics Intern	Supply Chain Management
Goodyear Tire & Rubber Co.	Marketing Service Intern	Marketing Research
Grainger	Leadership Development Intern	Supply Chain Management
Great Wolf Resorts	Development Analyst	Real Estate
Guidant - a Boston Scientific Co.	MBA Summer Intern	Supply Chain Management
Guidant - a Boston Scientific Co.	Summer Intern	Entrepreneurial Management
Guidant - a Boston Scientific Co.	Marketing Intern	Brand & Product Management
Halliburton	Supply Chain Analyst	Supply Chain Management
Heitman	MBA Intern	Real Estate
Heitman Financial Services	Loan Servicing Analyst	Real Estate
Hewlett-Packard	Financial Analyst MBA Intern	ACFIN
Honest Tea	MBA Intern	Entrepreneurial Management
IBM	Technical Co-op	Information Systems
IBM	Speed Team Project Manager	Entrepreneurial Management
IBM	HR Co-op/Pre-professional	Strategic HR Management

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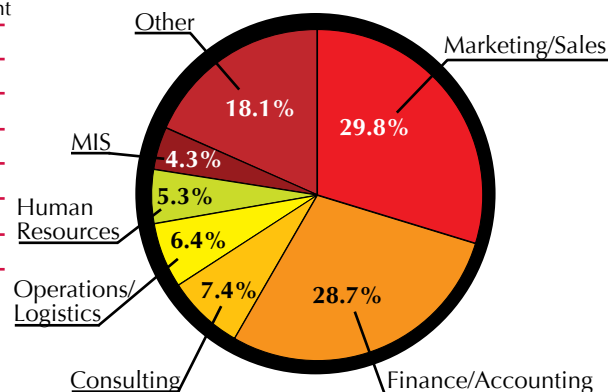
## Where internships took Wisconsin MBAs

Corporate offices are not the only places to find Wisconsin MBAs during the summer between their first and second years. While approximately 90% of students accepted formal internship offers, the remaining 10% chose alternative paths. Two students opted to expand their education by studying at the Copenhagen Business School in Denmark. Two other students spent two months in Bologna, Italy, exploring the import-export business for specialized foods. One student took time off to care for a newborn child; another completed military obligations to the Navy; and two others helped manage more than \$40 million in assets at the Applied Security Analysis Program fund in the UW-Madison School of Business. Summer opportunities are as unlimited as the imaginations of our students.

### Internship salary data

- % students with paid internships .... 88.1%
- Average monthly salary ..... \$4,608
- Median monthly salary ..... \$5,000
- % receiving bonuses..... 54.7%
- Average bonus ..... \$2,185
- Median bonus ..... \$2,000

### Job function



## Organizations Providing Internships cont.

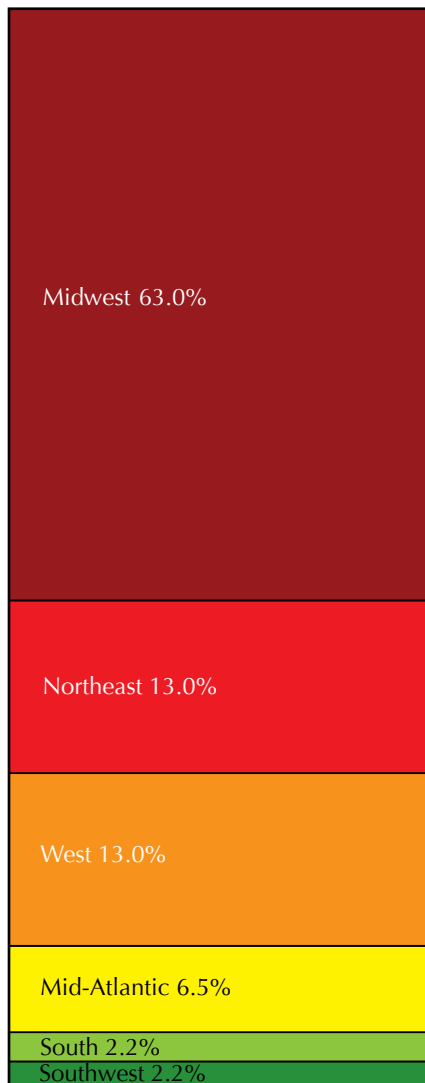
### Industry

Consumer Products .....	27.1%
Financial Services .....	16.7%
Pharma/Biotech/Healthcare .....	11.5%
Real Estate .....	10.4%
Technology .....	8.3%
Non-profit .....	6.3%
Manufacturing .....	4.2%
Consulting .....	2.1%
Media/Entertainment .....	1.0%
Petroleum/Energy .....	1.0%
Other .....	11.5%

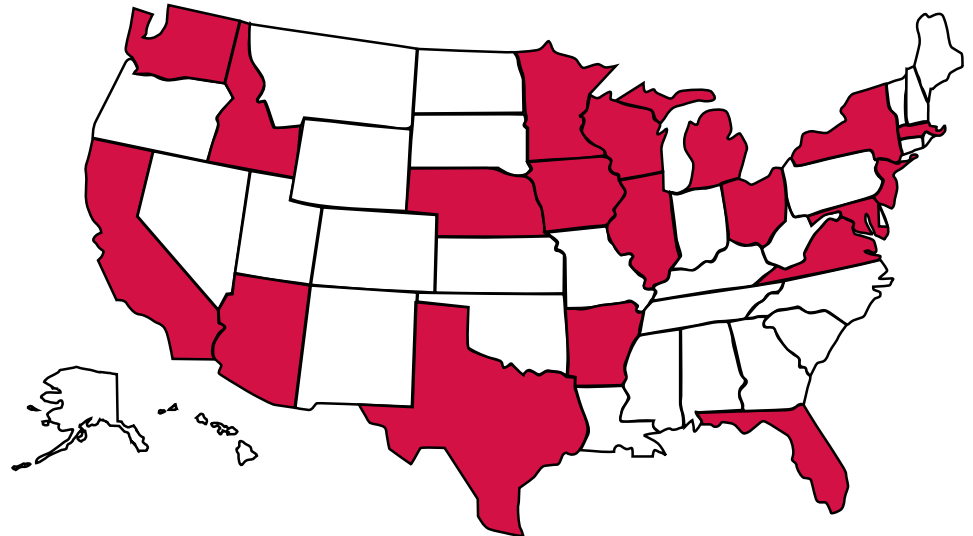
ING Clarion	Summer Associate - Acquisitions & Development	Real Estate
Intuit, Inc.	ASG Project Manager - Shared Development & Services	Information Systems
IVG Immobilien AG	Development & Acquisitions Intern	Real Estate
Johnson & Johnson	Market Research Analyst - Summer Intern	Marketing Research
Johnson & Johnson	Market Research Intern - Personal Products	Marketing Research
Johnson & Johnson	Market Research Intern - Band-Aid	Marketing Research
Johnson & Johnson - Vistakon	MBA Intern - Market Research Division	Marketing Research
Johnson Controls, Inc.	Finance Intern	ACFIN
Johnsonville Sausage	Brand Management Intern	Brand & Product Mgmt.
Kegonsa Partners LLC	Independent Contractor	SMILES
Kraft Foods	HR Intern	Strategic HR Mgmt.
Kraft Foods - Oscar Mayer	Financial Analyst	ACFIN
Kraft Foods - Oscar Mayer	Summer Associate Brand Manager	Brand & Product Mgmt.

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### Geography



Where 2007 MBA students had U.S. internships

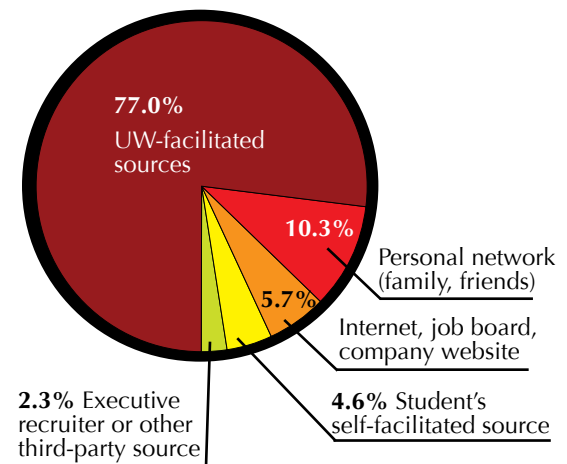


Several students studied or took internships abroad, including the following countries: Italy, Denmark, Germany, China, Korea, and India

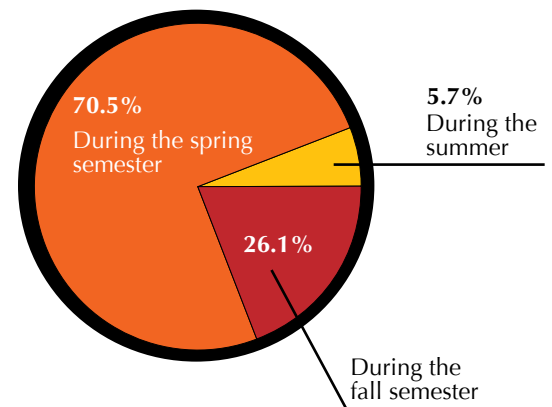
# Organizations Providing Internships cont.

Lehman Brothers	Summer Associate - Real Estate Finance	Real Estate
Liberty Mutual	MBA Summer Intern	Risk Management & Insurance
M&I Bank	Junior Associate Intern	ASAP
Madison Theatrical Costumes	Financial Intern	Arts Administration
Medtronic	Summer Associate	ACFIN
Miller Brewing Company	Marketing Research Intern	Marketing Research
Nagarjuna Group of Companies	Financial Consultant	Information Systems
Nerites	Intern	Entrepreneurial Mgmt.
Nestlé	Marketing Intern	Brand & Product Mgmt.
Nestlé	Associate Brand Manager	Brand & Product Mgmt.
Nestlé	Marketing Intern	Brand & Product Mgmt.
Northwest Airlines	Network Planning Analyst	ACFIN
Overture Center for the Arts	Special Projects Intern	Arts Administration
Philip Morris USA	Research Analyst Intern	Marketing Research
Procter & Gamble	Financial Analyst	ACFIN
Procter & Gamble	Assistant Brand Manager Intern	Brand & Product Mgmt.
Procter & Gamble	Brand Management Intern	Brand & Product Mgmt.
Provident Trust Co.	Summer Analyst	ASAP
Riley's Health & Fitness Centers, Inc.	Operations Consultant	Operations & Technology Mgmt.
Robert W. Baird & Co.	Summer Associate - Investment Banking	ACFIN
Rockwell Automation	Internal Audit Intern	ACFIN
Rushmore Properties	Summer Acquisitions Associate	Real Estate
S.C. Johnson	Finance Intern	ACFIN
S.C. Johnson	Brand Management Intern	Brand & Product Mgmt.
Schneider National	MBA Summer Intern	Supply Chain Management
Sears Holding Company	Finance - Capital Analyst	ASAP
Silicon Pastures	Intern	SMILES
Smithsonian	Graduate Intern in Business & Public Administration	Arts Administration
Starbucks	Real Estate Strategy & Development Intern	Real Estate
Starbucks	Intern with Land Acquisitions & Store Development	Real Estate
Taishan Capital Corp.	Summer Associate	ACFIN
The Bascom Group	Acquisitions Analyst	Real Estate
The O'Brien Group	Summer Intern	Real Estate
Thrillpeddlers	Producer/Project Administrator	Arts Administration
UBS	Investment Banking Associate	ACFIN
US Bank	Intern	Real Estate
UW Foundation	Summer Intern	ASAP
Valuation Research Corporation	Financial Analyst Intern	ACFIN
Wisconsin Angel Network	Coordinator	Entrepreneurial Management
Wisconsin Union Theater	Education & Outreach Coordinator	Arts Administration
Wrigley	Brand Management Intern	Brand & Product Mgmt.
Wrigley	Consumer Market Intelligence Intern	Marketing Research

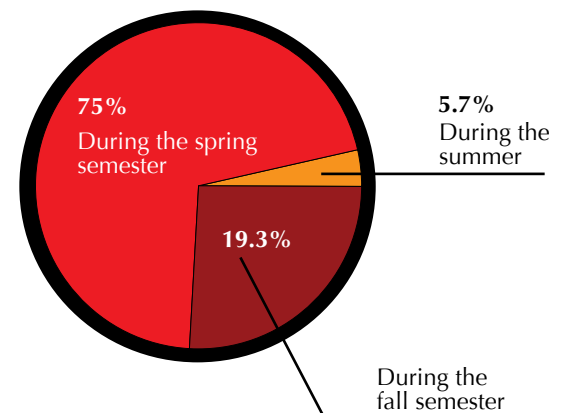
## Where class of 2007 MBA internship leads originated



## When students received their first internship offer



## When students accepted an internship offer



## Wisconsin MBA career specialization contacts

Specialization	Contact	Phone	Email
Applied Corporate Finance (ACFIN)	Cynthia S. Horner	608/265-3996	acfin@bus.wisc.edu
Applied Security Analysis (ASAP)	G. Kevin Spellman	608/263-3465	asap@bus.wisc.edu
Arts Administration	Andrew Taylor	608/263-4161	bolz@bus.wisc.edu
Brand and Product Management	Amy Schmidt	608/265-1860	aschmidt@bus.wisc.edu
Entrepreneurial Management	Dan Olszewski	608/265-3959	dolszewski@bus.wisc.edu
Information Systems	Andrew C. Jakubczak	608/262-0975	isprogram@bus.wisc.edu
Marketing Research	Monika Wingate	608/262-9116	mwingate@bus.wisc.edu
Operations and Technology Management	Carol Aspinwall	608/265-9171	erdmanctr@bus.wisc.edu
Real Estate	Michael Mihelbergel	608/261-1358	mmihelbergel@bus.wisc.edu
Risk Management and Insurance	Joan Schmit	608/262-8714	jschmit@bus.wisc.edu
Strategic Human Resource Management	Barry Gerhart	608/262-4686	mba@bus.wisc.edu
Strategic Management in the Life and Engineering Sciences (SMILES)	Dan Olszewski	608/265-3959	dolszewski@bus.wisc.edu
Supply Chain Management	Verda Blythe	608/262-1941	graingerctr@bus.wisc.edu

### Wisconsin MBA career services mission statement:

To develop lasting relationships with employers, assist with recruiting services, provide customized strategies, and enable efficient access to Wisconsin MBA student talent.

To enhance the marketability of Wisconsin MBAs by providing resources and individualized career advising to students and support to Centers in their preparation efforts.



### eRecruiting options

The University of Wisconsin-Madison School of Business has partnered with the Experience Network's eRecruiting platform to provide an exclusive employment portal for Wisconsin MBA students and recruiters. Students use eRecruiting to arrange on-campus interviews with potential employers, manage resumes and cover letters, sign up for company information sessions, and stay informed about upcoming career services events. Students also have access to the Experience Network's extensive nationwide database of job and internship listings.

eRecruiting is distinct from the undergraduate career office of the School of Business; jobs posted on eRecruiting are for MBA candidates. This helps MBA students find the jobs that matter to them – and helps employers reach a more targeted audience for the positions they seek to fill.

The Wisconsin MBA eRecruiting portal was launched at the start of the 2005-06 school year and produced immediate results. More than 75% of Wisconsin MBAs used eRecruiting or contacts initiated by MBA Career Services or specialization faculty, staff, and alumni to find jobs or summer internships.

Employers interested in getting involved should contact one of the staff below.

### Wisconsin MBA Career Services contacts

#### Blair Sanford

Director  
bsanford@bus.wisc.edu  
608/262-9817

#### Lucas Wall

Assistant Director  
lw@bus.wisc.edu  
608/265-4638

#### Alicia Schetter

Assistant Director  
aschetter@bus.wisc.edu  
608/265-2353



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