

# Wharton

MBA Career Management MBA Career Management MBA Career Manage



*The Wharton School adheres to the employment statistics standards set by the MBA Career Services Council.*

*Salary statistics include all salaries given by graduates and interns. International salaries are not excluded and are reported in U.S. dollars calculated on the basis of prevailing exchange rates.*

*Note: All figures in this report are rounded to the nearest decimal; not all charts will total 100%.*

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<http://MBAcareers.wharton.upenn.edu>

## Employment Results Highlights

Wharton MBA employment choices broadened in 1999, reflecting the utilization of graduate business education in less traditional industry areas. A strong economy continued to draw graduates to consulting and investment banking, while the employment increases in technology and venture capital reflect the trend toward high growth industries. The Class of 1999 also saw an increase in the number of graduating entrepreneurs.

This is the first year yielding a full employment survey response rate from both MBA classes. One hundred percent of the Class of 1999 and the Class of 2000 supplied data on their post-graduation and summer career choices. This information was supported by information collected from employers in June 1999. Thus, we present the following statistics confident that they provide an accurate and comprehensive picture of the diverse interests and careers pursued by Wharton MBAs.

- **Compensation** — The median total compensation package for 1999 MBA graduates was \$159,000. Median starting base salary was \$80,000, median sign-on bonus was \$20,000 and median guaranteed first-year bonus was \$25,000. Median other compensation\* of \$34,000 rose slightly. **For the first time, stock options have noticeably impacted compensation packages, as 16.5% of the graduating class reported receiving stock options as part of their accepted offers.\*\***
- **Recruiting** — The number of companies making offers to MBA graduates and interns rose from 592 in 1998 to 643 in 1999. **More than 410 companies recruited on or near campus and recruiting organizations posted over 1,000 job opportunities.** As of July 15, 1999, 96.2% of the Class of 1999 and 97% of the Class of 2000 received job offers.
- **Profile of Career Choices** — Consulting, Investment Banking and High-Tech industries attracted the largest number of graduating and first year-students. **Non-traditional areas of employment for Wharton MBAs showed significant gains:** The number of graduates who opted for positions in venture capital more than doubled since 1998, and 23 graduates reported plans to start their own businesses.
- **Location** — Students continued to show diversity in choice of job locations, accepting positions in 28 U.S. states, Puerto Rico, and 39 countries, encompassing 50 industries and 32 functional areas. **Increasing numbers of students accepted positions outside of their home countries.**

- **Technology** — Software, the Internet, and Multimedia continue to impact employment, making technology-related industries the third highest industry employer. **More than 18% of the Class of 1999 and 19% of the Class of 2000 accepted positions with high-tech responsibility.** Only Venture Capital shows as significant a jump, growing from 1.2 to 3.6% for 1999 graduates.
- **Internships** — Close to 55% of the 1999 graduating class received full-time offers from their summer employers and nearly 37% of the class accepted their offer. For summer interns, 92.5% of the students accepting permanent positions with their summer employer received sign-on bonuses. **Compensation levels for the Class of 2000 remain high as organizations compete for summer associates as part of their full-time recruiting strategy.** Nearly 19% of the offers accepted by summer interns included a bonus.
- **Other Compensation** — While organizations continued to include sign-on bonuses to attract candidates, many awarded stock options to induce graduates into accepting non-traditional compensation packages. **High-tech and venture capital account for 75% of the organizations offering stock options as part of their compensation package.** Offers accepted by the graduating class including some form of addition to base salary reflect that 84.5% received a sign-on bonus, 55.6% received a guaranteed year-end bonus, and 51.6% received other\* compensation.
- **Offer Sources** — **On-campus recruiting continued to be the preferred method of recruiting by the consulting and investment banking industries.** The percentage of graduates finding full-time positions through direct contact with a company, a process facilitated by regional treks, has grown from 13.6% in 1998 to 20.6% in 1999.

*\* The other compensation category includes but is not limited to tuition reimbursement, relocation expenses, automobiles, etc.*

*\*\* No stock-option dollar value is assigned or reflected in the overall total compensation package reported here.*

# MBA Career Management

MBA Career Management's recent name change (formerly Career Development & Placement) underscores the emphasis Wharton places on preparing students by helping them develop life-long career search skills. Our mission is to develop and deliver world-class career management services to an internationally diverse group of students, alumni and recruiters resulting in educated decisions and satisfying careers.

In facilitating relationships, MBA Career Management provides many opportunities for students to connect with potential employers in an environment that enables students to conduct an effective job search. In 1999, we provided services to more than 1,500 students, 1,600 employers, and hundreds of alumni.

## Wharton MBA Career Management Resources on the Web

A wide array of information is available on our web site, including publications, contact information, and resources for students, employers and alumni. Please visit our Web site

 <http://MBACareers.wharton.upenn.edu> for more detailed information on MBA Career Management and Wharton MBAs.

### MBA Career Management

#### Career Resource Center

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##### Recruiting Facility

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# The Wharton Way

Career planning for Wharton MBAs is a process of facilitating relationships and leveraging technology, education, and resources to prepare students to pursue their employment goals. Because MBA students have individual needs, training on the overall career management process is supplemented with targeted programs and workshops to address specific topics. In addition to Career Management's extensive web-based resources

 <http://MBAcareers.wharton.upenn.edu>, students are prepared for the MBA-level job search process through many channels:

**Career Management Seminar** gives first-year students an overview of the career management process, with specific emphasis on the MBA-level job search. Topics included in this six-week seminar are information gathering, developing an MBA resume, identifying opportunities, recruiting orientation, and managing the interview process.

**Regional Job Treks** provide targeted career exploration for the West Coast and other regional and industry opportunities. In conjunction with Wharton's West Coast office, students can participate in a High-Tech Career Fair, Silicon Valley company tours, and soon, a West Coast Industry Immersion Program. East Coast events include a High-Growth Industry Career Fair, a 16-week e-commerce forum, and speaker series. Wharton alumni in Europe and Asia support a solid global Wharton community.

**Programs & Workshops** are highly valued by students and address a diverse array of issues, ranging from an international career search to how to best prepare for a summer job. Key programs include a Career Exploration Conference, which allows students to interact with Wharton MBA alumni and examine a broad choice of career paths; the Wharton Interview Workshop, which brings recruiters from diverse industries to Wharton to share insights and provide mock interviews; the Mock Interview Program, where trained second-year students polish first-years' interviewing skills; and Career Changer Industry Primers designed and conducted by experienced second-year students to discuss in-depth industry job search skills.

**Individualized Services** include personal career counseling to coach students on skills and strategy; technology-based resources including on-line Summer Job Surveys and Industry Guides, and SPIKE, to help students focus their job search; and networking resources including the Alumni and Summer Intern directory and the many relationships forged through MBA Career Management alliances.

## Wharton Students

**Career Advisory Board** — Composed of first- and second-year cohort representatives, the Career Advisory Board partners with MBA Career Management to offer specialized programs and workshops and to address students' recruiting concerns.

**Student Professional Clubs** — The 29 professional and 14 cultural clubs at Wharton provide avenues to explore career options and to exchange ideas and information. Most work directly with employers and MBA Career Management to sponsor professional speaker series, promote career opportunities, and provide networking contacts in specific disciplines.

**Wharton Conference Series** — The Wharton Conference Series is a consortium of student-run events bringing leaders from business and government to Wharton for senior-level forums on issues in today's market. Annual conferences include Wharton Women in Business, Asian Finance Conference, Investment Management Conference, European Conference, Entrepreneurial Conference, Whitney M. Young, Jr. Memorial Conference, Media and Entertainment Conference, Private Equity Conference, Latin American Conference, Wharton Technology Conference, Wharton Global Forum, Wharton India Economic Forum, and Health Care Conference. Some are co-sponsored with the Wharton Undergraduate Division.

**Special Events** — Zweig Executive Dinner Series, Executive Lifestyle Series, Wharton World Tour, and Community Service Initiatives all enrich the well-rounded Wharton-educated MBA student.

## Wharton Alumni

Upon graduation, the relationship with MBA Career Management continues when students join an alumni base of more than 70,000 members across 130 countries in nearly 80 alumni clubs worldwide.

 <http://www.wharton.upenn.edu/alumni/>.

# The MBA Program

## Curriculum

Wharton's MBA curriculum combines in-depth knowledge of the fundamental management functions with the integrative study across traditional functional boundaries. The curriculum consists of two types of courses: core courses, which are required, and electives. The core curriculum includes courses in the principal management disciplines, along with programs on leadership, ethics, communication, and interpersonal skills. It also includes a field-based integrative course designed to enhance cross-functional learning. For more information on

 Wharton's curriculum, visit the Web site <http://www.wharton.upenn.edu/mba/> or contact the Academic Services Office, Graduate Division, at 215.898.7604, e-mail [acadserv@wharton.upenn.edu](mailto:acadserv@wharton.upenn.edu).

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## Departments and Programs

Accounting Department  
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215.898.7622

Health Care Systems Department  
215.898.2837

Insurance and Risk Management Department  
215.898.7761

Legal Studies Department  
215.898.9525

Management Department  
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Marketing Department  
215.898.8243

Operations and Information Management Department  
215.898.5872

Public Policy and Management Department  
215.898.3015

Real Estate Department  
215.898.9687

Wharton Small Business Development Center  
215.898.4861

Goergen Entrepreneurial Programs  
215.898.4856

Statistics Department  
215.898.8222

Transportation Program  
215.898.7696

Communication Program  
215.898.5036

This year was a very active year for Wharton MBA recruiting. A record 643 employers extended offers to first- and second-year students. Every major industry and function had graduates or interns accept positions in 455 organizations.

**Over 300 of the 1,110 firms recruiting at Wharton in 1999 were organizations that did not recruit at Wharton in 1998. Eighty of the 410 organizations who had on-campus recruiting schedules were organizations that did not recruit at Wharton in 1998.**

On-campus recruiting and job postings, which students access through FORTUNE, Wharton's Internet career management system, continue to be the most popular source of interview opportunities. Recruiters also utilized video-conferencing, near-campus sites, and the telephone to interview Wharton MBA students.

Employers who partner with MBA Career Management have access to counselors who can advise on strategy to access Wharton students. For more information concerning employers:  <http://MBACareers.wharton.upenn.edu>.

Wharton appreciates the efforts of the organizations that recruit here, as well as the Wharton alumni who return as part of their recruiting teams.

#### **Employer/Student Forums**

Organizations continue to use Employer Information Sessions as the main communication venue for students. They remain an integral component of recruiting strategy, evidenced by more than 250 Employer Information Sessions held during the 1998 Fall and 1999 Spring semesters. Other ways employers participated in the career management process included:

Career Exploration Conference (CEC) — An annual event for first-year MBA students, the 1998 Conference hosted over 50 business professionals serving on 13 panels, each focused on a different industry or function.

Wharton Interview Workshop (WIW) — Held in January 1999, the beginning of the recruiting season for first-year students, twelve industry representatives provided a seasoned perspective on effective interviewing during a panel discussion and then conducted simulated interviews in small break-out sessions.

In addition, employers have enhanced their visibility on campus and attracted the attention of Wharton MBA students through participation in 13 student-organized conferences, hosting students on Regional Career Treks, leading programs and workshops, participating in current initiatives such as the E-Commerce Speaker Series and the High-Growth Career Fair, and through direct contact with Wharton Graduate Professional Student Clubs.

## Major Employers 1999

The following companies employed four or more graduates from the Class of 1999:

### Recruiting Company Profile

	Graduates of Class of 1999	Summer Interns Class of 2000
<b>Number of Companies Making Offers</b>	<b>535</b>	<b>502</b>
<b>Number of Companies Hiring</b>	<b>263</b>	<b>298</b>
<b>Number of Job Opportunity Postings</b>	<b>693</b>	<b>224</b>

### Source of Positions

	Class of 1999	Class of 2000
<b>Wharton Recruiting<sup>1</sup></b>	<b>67.2%</b>	<b>64.5%</b>
<b>Direct Contact with Company</b>	<b>20.6%</b>	<b>28.1%</b>
<b>Returning to Pre-Wharton Employer</b>	<b>7.2%</b>	<b>4.2%</b>
<b>Starting/Buying Company</b>	<b>3.1%</b>	<b>1.1%</b>
<b>Other<sup>2</sup></b>	<b>1.9%</b>	<b>2.1%</b>

<sup>1</sup>Wharton Recruiting includes On-Campus Recruiting Services, Wharton Job Postings, Alumni Contacts and Research Centers.

<sup>2</sup>Other includes Alma Mater Alumni, Job Fairs and Search Firms.

Company Name	Graduate Hires	Summer Intern Hires
McKinsey & Company	61	33
Merrill Lynch & Co.	30	27
Goldman, Sachs & Co.	25	50
Bain & Company	23	25
Boston Consulting Group	23	28
Deloitte Consulting	21	14
Morgan Stanley Dean Witter	18	20
Andersen Consulting	17	6
Booz • Allen & Hamilton.	16	19
Lehman Brothers	16	10
Siebel Systems, Inc.	14	0
Enron	12	9
Mercer Management Consulting	11	10
Chase Manhattan Bank	11	6
Bear, Stearns & Co. Inc.	10	5
PricewaterhouseCoopers	10	10
Donaldson, Lufkin & Jenrette	9	10
American Express Company	9	8
J.P. Morgan & Co.	9	16
BT Alex. Brown Inc.	9	5
Credit Suisse First Boston.	8	13
Diamond Technology Partners	8	4
BankAmerica/NationsBank	7	4
Salomon Smith Barney	7	2
A.T. Kearney, Inc.	6	9
Ernst & Young LLP	6	4
Marakon Associates	6	6
Deutsche Bank AG	5	8
LEK Consulting	5	0
SBC Warburg Dillon Read	5	2
Citibank	4	3
Capital One	4	1
Prudential Securities	4	2
Colgate-Palmolive Company	4	2
First Union Corp	4	0
GE Capital Corp	4	4
Priceline.com	4	0

The following is a list of employers who made offers to Wharton students and summer interns and/or recruited at Wharton. Organizations noted in bold are companies that hired three or more members of the Classes of 1999 and 2000.

@Home Corporation  
 1838 Investment Advisors, L.P.  
 3Com Corporation  
 3M  
 4anything.com  
 A.C. Broker  
 A.G. Edwards Inc.  
**A.T. Kearney, Inc.**  
 Abbott Capital Management  
 Abbott Laboratories  
 Abercrombie and Fitch  
 ABN AMRO Bank  
 ACON Investments  
 Acuity  
 ADAC Laboratories  
 Adams, Harkness & Hill, Inc.  
 Adipose Media, Inc.  
 Adler Manufacturing  
**Advent International Corp.**  
 Advisory Board Company  
 Advocate Health System  
 Aeltus Investment Management, Inc.  
 Aetna Inc.  
 AIG Global Investment Corp.  
 AIG Life Companies  
 Air Products and Chemicals, Inc.  
 Allegheny Energy  
 Allegis  
 Alliance Capital Management L.P.  
 Alliance Consulting  
 Allianz Capital Partners  
 Allianz Versicherungs-AG  
 Allied Riser Communications, Inc.  
**AlliedSignal Inc.**  
 Allstate Insurance Company  
 Alpha Credit Bank  
 Alpha Shirt Company  
 Alston and Bird, LLP  
 Alta Software, Inc.  
 Aluminum Company of America  
 Alvarez & Marsal  
**Amazon.com, Inc.**  
 Ameren Energy  
 America Online, Inc.  
 American Airlines, Inc.  
 American Business Connections  
 American Business Products, Inc.  
 American Century Investments  
 American College of Physicians  
 American Communication Network  
**American Express Company**  
 American Management Association

American Maple Leaf Financial Corp.  
 American Resources Corporation  
 AmeriTrade Holding Corporation  
**Amgen Inc.**  
**AMVESCOPLC**  
 Analog Devices inc.  
 Analysis Group Inc  
**Andersen Consulting**  
 Anheuser-Busch Companies, Inc.  
 Ann Taylor, Inc.  
 Antal International Ltd.  
 Aon Group  
 Apax Partners & Co  
 Appaloosa Management  
 Applied Value Corporation  
 Archstone Communities  
 ARCO  
 Ardshiel, Inc.  
 Arnold Associates  
 Arthur Andersen LLP  
 Arthur D. Little  
 Asahi Glass  
 Asbury Automotive Group  
**Asera, Inc.**  
 Ashland Chemical Company  
 Asian Infrastructure Fund Advisers Ltd.  
 AT&T Corporation  
 Atlas Capital Partners  
 BACE Capital Partners, LLC  
**Bain & Company**  
 Banco Bozano, Simonsen S.A.  
 Banco Central Hispano  
 Banco Nacional de Mexico, S.A.  
 Banco Opportunity  
 Bancomer, S.A.  
 Bank of New York, The  
 Bank of Thailand  
 Bank of Tokyo-Mitsubishi, The  
**BankAmerica/NationsBank**  
 BankBoston, N.A.  
 Bankers Trust  
 Banmedica  
 Barclays Capital  
 BARRA International Ltd  
 Barrington Associates  
 BASF Corporation  
 Baupost Group  
 Bay Harbour Management  
 Beacon Group  
**Bear, Stearns & Co. Inc.**  
 Bechtel Enterprises, Inc.

Bell Atlantic Corporation  
 Bellcore  
 Benckiser  
 Berger Group, The  
 Berkeley Computer Training  
 Berkeley International Capital  
 Berlitz Global Net  
 Berlitz Translation Services  
 Bertelsmann AG  
 Bestfoods  
 Bethlehem Steel Corporation  
 Biogen, Inc.  
 BizRate.com  
 Black and Co.  
 BlackRock Financial Management  
 Blackstone Group, The  
 Block Drug  
 Blue Cross & Blue Shield Association  
 BNY Capital Markets, Inc.  
 Boathouse Sports  
 BOC Gases  
 Boles Knop & Co  
**Booz•Allen & Hamilton, Inc.**  
 Borden Inc  
**Boston Consulting Group, The**  
 Boston Millennia Partners  
 Boston Partners Asset Management  
 Botswana Institute for Development Policy Analysis  
 BridgeGate Group  
 Brigham & Women 's Hospital  
**Bristol-Myers Squibb Company**  
 British Airways  
 British American Tobacco PLC  
 BRM Group  
 Broadbase Information Systems  
 Broadview Associates, L.P.  
 Brobeck, Phlager & Harrison, LLP  
 Brody Communications Ltd.  
 Brooklyn Museum of Art  
 Brooks, Houghton & Company, Inc.  
 Brown & Williamson Tobacco Corp.  
 Brown Brothers Harriman & Co.  
 Brown-Forman Corp  
 Bristol Cove Associates  
 BSRC  
**BT Alex. Brown Inc.**  
 BTS  
 BTV  
 Building One Services Corporation  
 Burgess Group, The  
 Business Communications Company, Inc.  
 Business Technology Group  
 Business Valuation Services  
 C/Base, Inc.  
 California Commerce Bank  
 Cambridge Associates, Inc.  
**Campbell Soup Company**  
 Campus Pipeline

Candent Corp  
 Capital Group Companies, Inc, The  
 Capital Market Risk Advisors  
 Capital Market Risk Advisors Inc.  
**Capital One**  
 Capital Trust  
 CARCO Group, Inc.  
 CARE USA  
 Cargill, Incorporated  
 Carlyle Group  
 Carrington & Carrington, LTD  
 Case Corporation  
 Castle Creek  
 Castle Group California, Inc.  
 Castling Group  
 Catalyst Partners  
 c-call.com  
 CDnow, Inc.  
 Cellular Solution  
**Center for Applied Research**  
 Central Intelligence Agency (CIA)  
 Cerner Corporation  
 CGS Instrumentacao  
 Chalfin Goup Inc., The  
 Channelpoint  
 Charles Schwab & Co., Inc.  
 Charterhouse Inc.  
**Chase Capital Partners**  
**Chase Manhattan Bank**  
 Chemical Heritage Foundation  
 Children's Hospital of Philadelphia  
 Children's Television Workshop  
 Christini Technologies  
 Chrysalis Ventures, LLC  
 Chubb Group of Insurance Companies  
**CIBC Oppenheimer Corp.**  
 CIGNA Corporation  
 Cinergy Inc.  
 Cisco Systems, Inc.  
 CIT Group Equity Investments, Inc.  
**Citibank**  
 Citizens Bank  
 Citizens Capital Inc  
 Clairiol, Inc.  
 Clarion Partners  
 Clark Realty Capital, L.L.C.  
 Clorox Company  
 Cluster  
 Cobalt Group, Inc.  
 Coca-Cola Company  
 Cochran, Caronia & Company  
 Cohen Financial  
**Colgate-Palmolive Company**  
 Collaborative Marketing  
 Collinson Howe & Lennox  
 Columbia Energy Group  
 Columbia Management Company  
 Combine International  
 Comcast Cable Communications, Inc.

Comcast Interactive Capital Group  
Commonfund Securities, Inc.  
Commonwealth Associates  
Commonwealth of Massachusetts  
Compaq Computer Corporation  
Compass Partners International, LLC  
Complete Care Services  
Comrise Technology  
ConEdison Inc  
Confecta  
Conseco  
Consolidated Edison  
Constellation Power Source  
Consumer Health Sciences  
Consumers Car Club  
Conti Holdings  
Coral Energy  
CoreTech Consulting Group, Inc.  
Cornerstone Capital Management  
Cornerstone Research  
Corning Incorporated  
Corp Group  
Corporacion Andina de Fomento (CAF)  
Corporate Decisions, Inc.  
Corporate Realty Investment Company  
CorVel Corporation  
Cosmobridge  
Court of the Chancery  
Covance  
Cox Communications  
CPC International Inc.  
Creative Group  
Credit Lyonnais S.A.  
Credit Research & Trading  
**Credit Suisse First Boston Corp.**  
Credit Suisse Group  
Crimson Consulting Group  
Cromwell Partners, Inc.  
CSC Strategic Consulting  
CSX Corporation  
Cura Group, Inc  
Curtis-Davidson Associates Inc.  
CV Therapeutics  
Cytometrics, Inc.  
Dade Behring  
Dai-ichi Kangyo Bank, Ltd  
Dai-ichi Mutual Life Insurance Co.  
DaimlerChrysler Corporation  
Dain Rauscher Wessels  
Damon & Morez  
Danaher Corporation  
Daniels & Associates  
Darwin Digital  
DASAR International  
David Gomez & Associates, Inc.  
Dax Partners LP  
Day-Timer Technologies  
Dean & Company

Deere & Company  
Delaware Valley Community Reinvestment Fund  
**Dell Computer Corporation**  
Deloitte & Touche  
**Deloitte Consulting**  
Delphi Automotive Systems  
Dentsu Inc.  
Denver Investment Advisors  
**Deutsche Bank AG**  
Dewey Ballantine  
DFI International  
Diageo  
**Diamond Technology Partners**  
Dick's Clothing and Sporting Goods, Inc.  
Dimensional Fund Advisors  
Dinte Resources, Inc.  
Dirks, Van Essen & Associates  
Disney Consumer Products  
Disney Worldwide Services, Inc.  
DN Partners LLC  
Dole Food Company, Inc.  
Dolphin Communications Partners, L.P.  
Domain Associates  
Domain Registry.Com  
Donald Smith & Co. Inc.  
**Donaldson, Lufkin & Jenrette**  
Doosan Corporation  
Doug Evans + Partners, Inc.  
Dow Chemical Company, The  
Dow Jones & Company  
Downer and Company Ltd.  
Dresdner Bank AG  
Dresdner, Kleinwort, Benson, Inc.  
Dreyfus Corporation  
Dreyfus Health Foundation  
Driehaus Capital Management, Inc.  
**drugstore.com**  
Duane, Morris & Heckscher  
Duff & Phelps Credit Rating Co. (DCR)  
Duke Energy Corporation  
Duke Realty Investments  
Dun & Bradstreet Corporation, The  
E! Entertainment Television  
E\*TRADE Group, Inc.  
E.I. DuPont de Nemours & Co., Inc.  
E.M. Warburg Pincus  
Earlybird VC  
Eastdil Realty, Inc.  
Easton Consultants  
eBay  
e-Citi  
eCollege.com  
eCOM Partners  
Edison Project  
EF Language  
eFax.com

**Eli Lilly and Company**  
EMC Corporation  
EMDS International SA  
Emerging Markets Investors Corporation  
Emerging Markets Partnership  
Emerging Technologies  
Management Research Program  
Emmes & Company LLC  
Employease  
Endeavor Initiative, Inc.  
Enersis  
EnerTech Capital Partners L.P.  
Englishlive.com  
**Enron Capital & Trade Resources**  
**Enron International**  
Ensearch Energy Services  
Envirogen, Inc.  
Environmental Law and Policy Center  
Envirotech Companies  
Epson America, Inc.  
Equity International Partners  
ERE Yarmouth  
Eric-Louis Associates  
**Ernst & Young LLP**  
Esso  
Estee Lauder Companies Inc.  
Etec Systems, Inc.  
Etre Creative Services  
Europraxis  
EVEREN Securities  
Everyone.net  
Evolution Health Initiatives  
Ewing Monroe & Co.  
Excel Telecommunications  
Excite Inc.  
Exempla St. Joseph Hospital  
Expandia Invest  
Exxon Corporation  
Family Business  
Farallon Capital Management  
Federal Capital Partners  
Federal Communications Commission  
Federal National Mortgage Assoc. (Fannie Mae)  
Federal Realty Investment Trust  
Ferring Pharmaceuticals  
**Fidelity Investments**  
Financial Supervisory Service  
FINCA International (Foundation for Int'l Community Assistance)  
Fireman's Fund Insurance  
First Annapolis Consulting  
First Marathon Securities  
First Source Partners  
**First Union Capital Markets**  
First USA Bank  
Fitch IBCA, Inc.

Flanagan Financial Group — Mass Mutual  
Fleet Equity Partners  
FMC Corporation  
Focus Capital Group  
**Ford Motor Company**  
Ford Land Services Corporation  
Forrester Research, Inc.  
Fortune Fruit Ltd.  
Foster Chamberlain, LLC  
Fox Searchlight Pictures  
Fox Television  
Franklin Mint, The  
Franklin Resources  
Franklin Templeton Group  
Free Library of Philadelphia Foundation  
Freemarkets Online  
Fresenius Medical Care  
Friedman, Billings, Ramsey & Co  
Frito Lay Inc.  
Froley-Revy Management Inc.  
Fuji Bank, Limited, The  
Fuji Xerox Company Ltd.  
Fulbright & Jaworski L.L.P.  
Gabelli & Company, Inc.  
Galt Associates  
**Gap Inc., The**  
Gartner Group  
**GE Capital Corporation**  
GEF Investment Management  
**Gemini Consulting**  
Genentech, Inc.  
General Electric Company  
**General Mills**  
**General Motors Corporation**  
Genesys Telecommunications Labs  
Genzyme Corporation  
George Group  
George K. Baum & Company  
George Washington University Medical Center  
Georgia Pacific Corp  
Gilbane Properties  
Gillette Company  
GirlGeeks?  
GKR & Associates, Ltd.  
Glenmede Trust Company  
Global Crossing Development Co.  
Global Education Partnership  
Glocap LLC  
GM Investment Management Co  
Go Main Line.Com  
Go Network  
**Goldman, Sachs & Co.**  
Government of Argentina  
Government of Japan  
Government of Singapore  
Investment Corporation  
Gradient

GPU International  
**GRADUS**  
**Graham Partners Inc.**  
 Granite Associates, L.P.  
 Great Hill Partners  
 Greenlight Capital, L.P.  
 GreenTravel.com  
 Greenwich Street Capital Partners  
 Group Outcome, Inc  
 Gryphon Investors, Inc.  
 GSIC Private Limited  
 Guardsmark Inc  
 Guidant Corporation  
 Guinness Plc  
 Hambrecht & Quist LLC  
 Hamilton Cornell  
 Hammes Company  
 Hanover Direct, Inc.  
 Harbour Group  
 HarperCollins Publishers  
 Harrah's Entertainment, Inc  
 Harris Williams & Co  
 Harrowston, Inc.  
 Harvest Partners  
 Haug S.A.  
 Hawthorn  
 HealthShop.com  
 Hearst Business Publishing, Inc.  
 Hedlund Corporation  
 Heirs Organization  
 Hermes Management Consulting  
 Herrerias & Associates  
 Hewitt Associates  
**Hewlett-Packard Company**  
 Hexcel Corporation  
 Hibernian Companies, The  
 HIG Capital LLC  
**Hines Interests**  
 Hirtle Callaghan & Company  
 Hoechst Marion Roussel  
 Hoffmann-LaRoche, Inc.  
 HollywoodInvestor.com  
 Honest Tea  
 Hong Kong & Shanghai Banking  
 Corporation Ltd., The  
 Hospital of the University of  
 Pennsylvania  
 Houlihan Lokey Howard & Zukin  
 Howard, Merrell & Partners  
 Howe & Associates  
 HR Alliance  
 HRG, Inc.  
 HSBC Equator Bank  
 Hull Trading Company  
 Human Performance  
 Technologies, Inc.  
 Hunt Capital Group, LLC  
 Hyosung Corporation  
 Hyundai Oil  
 i2 Technologies, Inc.

Iberdrola  
**IBM Consulting**  
 IBM Corporation  
 ICAHN Associates  
 ICN Pharmaceuticals, Inc  
 I-Cube  
 IllusionFusion!, LLC  
 IMC Global Inc  
 IMD  
 IMG  
 IMS Health  
 Indus River Networks, Inc.  
 Industrial Bank of Japan  
 Industrial Investments, Inc.  
 ING Baring Furman Selz LLC  
 Initiative for a Competitive  
 Inner City  
 Innova Capital  
 Insignia/ESG Jackson-Cross  
 Institutional Investor, Inc.  
 Integral Inc  
 Intel Corporation  
 InteliHealth  
 Inter-American Development Bank  
 Interbrand  
 Intercontinental Distributing, Inc.  
 InterGen  
 Intermountain Health Care  
 International Capital Strategies  
 International Finance Corporation  
 International Flavors &  
 Fragrances, Inc.  
 Internet Capital  
 Internet Partnership Group  
 IntraMed  
 INVESCO MIM  
 Investor Responsibility Research  
 Center Inc. (IRRC)  
 iPIN  
 IPO.com  
 IS Robotics, Inc.  
 ITOCHU Corporation  
 ITT Hartford Insurance Group  
 iXL  
 J. & W. Seligman & Co., Inc.  
 J.H. Lindell & Company  
**J.P. Morgan & Co., Incorporated**  
 J.T. Brady and Associates  
 Janssen Pharmaceutica, Inc.  
 Jardine Fleming Limited  
 Jeffries & Company  
 Jellyvision, Inc.  
 John Buck Company  
 John Nuveen & Company, Inc., The  
 Johnson & Johnson Consumer  
 Products  
 Johnson & Johnson Development  
 Johnson & Johnson Health Care  
 Johnson & Johnson Inc  
 Johnson & Johnson International

Johnson & Johnson Merck  
 Consumer Products  
 Johnson & Johnson Professional  
 Johnson Enterprises, Inc.  
 Jones Lang LaSalle, Inc  
 Joseph E. Seagram & Sons, Inc.  
 JWG Associates  
 Kalchas Group — A Unit of CSC  
 Katz, Ettin, Levine, Kurzweil,  
 Weber, & Scialabba  
 Kauffman Foundation  
 Kauffman Group  
 KBL Healthcare  
 Kensington Group  
 Keystone Venture Capital  
 KIDS 1, Inc.  
 Knoll Pharmaceutical Company  
 Koren, Rogers Associates, Inc.  
 KPMG Peat Marwick LLP  
**Kraft Foods, Inc.**  
 Kravco Company  
 Kurt Salmon Associates  
 LAI Worldwide  
 Lakota  
 Lang & Associates  
 Lazard Asset Management  
**Lazard Freres & Co**  
 Leach Management Consulting  
 Legg Mason Wood Walker, Inc.  
**Lehman Brothers**  
**LEK Consulting**  
 Lend Lease Real Estate Investments  
 Liberty Mutual Group  
 Liberty View Capital Management  
**Limited, Inc.**  
 Lincoln Center for the Performing  
 Arts, Inc.  
 Lincoln Property Company  
 Lincolnshire Management, Inc.  
 Linklaters & Paines  
 Lion Brothers Company Inc.  
 Lipper & Company, Inc.  
 Lockheed Martin Corporation  
 Long-Term Credit Bank of Japan, Ltd  
 Loomis, Sayles & Co. L.P.  
 L'Oreal S.A.  
 Lotus Development Corporation  
**Lucent Technologies**  
 LVMH Moet Hennessy Louis Vuitton  
 Lycos  
 M&T Bank  
 MacroView Communications Corp.  
 Madison Trading  
 Magna Carta B.V.  
 Mainline Company  
 Management Alliance Group, Inc.  
 Management Sciences For Health  
**Marakon Associates**  
 Marconi Pacific, LLC  
 MarkeTech Systems

Marketing Communications  
 Marriott International, Inc.  
 Martha Stewart Living Omnimedia  
 Marubeni Corporation  
 Masco Corporation  
 Massachusetts General Hospital  
 MasterCard International, Inc.  
 Mathematica Policy Research  
 Matsushita Electric Industrial  
 Co., Ltd.  
 Mattel, Inc.  
 Max Worldwide  
 MBA Nonprofit Connection  
 MBI, Inc.  
 McCarthy & Company  
 McGraw Hill Companies Inc  
 McIntyre Company, The  
 McKesson HBOC  
**McKinsey & Company**  
 McLean Watson Capital Inc.  
**McNeil Consumer Healthcare**  
 Mead Corporation  
 Medarex, Inc.  
 Media & Methods  
 MediaOne Group  
 Medical Broadcasting Company  
 Medical Inter-Insurance Exchange  
 Medscape.com  
**Medtronic, Inc.**  
 Mehta Partners, LLC.  
 Mellon Ventures, Inc.  
 Memorial Sloan-Kettering Cancer  
 Center  
**Mercer Management Consulting**  
**Merck & Co., Inc.**  
 Merck-Medco Managed Care  
 Mercury Seven  
**Merrill Lynch & Co., Inc.**  
 Metropolitan Life Insurance Co.  
 MFS Investment Management  
 MGM Universal Home  
 Entertainment  
 Miami Medical Centers USA, Inc.  
 Michelin Travel Publications  
**Microsoft Corporation**  
 Midtown Research Group  
 MileagePointe.com  
 Milken Institute  
 Millennium Financial Inc.  
 Millicom International Cellular  
 Miningco.com  
 Mirronex Technologies, Inc.  
**Mitchell Madison Group**  
 Mitsubishi Corporation  
 Mitsui & Co., Ltd.  
 MJI Broadcasting Inc.  
 Moai Technologies  
 Mobil Corporation  
 Molecular Circuitry, Inc.  
 Mondiale Asset Management Ltd.

**Monitor Company**

Monogram International  
Monsanto Life Science Company  
Montgomery Investment  
Technology, Inc.  
Moody's Investor Service  
More.com  
Morgan Samuels Company  
Morgan Stanley Capital  
International  
**Morgan Stanley Dean Witter**  
Morris Nichols  
Morrison Express Corporation  
Motorola, Inc.  
Mount Auburn Partners  
MPM Capital Advisors  
MTV Networks  
Municipal Mortgage & Equity  
(MuniMae)  
Murex  
Mybasics.com, Inc.  
**Nabisco, Inc.**  
Nassau Capital LLC  
N-Associates Company, Inc.  
National City Bank  
National Parks Business Plan  
Initiative  
National Science Foundation  
NationsBanc Montgomery  
Securities LLC  
Nature Conservancy of Colorado  
Nature's Cure, Inc.  
Navimedix  
Ned Davis Research, Inc.  
NeSBIC CTE Fund B.V.  
Nesbitt Burns Inc.  
Nestle USA, Inc.  
netLibrary, Inc.  
NetRisk  
Netscape Communications Corp.  
Netyear Group  
NetZero, Inc.  
Neuberger & Berman  
Neuromedica  
New Balance Shoe Manufacturing  
New England Institute of  
Jewish Studies  
New Jersey State Legislature  
New Line Cinema Corporation  
New York Capital Corporation  
New York Life Insurance Company  
New York Times Company  
Newcourt Services  
Nex-i.com  
Nextlink  
NISA Investment Advisors  
Nokia  
Nomura Research Institute Ltd.  
Nomura Securities International, Inc.  
Nonprofit Facilities Fund

Nori, Hennion, Walsh, Inc.  
North Atlantic Technology Fund  
Northeast Business Environmental  
Network  
Northfield Information Services  
Northwest Airlines, Inc.  
Norwest Venture Capital, L.P.  
NovaCare Inc.  
Novartis AG  
NTT Data Institute of Management  
Consulting, Inc  
NUI Energy Solutions, Inc.  
Oak Hill Partners  
Occidental Chemical Corporation  
Ocean Spray Cranberries Inc  
Office of the State Comptroller,  
State of New York  
Okidata  
Olsten Health Services  
O'Neill Group  
On-Link Technologies, Inc.  
Oppenheimer Capital  
OppenheimerFunds, Inc.  
Oracle Corporation  
Orthovita  
OTA Limited Partnership  
Output Technology Solutions  
Overseas Private Investment Corp.  
Oxygen Media, Inc.  
P.G. Corbin & Company  
Pacific Equity Partners  
Pacific Investment Management Co.  
Pactual  
**PaineWebber Incorporated**  
Palladium Equity Partners, LLC  
Palm Computing  
Pandesc LLC  
Pangea Systems  
Paramount Studios, Inc.  
Paribas  
Park Avenue Partners  
Parke Davis  
Parteur Merieux Connaught  
Parthenon Group, The  
Passlogix  
Paymybills.com  
PeaceWorks  
PEC Israel Economic Corporation  
**PECO Energy Company**  
Pensoil Company  
Penobscot Group  
People's Internet Connection, Inc.  
Peoplesoft, Inc.  
PepsiCo, Inc.  
Pequot Private Equity Fund  
Perry Capital Partners  
Pet Valu International, Inc.  
Peter J. Solomon Company  
Peterson Ventures  
**Pfizer Inc.**

PGI, Inc.  
Pharmacia & Upjohn, Inc.  
Philadelphia Orchestra  
Philadelphia Ventures, Inc.  
Philip Morris International, Inc  
Physicians Clinical Research  
Solutions  
Pilgrim Baxter & Associates  
**Pittiglio Rabin Todd & McGrath  
(PRTM)**  
PlaNet Finance  
PolarisCommunication Services  
Popular, Inc.  
Populations Services International  
Potomac Partners  
PPG Industries, Inc  
Prairie Group  
Pratt & Whitney  
Pridental International  
Investments  
PREIT- Rubin, Inc.  
**Priceline.com**  
**PricewaterhouseCoopers**  
Primary Health Care, Ltd  
Primedia Inc  
Princeton Consultants Inc  
Principal Financial Group,/  
Investa Capital Management  
Prize Central Networks, Inc.  
Procter & Gamble Company  
Prodigy  
Product Key.Com  
Professionals For Nonprofits, Inc.  
Progressive Corporation  
Promecap  
PromPeru  
Prospect Street Ventures  
Providence Health System  
Prudent Management Associates  
Prudential Capital  
Prudential Insurance Company of  
America  
**Prudential Securities**  
PT. Wavin Duta Jaya  
Public Affairs Group, Inc  
Public Science  
Pullman Group  
PUMA — North America  
Punk Ziegel & Co  
Purchasing Group, Inc.  
**Putnam Investments**  
Putnam, Hayes & Bartlett, Inc.  
Pyramid Research  
Q Investments, L.P.  
QED  
Quadrant International Ltd.  
Quantum Corporation  
Quesstor Management Company  
Quokka Sports  
RAF Industries, Inc.

Rain Bird Sprinkler Manufacturing  
Rainmaker Capital, LLC  
Raymond James Financial  
RBC Dominion Securities Inc.  
RCN Corporation  
Reactor  
Real Productions  
Realventures.com  
Reebok International Ltd.  
Reed Jonas & Lee  
Reliant Solutions, Inc.  
Resurgence Asset Management  
Retail Initiative, Inc.  
Reuters America, Inc.  
Revlon Consumer Products  
RHO Management Company, Inc.  
Riggs Capital Partners  
RightWorks  
Rittenhouse Financial Services, Inc.  
Robert W. Baird & Co  
Robertson Stephens Funds  
Robinson-Humphrey Company, Inc.  
Rohm and Haas  
Roland Berger & Partner GmbH  
Roll International  
Roseland  
Rothschild & Cie  
Rouse Company, The  
Rouse/Chamberlin Limited  
Roxbury Capital Management  
RR Donnelly & Sons  
SABRE Group, The  
**Safeguard Scientifics**  
Sagaponack Partners  
Sage Financial Group  
Sakura Bank, Limited  
**Salomon Smith Barney**  
Samsung Corporation  
San Francisco Coffee  
San Francisco Opera  
Sanford C. Bernstein & Co., Inc.  
Sankaty Advisors, Inc  
Santander Group  
Sanwa Bank, Limited  
SAP America, Inc.  
Saudi International Bank  
Saunders, Karp & Megreue  
Savoy Capital  
Saxon Group  
SBC Communications Inc.  
**SBC Warburg Dillon Read**  
SCA Consulting  
Schering-Plough  
Schindler Elevator Corporation  
**Schroder & Co. Inc.**  
Science Applications International  
Corp.(SAIC)  
Scient  
Scotia Capital Markets  
Scott Bennett Inc.

Sears Online  
 Sears, Roebuck And Co.  
 Secada & Company  
 Security Capital Group Inc,  
 Seed Capital Development Fund  
 SEI Investments  
 Sensors Unlimited  
 Seton Institute  
**SG Cowen**  
 Shamlian Advertising  
 Shell Oil Company  
 Shipper.com  
 Shorenstein Company LLP  
 Showtime Networks Inc.  
 Sibson & Company  
 Sicom  
**Siebel Systems, Inc.**  
 Siemens AG  
 Silicon Graphics  
 Simon Development Group  
 Simpson Thacher & Bartlett  
 SITA  
 Skadden Arps  
 Sky View  
 Skyron, Inc.  
 SkyView Media Group  
 SmithKline Beecham  
 Software.com  
 Sohsei, Inc.  
 Songbird Medical Inc.  
 Sony Corporation of America  
 Sony Music Entertainment, Inc.  
 Sony Pictures Entertainment  
 SoundView Technology Group  
 Southern Company  
 Southern Energy, Inc  
 Sparks.com  
 Spencer Stuart  
 Spieker Properties  
 Spree.com  
**Sprint**  
 SPSS Inc  
 Standard & Poor's  
 Standish Ayer & Wood, Inc.  
 Stanton Chase International  
 Staples  
 Star TV  
 StarMedia Network  
 State Street Research &  
 Management Company  
 Stax Research Inc.  
 Stephens Inc  
 Stern Stewart & Co.  
 Strategic Analysis Inc.  
**Strategic Decisions Group**  
 Strategic Market Research/  
 Monitor Company  
 Striker Investments  
 Structure Internet Design Group  
 (SIDG)

Sulzer Management Ltd.  
 Sumitomo Marine & Fire Insurance  
 Co., Ltd.  
**Sun Microsystems, Inc.**  
 Sun Seed Company  
 SunAmerica Inc.  
 Supreme Court of Pennsylvania  
 Susquehanna Pfaltzgraff Co.  
 Sutro & Co.  
 Sveihagel & Company  
 Svoboda Collins LLC  
 Swander Pace Company  
 Swiftwater Group  
 Sylvan Learning Systems, Inc.  
 Syncromade Corporation  
 Synergy Corp  
 Synovus Financial Corporation  
 Synthes U.S.A.  
**T. Rowe Price**  
 T.H. Hunter, Inc.  
 TAL Technologies, Inc.  
 Tamkin Capital Partners  
 Target Stores  
 TASA Worldwide  
 Taylor Wharton Gas Equipment  
 TD Securities Inc.  
 Teach For America  
 Tech Data  
 TechnoServe, Inc.  
 Tectel Media Services, Inc.  
 Tektronix, Inc.  
 Telecommunications  
 Development Fund  
 Telefonica de Argentina  
 Telesis Company  
 Telos Management  
 TenFold  
 Texaco Inc.  
 Texas Instruments Incorporated  
 Thai Farmers Bank Public Co., LTD.  
 Thammasat University  
 theglobe.com  
 Thomas Weiset Partners  
 TIAA-CREF  
 Time Inc.  
 Timken Company  
 Tishman Speyer Properties  
 Tokio Marine & Fire  
 Toll Brothers, Inc.  
 Tonen Corporation  
 Tower Consultants  
**Towers Perrin**  
 Toyo Trust and Banking Co., Ltd  
**Trammell Crow Company**  
 Transwestern Investment Co., LLC  
 Travelers Investments  
 Treacy & Company, LLC  
 Trident International, Inc.  
 Trilogy Development Group  
 Triton Partners

Triumph Capital  
 Trust Company of the West  
 Tucker Anthony Incorporated  
 Tufenkian Tibetan Carpets  
 Twentieth Century Fox Film Corp.  
 TwentySomething Inc.  
 TXU  
 U.S. Department of Agriculture  
 U.S. Trust Company of New York  
 UGI Corporation  
 Unilever (HPC)  
 Union Bank of Switzerland (UBS)  
 Unisys Corporation  
 United Airlines, Inc.  
 United Distillers & Vintners  
 United Industries  
 Universal Gear  
 University of Pennsylvania  
 UNUM Corporation  
 Up With People  
 Udata Capital  
 Urban Outfitters Inc.  
 US Bancorp  
 US Bancorp Piper Jaffray Inc.  
 US WEST, Inc.  
 USA Networks  
 USAirways  
 USWeb/CKS  
 V.I. Technologies, Inc.  
 Valhalla Inc  
 Valspar Corporation  
 Value Partners Management  
 Consulting  
 Vanguard Group, The  
 VarsityBooks.com  
 Vcall  
 Venango Venture Capital  
 VeriSign, Inc.  
 Veronis, Shuler & Associates Inc.  
 Vertex Partners  
 Vertex Pharmaceuticals Inc.  
 VerticalNet, Inc.  
 Vestar Capital Partners  
 Viacom Inc.  
 Viant Corporation  
 Viewer's Choice  
 Vinacoal  
 Violy, Byorum & Partners LLC  
 Virginia Capital, L.P.  
 Visa International  
 Visio Corporation  
 Vlastic International  
 Volpe Brown Whelan & Company  
 V-SPAN  
 Vulcan Capital  
 W.L. Gore & Associates, Inc.  
 Wachovia Bank  
 Wachtell, Lipton, Rosen, & Katz  
 Walt Disney Company  
 Walt Disney Imagineering

Walt Disney Studios  
 Walt Disney World  
 Walton Street Capital, LLC  
 Warner Brothers  
 Warner Lambert  
 Wasserstein Perella & Co., Inc.  
 Waveland Capital Management  
 WebTV Networks  
 WEDGE Capital Management  
 Weiss Peck & Greer Investment  
 Management  
 Wellington Management Company  
 West Group  
 Western Parcel Express  
 Western Union Corporation  
 Westvaco Corporation  
 Wharton Private Equity Network  
 Wharton Small Business  
 Development Center  
 WHY  
 William Blair & Company, LLC  
 William E. Simon & Sons, LLC  
 William M. Mercer, Inc.  
 Wilshire Associates  
 Wind River Systems  
 Winsor Associates  
 Woodbury Group  
 World Bank  
 World Game Institute  
 World Health Organization  
 Worldco LLC  
 WPP Group  
 Wyeth-Ayerst  
 X\*Cel Consulting, Inc.  
 Yahoo! Inc.  
 Yasuda Trust & Banking Co.,Ltd.  
 York Capital.  
 ZA Business Services Inc.  
 Zeneca Group PLC  
 Zephyr Management  
 ZS Associates  
 Zweig-DiMenna Associates LLC

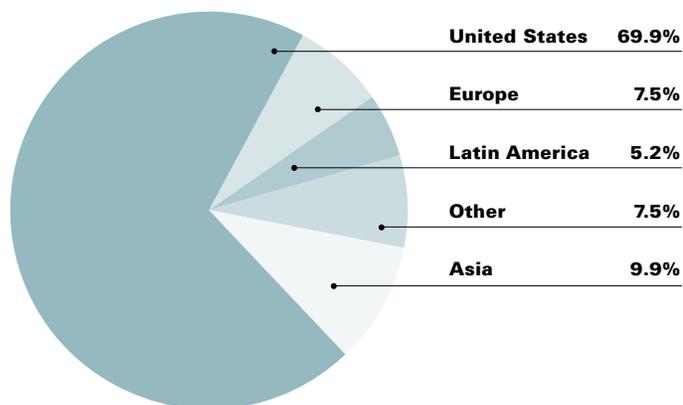
## Class Profile

<b>Class of 1999</b>	<b>Total</b>	<b>Percent of Class</b>
<b>Number of Graduates</b>	<b>788</b>	<b>100.0%</b>
<b>Women</b>	<b>217</b>	<b>27.5%</b>
<b>Minority</b>	<b>136</b>	<b>17.2%</b>
<b>International</b>	<b>237</b>	<b>30.1%</b>
<b>Average Age at Graduation was 30</b>		
<b>Graduates Reporting Job Offers</b>	<b>747</b>	<b>96.2%</b>
<b>Graduates Reporting Job Acceptances*</b>	<b>729</b>	<b>92.5%</b>
<b>Graduates Continuing Their Education</b>	<b>6</b>	<b>0.8%</b>
<b>Graduates Taking Time Off</b>	<b>3</b>	<b>0.4%</b>
<b>Graduates Not Responding to the Survey</b>	<b>0</b>	<b>0%</b>

*The numbers above include information received as of July 15, 1999.*

*\* Job acceptances include students who are company sponsored (6.7%), starting their own business (2.8%), or working for a family business (0.4%).*

## Geographic Origins of Graduates 1999



## Locations Chosen by Graduates

- The Northeastern United States attracts the majority of Wharton graduates and continues to grow, moving up from 44.7% to 46.2%. New York, a world financial center, comprises the largest percentage of this number.
- The number of graduates going to Boston increased, a reflection of the rising venture capital employment in 1999.
- Changes in the financial market have impacted the number of graduates accepting positions in Europe, with nearly 58% of those European positions located in London.

*Salary Statistics are not released for locations representing less than 1% of all hires, although Wharton MBA graduates selected the following diverse locations:*

Austin	Cleveland	Seattle	Africa
Baltimore	Miami	St. Louis	Australia
Charlotte	New Orleans	Wilmington	Canada
Cincinnati	Salt Lake City		Eastern Europe

Percent		Region	Salary Range	Median
1998	1999		1999	1999
<b>82.9</b>	<b>84.6</b>	<b>United States</b>	<b>33,361 – 165,000</b>	<b>80,000</b>
<b>44.7</b>	<b>46.2</b>	<b>Northeast</b>	<b>35,000 – 150,000</b>	<b>75,000</b>
34.0	32.1	New York City	70,000 – 150,000	75,000
5.0	6.3	Boston	35,000 – 115,000	90,000
<b>9.5</b>	<b>10.6</b>	<b>Mid-Atlantic</b>	<b>37,000 – 150,000</b>	<b>85,000</b>
4.3	4.1	Philadelphia	46,000 – 150,000	80,000
2.9	3.8	Washington, D.C.	75,000 – 105,000	95,000
<b>3.0</b>	<b>2.5</b>	<b>South</b>	<b>65,000 – 95,000</b>	<b>75,000</b>
2.0	1.2	Atlanta	65,000 – 95,000	80,000
<b>5.6</b>	<b>6.5</b>	<b>Midwest</b>	<b>60,000 – 130,000</b>	<b>85,000</b>
2.9	2.7	Chicago	60,000 – 100,000	92,500
1.0	1.1	Minneapolis/St. Paul	72,000 – 100,000	74,850
<b>5.3</b>	<b>4.5</b>	<b>Southwest</b>	<b>33,361 – 130,000</b>	<b>72,000</b>
2.0	1.5	Dallas/Fort Worth	65,000 – 110,000	95,000
2.2	1.5	Houston	70,000 – 70,000	70,000
<b>14.8</b>	<b>14.4</b>	<b>West</b>	<b>65,000 – 165,000</b>	<b>90,000</b>
9.8	9.6	San Francisco	66,000 – 165,000	90,000
3.7	2.6	Los Angeles	70,000 – 100,000	80,000
<b>16.8</b>	<b>15.1</b>	<b>Abroad</b>	<b>40,000 – 160,000</b>	<b>80,000</b>
5.7	7.0	Europe	61,450 – 150,000	83,000
5.3	6.9	Western Europe	61,450 – 110,000	82,750
7.3	4.9	Asia	40,000 – 110,000	80,000
2.7	1.4	Central/South America/Mexico	50,000 – 90,000	77,000

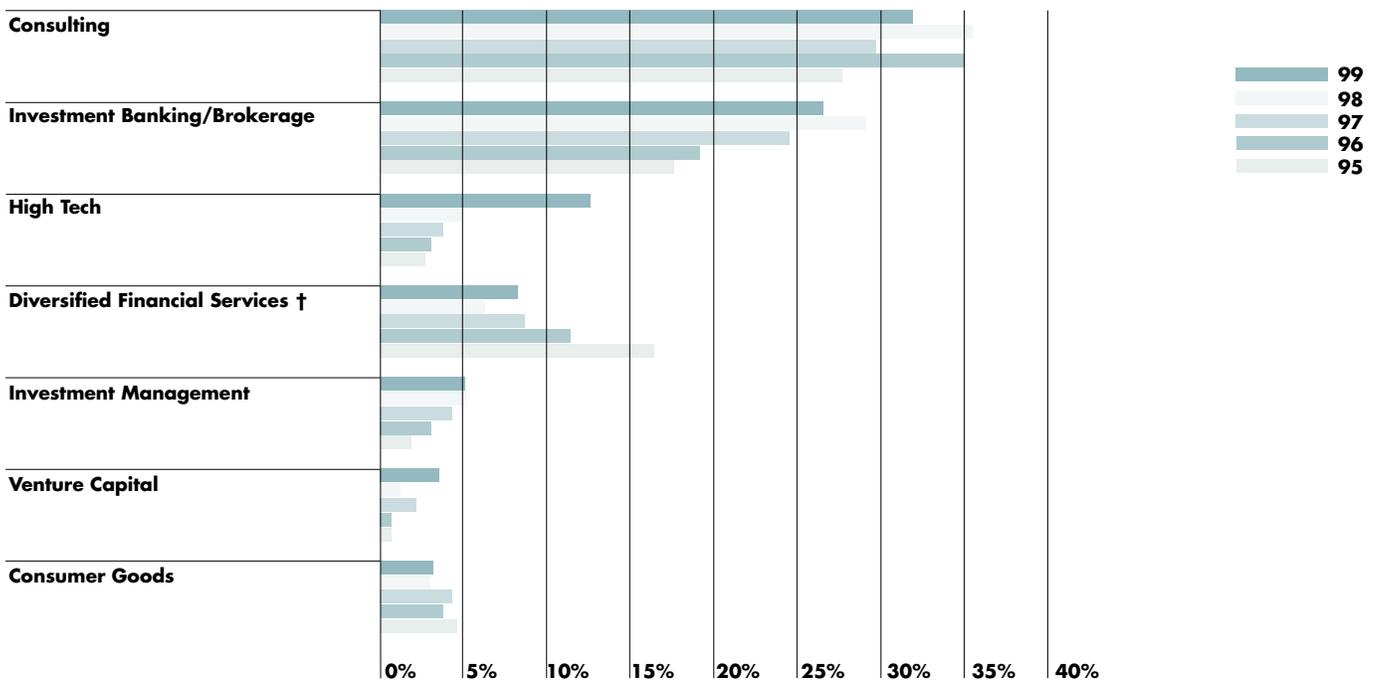
*Wharton adheres to the Graduate Management Admissions Council's definitions of U.S. and International regions.*

*Salaries of graduates employed abroad are given in U.S. dollars calculated on the basis of prevailing exchange rate at the time job acceptance was reported. No adjustments for cost of living, etc. are made. The percentage of respondents choosing Asia include sponsored students returning to their former employers.*

# Industries Chosen by Graduates

- The consulting industry continued to be the largest employer of Wharton MBAs. A dip in accepted offers, 35.5% in 1998 to 31.9% in 1999, accounted for the decline in the service industry. Median annual salary increased from \$92,000 to \$95,000 reflecting the heightened recruiting activity to attract students from competing industries.
- Investment Banking and Investment Management continued to attract Wharton students, accounting for close to a third of the accepted offers.
- High-tech growth accounted for the jump in manufacturing employment. This area continued to capture the attention of many Wharton MBAs as reflected in the increasing numbers of students entering or returning to this industry sector. This year, high-tech careers attracted almost 13% of the graduating class. Software, the Internet, and multimedia are the ever-growing target of MBAs worldwide.
- Venture Capital/Private Equity employed more Wharton graduates than ever, increasing from 1.2% to 3.6% in 1999.
- Both energy and utilities industry employment increased this year. Rapid change stemming from deregulation issues has created an increased need within these companies for people with strong financial and strategic skills.

## Major Industries Chosen by Graduates 1995-1999



† Includes Commercial Banking

## Industries Chosen by Graduates

Percent of Class		Industry	Salary Range 1999	Median 1999	Median Sign-On Bonus
1998	1999				
85.1	82.4	Services	33,361 - 165,000	80,000	20,000
13.9	17.4	Manufacturing	50,000 - 150,000	78,000	15,000
<b>Leading Industries</b>					
35.5	31.9	Consulting	50,000 - 165,000	95,000	25,000
29.1	26.5	Investment Banking/Brokerage	50,000 - 100,000	75,000	20,000
6.3	12.6	High-Tech †	50,000 - 105,000	80,000	16,750
5.2	5.1	Investment Management	40,000 - 130,000	85,000	15,000
4.5	5.1	Diversified Financial Services	65,000 - 100,000	75,000	20,000
1.2	3.6	Venture Capital	60,000 - 140,000	80,000	20,000
3.0	3.2	Consumer Goods	70,000 - 150,000	72,000	15,000
1.8	3.2	Commercial Banking	50,000 - 90,000	75,000	20,000
2.0	1.9	Pharmaceuticals//Biotech/Health Products	72,000 - 100,000	78,000	15,000
0.7	1.2	Health Care Services	33,361 - 130,000	60,000	15,000

† When high-tech services (including telecommunications and media services) is combined with high-tech manufacturing industries (including software, the Internet, multimedia, computer hardware, semiconductors, and technology related consumer products), the percentage of Wharton graduates entering a high-tech industry is 11.2%. Including entrepreneurs starting technology-related businesses, the percentage is 12.6%.

Sign-on bonuses are only published if 50% or more of the offers in a given category were reported as including a sign-on bonus. Categories representing less than 0.3% are not included here.

*In addition to the top industries listed above, students from the Class of 1999 accepted positions in a wide range of service and manufacturing industries. Salary Statistics are not released for categories representing less than 1% of all respondents.*

### Services

Advertising/Marketing Services  
Education  
Entertainment  
Government/Not-for-Profit  
Insurance  
Law  
Real Estate  
Retail/Fashion  
Import/Export/International Trade  
Transportation Services  
Utilities  
Wholesale  
Widely Diversified Services

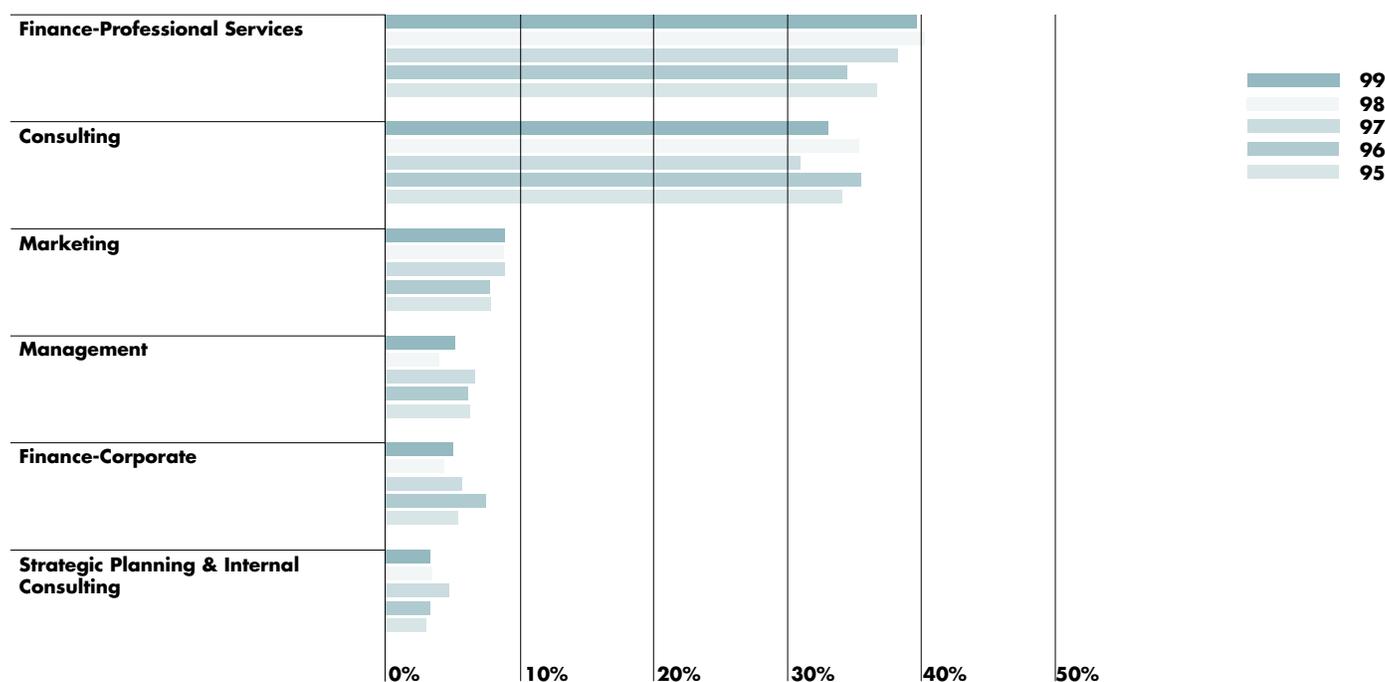
### Manufacturing

Agribusiness  
Chemicals  
Extractive Minerals  
Forest Products/Packaging  
Highly Diversified  
Petroleum/Energy  
Printing/Publishing  
Automobile/Transportation  
Equipment

## Functions Chosen by Graduates

- Finance continued to dominate the Wharton hiring landscape. All finance — corporation and banking — totaled 44.5% for the Class of 1999.
- Sales and Trading reflected the global market weakness with a significant dip from 8.6 to 5.5% of the class.
- Graduates pursuing Venture Capital more than doubled from 2.3% to 5.2% last year consistent with the growth in the Private Equity arena.
- Marketing held steady at 8.8%. The largest component, 6.6% entered brand/product management and roughly 3.0% went to consumer goods companies. Salaries overall have inched up from a median of \$72,500 last year to \$75,000 in 1999.
- Health Care Management/Services bumped up slightly from 0.4% last year to 1.7% this year. Salary median increased from \$75,000 to \$77,500, although this function reflected a wide range of compensation: \$33,500 — \$130,000.
- High-tech is a broad label, and every industry sector included a component of high technology in the form of a business unit, division, or department. Among graduates, 18% reported that their position included high-tech responsibility.

### Functions Chosen by Graduates 1995-1999



## Functions Chosen by Graduates

Percent of Class		Industry	Salary Range 1999	Median 1999	Sign-On Bonus
1998	1999				
<b>35.3</b>	<b>33.0</b>	<b>Consulting</b>	<b>50,000 - 165,000</b>	<b>95,000</b>	<b>25,000</b>
31.4	30.2	General/Strategic Management	50,000 - 165,000	95,000	25,000
2.0	1.6	Health Care	90,000 - 105,000	97,500	25,000
1.8	0.8	Other*			
<b>4.3</b>	<b>4.9</b>	<b>Finance — Corporate</b>	<b>50,000 - 125,000</b>	<b>75,000</b>	<b>20,000</b>
3.8	3.7	Analysis/Investments/Treasury	60,000 - 125,000	75,000	20,000
0.3	0.4	Control/Accounting*			
0.3	0.4	Real Estate*			
<b>40.2</b>	<b>39.6</b>	<b>Finance — Professional Services</b>	<b>40,000 - 160,000</b>	<b>75,000</b>	<b>20,000</b>
19.7	20.2	Corporate Finance	50,000 - 100,000	75,000	20,000
8.6	5.5	Sales and Trading	70,000 - 160,000	75,000	20,000
5.6	5.4	Investment/Portfolio Management	40,000 - 100,000	82,000	20,000
2.3	5.2	Venture Capital	60,000 - 140,000	80,000	20,000
2.2	2.6	Investment Research	65,000 - 90,000	75,000	20,000
1.9	0.7	Real Estate (banking)*			
<b>3.9</b>	<b>5.1</b>	<b>Management</b>	<b>33,361 - 150,000</b>	<b>80,000</b>	<b>20,000</b>
2.7	3.4	General/Project Management	55,000 - 150,000	90,000	20,000
0.4	1.6	Health Care Management/Services	33,361 - 130,000	77,500	20,000
<b>8.7</b>	<b>8.8</b>	<b>Marketing</b>	<b>65,000 - 100,000</b>	<b>75,000</b>	<b>15,000</b>
7.3	6.6	Brand/Product Management	65,000 - 90,000	72,000	15,000
2.7	2.9	Consumer Goods	65,000 - 74,700	72,000	15,000
3.0	2.2	High-Tech	70,000 - 90,000	85,750	20,000
0.7	1.4	Product Development	65,000 - 100,000	81,500	15,000
0.7	1.1	Financial Services	65,000 - 75,000	75,000	10,000
0.4	0.4	Sales*			
0.3	0.3	Market Research*			
1.0	0.3	Pharmaceutical*			
<b>3.4</b>	<b>3.2</b>	<b>Strategic Planning/Internal Consulting</b>	<b>40,000 - 130,000</b>	<b>80,000</b>	<b>20,000</b>
<b>2.1</b>	<b>2.2</b>	<b>Other</b>	<b>72,000 - 105,000</b>	<b>87,500</b>	<b>20,000</b>

\* Salary Statistics are not released for categories representing less than 1% of all hires. Sign-on bonuses are only published if 50% or more of the reported offers indicated the receipt and amount of a sign-on bonus. Categories representing less than 0.3% are not included here.

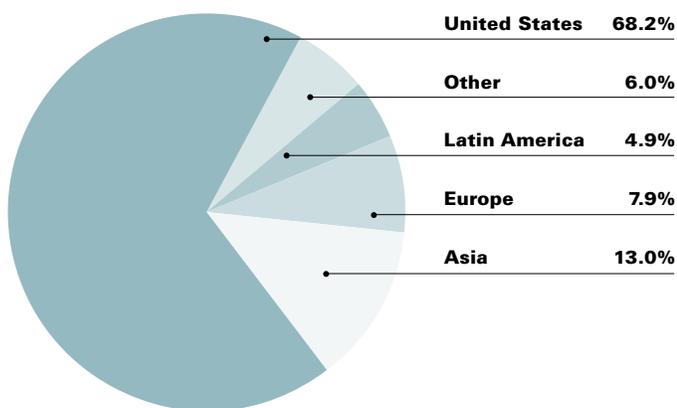
## Class Profile

Class of 2000	Total	Percent of Class
<b>Number of First-Year Students</b>	<b>770</b>	<b>100.0%</b>
<b>Women</b>	<b>236</b>	<b>30.6%</b>
<b>Minority</b>	<b>140</b>	<b>18.0%</b>
<b>International</b>	<b>243</b>	<b>31.5%</b>
<b>Average Age at Summer Employment was 29</b>		
<b>First-Year Reporting Job Offers</b>	<b>743</b>	<b>97.0%</b>
<b>First-Year Reporting Job Acceptances*</b>	<b>720</b>	<b>93.5%</b>
<b>First-Years Continuing Their Education</b>	<b>10</b>	<b>1.3%</b>
<b>First-Years Not Responding to the Survey</b>	<b>0</b>	<b>0.0%</b>

The numbers above include information received as of July 15, 1999.

\* Job acceptances include students who are company sponsored (4.5%), starting their own business (1%), or working for a family business (0.4%).

## Geographic Origins of Summer Interns 1999



## Locations Chosen by Summer Interns

Percent		Region	Salary Range	Median
1998	1999		1999	1999
<b>79.4</b>	<b>80.9</b>	<b>United States</b>	<b>450 - 14,400</b>	<b>6,250</b>
<b>46.8</b>	<b>43.9</b>	<b>Northeast</b>	<b>450 - 14,400</b>	<b>6,250</b>
36.4	32.5	New York	450 - 14,400	6,250
4.5	5.4	Boston	3,000 - 9,100	6,500
<b>12.0</b>	<b>11.6</b>	<b>Mid-Atlantic</b>	<b>450 - 12,100</b>	<b>5,280</b>
7.1	7.0	Philadelphia	450 - 12,100	5,000
2.3	2.0	Washington, D.C.	2,000 - 8,167	7,000
<b>2.1</b>	<b>2.6</b>	<b>South</b>	<b>1,000 - 8,750</b>	<b>5,650</b>
1.0	1.3	Atlanta	1,000 - 8,750	6,400
<b>7.0</b>	<b>6.3</b>	<b>Midwest</b>	<b>4,000 - 9,000</b>	<b>5,450</b>
2.4	1.7	Chicago	4,000 - 9,000	7,500
<b>2.9</b>	<b>3.2</b>	<b>Southwest</b>	<b>4,000 - 9,000</b>	<b>5,500</b>
1.5	1.3	Houston	5,000 - 9,000	5,500
<b>8.6</b>	<b>13.1</b>	<b>West</b>	<b>1,000 - 9,500</b>	<b>5,950</b>
4.2	6.6	San Francisco	1,000 - 9,500	5,900
2.8	3.4	Los Angeles	1,250 - 9,000	5,667
<b>20.4</b>	<b>19.0</b>	<b>Abroad</b>	<b>1,400 - 10,000</b>	<b>6,350</b>
10.0	8.3	Europe	1,400 - 9,500	6,915
9.4	7.9	Western Europe	1,400 - 9,500	6,832
6.8	6.2	Asia	1,400 - 10,000	6,100
2.3	3.2	Central/South America/Mexico	1,500 - 8,500	4,500

Salaries of interns employed abroad are given in U.S. dollars calculated on the basis of prevailing exchange rates at the time job acceptance were reported. No adjustments for cost of living, etc. are made. The percentage of respondents choosing Asia include sponsored students returning to their former employers.

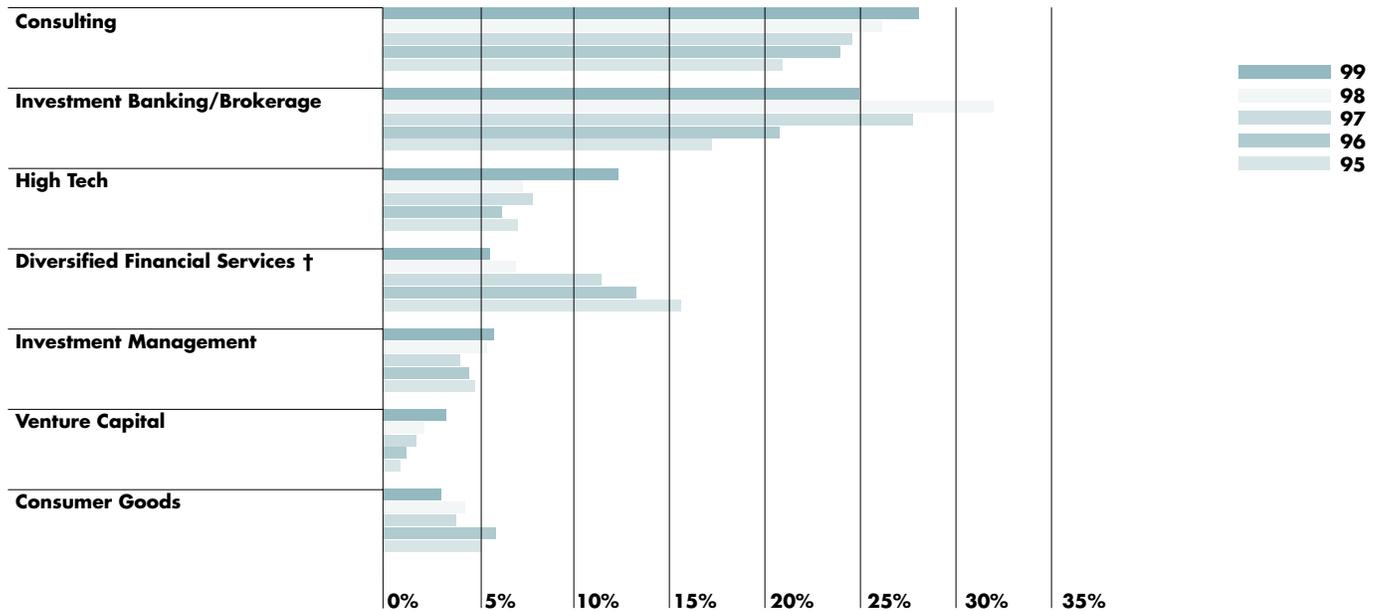
**Salary Statistics are not released for categories representing less than 1% of all hires, although Wharton MBA selected diverse locations for their summer internships:**

Austin	Dallas/	Salt Lake City	Africa
Baltimore	Ft. Worth	San Diego	Australia
Charlotte	Miami	Seattle	Canada
Cleveland	Minneapolis/	Wilmington	Eastern Europe
Cincinnati	St. Paul		

# Industries Chosen by Summer Interns

- Students continue to enter a wide variety of industries reflecting their different interests and backgrounds. Wharton MBA interns accepted positions in 52 industries this year.
- Mirroring the trend of the graduating class, the Consulting industry hired the highest percentage of 1999 interns, followed closely by Investment Banking/Brokerage and Manufacturing-related industries (including High-Tech).
- Summer employment highlights included a significant increase in High-Tech internships — from 7.1% to 12.2%.
- Although Investment Banking as a functional category continued to be one of the most popular at Wharton, summer internships in Investment Banking dropped to 24.9% from 31.9% in 1998. Some of this can be attributed to the explosive growth in the high-tech sector, accompanied by a dip in Sales and Trading. To a lesser extent, it speaks to the broadening of the financial sector to include growing interest in investment management, venture capital and private equity.

## Industries Chosen by Summer Interns 1995-1999



† Includes Commercial Banking

## Industries Chosen by Summer Interns

Percent of Class		Industry	Monthly Salary Range	Median
1998	1999		1999	1999
80.3	76.8	Services	450 - 14,400	6,250
18.9	23.2	Manufacturing	1,000 - 12,100	5,200
<b>Leading Industries</b>				
26.1	28.0	Consulting	450 - 10,000	7,985
31.9	24.9	Investment Banking/Brokerage	1,400 - 14,400	6,250
7.1	12.2	High-Tech†	1,000 - 12,100	5,250
5.4	5.8	Investment Management	1,250 - 10,000	6,000
2.5	3.4	Pharmaceuticals//Biotech/Health Products	4,000 - 10,000	5,400
5.2	3.4	Diversified Financial Services	1,400 - 7,800	5,417
2.1	3.3	Venture Capital	1,000 - 12,100	5,250
4.2	3.0	Consumer Goods	4,000 - 6,500	5,000
1.7	2.2	Commercial Banking	1,480 - 6,250	6,000
1.6	2.1	Automobile/Transportation Equipment	2,000 - 6,500	5,313
1.7	2.0	Entertainment	1,300 - 6,000	4,000

† When high-tech services (including telecommunications and media services) is combined with high-tech manufacturing industries (including software, the Internet, multimedia, computer hardware, semiconductors, and technology related consumer products), the percentage of Wharton summer interns entering a high-tech industry is 12.2%.

Sign-on bonuses are not reported for summer internships. 18.8% of the respondents indicated that the employment offers they accepted included a sign-on bonus.

*In addition to the top industries listed above, students from the Class of 2000 accepted positions in a wide range of service and manufacturing industries. Salary statistics are not released for categories representing less than 1% of all respondents.*

### Services

Computer Related Services  
Education  
Government/Not-for-Profit  
Health Care Services  
Insurance  
Law  
Media Services (not print)  
Real Estate  
Retail/Fashion  
Import/Export/International Trade  
Utilities  
Widely Diversified Services

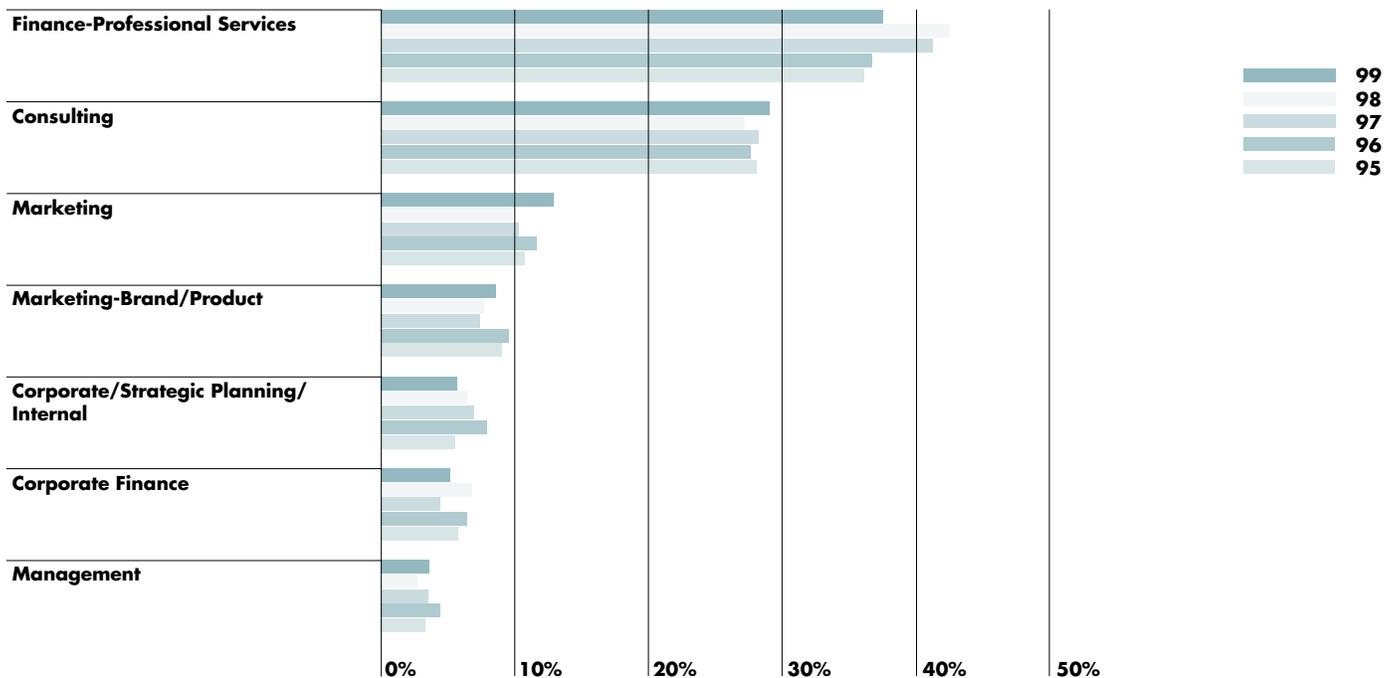
### Manufacturing

Aerospace  
Chemicals  
Construction  
Extractive Minerals  
Forest Products/Packaging  
Highly Diversified  
Petroleum/Energy  
Printing/Publishing

## Functions Chosen by Summer Interns

- Finance retained its stronghold as the function of choice for interns, despite an overall decline of around 5%. Venture Capital, Investment/Portfolio Management and Investment Research all experienced increases in percentages of Wharton MBAs as summer interns.
- Consulting continues its decade-long upward summer hiring trend by increasing its percentage of interns from 27% to 29% over the past year — a record for this industry.
- The Marketing function had a significant increase this year — from 9.8% to 12.9% - generated by a higher percentage of interns entering Brand/Product Management and Market Research.
- Management increased 1% due to the demand by the High-Tech sector for Project Management summer interns.
- The considerable decrease in Sales and Trading positions owes to the volatility exhibited by world markets in the past year.

### Major Functions Chosen by Summer Interns 1995-1999



## Functions Chosen by Summer Interns

Percent of Class		Function	Monthly Salary Range 1999	Median 1999
1998	1999			
<b>27.2</b>	<b>29.0</b>	<b>Consulting</b>	<b>450 - 10,000</b>	<b>7,917</b>
25.0	26.3	General/Strategic Management	450 - 10,000	7,985
0.8	2.1	Other	1,500 - 8,667	4,000
1.1	0.5	Health Care*		
<b>6.8</b>	<b>5.1</b>	<b>Finance — Corporate</b>	<b>1,225 - 6,500</b>	<b>5,325</b>
5.2	4.5	Analysis/Investments/Treasury	1,225 - 6,240	5,313
0.5	0.3	Control/Accounting*		
0.7	0.1	Real Estate*		
<b>42.6</b>	<b>37.6</b>	<b>Finance — Professional Services</b>	<b>1,000 - 14,400</b>	<b>6,250</b>
19.1	18.1	Corporate Finance	1,400 - 14,400	6,250
11.0	5.5	Sales and Trading	1,440 - 8,000	6,250
4.7	5.1	Investment/Portfolio Management	1,250 - 10,000	6,000
3.4	5.0	Venture Capital	1,000 - 12,100	5,443
2.8	3.2	Investment Research	2,000 - 6,500	6,000
1.6	0.7	Real Estate (banking)*		
<b>2.7</b>	<b>3.6</b>	<b>Management</b>	<b>1,000 - 7,800</b>	<b>5,000</b>
1.3	2.6	General/Project Management	1,000 - 7,800	5,000
1.2	0.5	Health Care Management/Services*		
0.01	0.4	Operations/Production Management*		
<b>9.8</b>	<b>12.9</b>	<b>Marketing</b>	<b>1,000 - 8,333</b>	<b>5,000</b>
7.7	8.6	Brand/Product Management	3,000 - 8,333	5,000
3.6	3.3	Consumer Goods	3,600 - 6,250	5,000
2.4	2.5	High-Tech	3,000 - 6,250	5,000
1.3	1.7	Product Development	1,000 - 7,500	5,000
0.6	1.6	Market Research	3,000 - 7,000	4,750
1.2	1.5	Financial Services	4,000 - 6,250	5,000
0.5	1.1	Pharmaceutical	4,500 - 8,333	5,240
0.0	0.8	Sales*		
<b>6.4</b>	<b>5.7</b>	<b>Strategic Planning/Internal Consulting</b>	<b>2,000 - 8,333</b>	<b>5,250</b>
<b>1.8</b>	<b>3.5</b>	<b>Other</b>	<b>2,400 - 10,000</b>	<b>5,833</b>

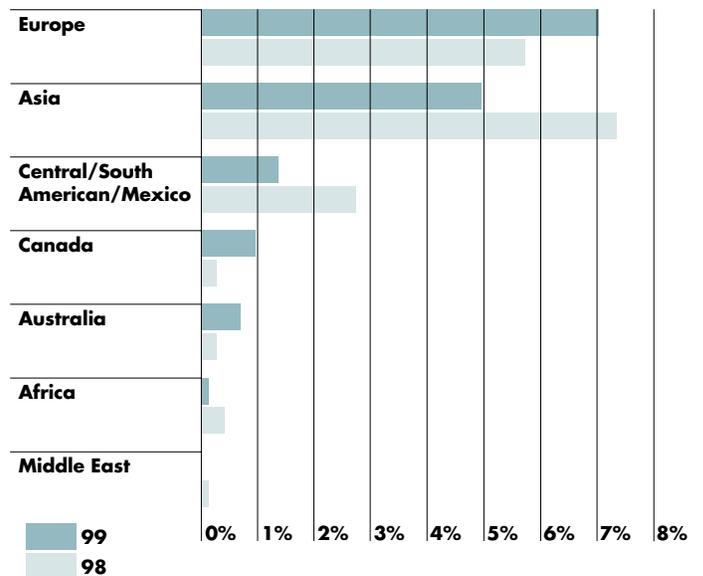
\* Salary Statistics are not released for categories representing less than 1% of all hires. Sign-on bonuses are only published if 50% or more of the reported offers indicated the receipt and amount of a sign-on bonus. Categories representing less than 0.3% are not included here.

### Where Do They Go?

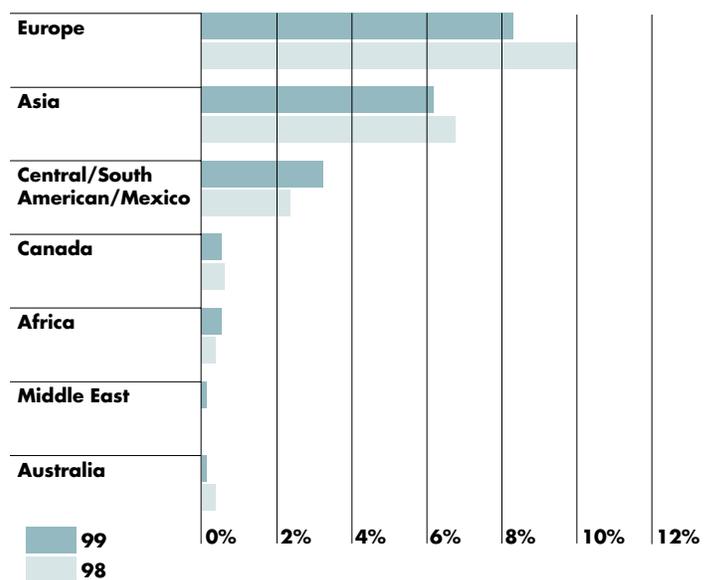
Work locations chosen by Wharton MBAs were influenced by the international economic climate, by the geographic origins of non-U.S. citizens, and by their choices in returning to their home country. Overall, an increase in the number of non-U.S. citizens working outside of their home country and an increase in U.S. citizens working abroad underscores the increasing globalization of Wharton MBAs.

- For the graduating class, interest shifted from Asia to Europe in 1999. For the Class of 2000, Latin America was of significant interest.
- The percentage of U.S. citizens choosing to intern abroad rose from 7% to 8.5%, although the percentage of Wharton graduates with U.S. citizenship choosing to start their postgraduate careers abroad dropped slightly.
- More than 30% of the Class of 1999 and Class of 2000 are non-U.S. citizens, many of whom are gaining international experience by accepting positions in the United States. Non-U.S. citizens accepting permanent positions in the United States increased from 55% to 61% while Non-U.S. citizens accepting summer internships in the United States increased from 47.3% to 57%.
- Nearly 72% of Wharton MBA graduates and summer interns who are non-U.S. citizens chose to work outside of their home country.

#### International Locations Chosen by Graduates



#### International Locations Chosen by Summer Interns



# high-growth employment

## High-Tech Employment Profile

### Class of 1999

- 18% of the Class of 1999 accepted positions with high-tech responsibility.
- 8% accepted jobs with Internet companies.
- More than half of the 23 students who are starting their own businesses are starting internet-based companies.
- The percentage of students doing high-tech/Internet-related work in traditional industries continues to increase, as evidenced below.

Percentage of students with high-tech responsibilities in other industries:

- |                                   |     |
|-----------------------------------|-----|
| • Corporate or Strategic Planning | 35% |
| • Marketing                       | 34% |
| • Venture Capital                 | 32% |
| • General management              | 30% |
| • Consulting                      | 15% |
| • Finance                         | 13% |

### Class of 2000

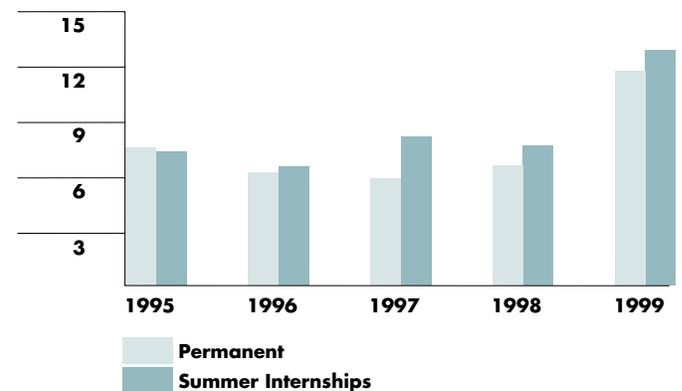
- More than 19% of the Class of 2000 accepted summer internships in high-tech industries.
- Nearly 8% accepted jobs with Internet companies.

*Technology-related companies employing 3 or more Wharton students:*

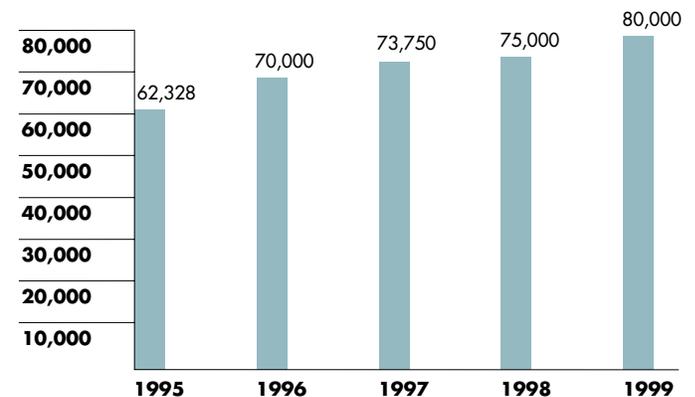
**Amazon.com, Inc.**  
**Asera, Inc.**  
**Dell Computer Corporation**  
**drugstore.com**  
**Hewlett-Packard Company**  
**Intel Corporation**

**Lucent Technologies**  
**Microsoft Corporation**  
**Priceline.com**  
**Siebel Systems, Inc.**  
**Sun Microsystems, Inc.**  
**Vcall**

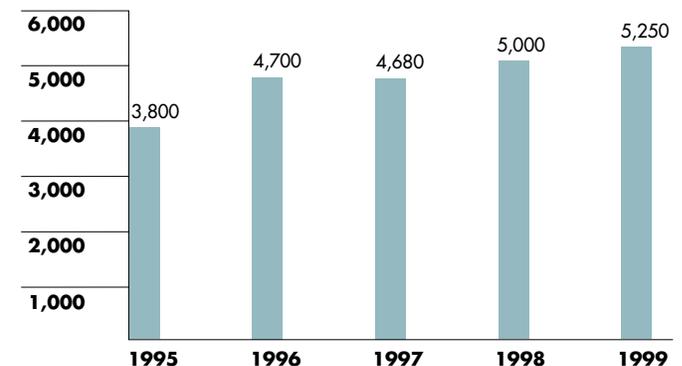
**Number of Students Accepting Positions in High-Tech Industries**



**Median Salaries for Full-Time High-Tech Positions**



**Median Salaries for Summer Internships—High-Tech**

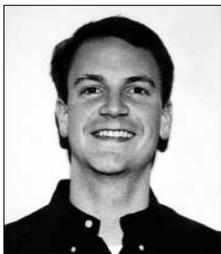


## Venture Capital Employment Profile

Interest in Venture Capital and Private Equity swelled to record levels among the Class of 1999 and 2000. As new firms and funds were introduced, students were drawn to the challenge of assessing investments in companies at varying stages of development. Established firms grew to add new associates while new funds were hiring their first employees.

From the Class of 1999, 26 graduates accepted positions in Venture Capital, and 25 summer interns were hired into the field. Dean Miller, Class of '99, is one such hire.

**Dean Miller**, Pennsylvania Early Stage Partners  
Function: Finance-Venture Capital



**Position Description: Senior Associate**

Sourcing and analyzing business plans, meeting with entrepreneurs, completing due diligence on potential investments, negotiating the terms of investments, working with portfolio companies to help them grow their business and ultimately, helping the company to prepare for either an IPO or sale to another company.

**How Wharton Prepared you:**

“The growing entrepreneurial spirit at Wharton helped to foster my learning for my job in VC, from both an academic and direct-experience perspective. I took a number of entrepreneurship courses that taught me how to write solid business plans, how to create a marketing program for a start-up and especially, how to complete VC deals (the terms, structure, etc.). Since I had so many entrepreneurial classmates, I was also constantly asked by my classmates to review their business plans and provide feedback. This experience was invaluable in preparing me for my day to day responsibilities in the real world. My firm actually just invested in a classmate’s business.”

## Entrepreneur Profile

Interest in entrepreneurship among Wharton MBA students has continued to increase, evidenced by 23 graduates and 8 summer interns reporting business start-ups. Wharton MBAs have focused mainly on technology-related areas such as the Internet and e-commerce. Two graduates from the Class of 1999 are profiled below:

### ImageMine

Industry: Business-to-Business E-commerce

**Maye Chen**, Co-Founder  
**Gregg Spiridellis**, Co-Founder



**Business Description:**

ImageMine will provide data and applications that enable apparel and accessory retailers to offer consumers “truly personalized” online shopping tools.

**How Wharton prepared you:**

“The exposure I had to a broad range of disciplines at Wharton has provided an invaluable foundation for analyzing any business situation. In addition, the Wharton network has opened doors to some of the top companies we are courting. Access to the alumni database alone was worth the tuition!”

— Gregg Spiridellis



## Wharton MBA Career Management Resources on the Web



A wide array of information is available on our web site, including publications, contact information, and resources for students, employers and alumni. Please visit our web site

 <http://MBAcareers.wharton.upenn.edu> for more detailed information on Career Management and Wharton MBAs.

### **For Students**

Policies, Services and Contact Information  
Programs, Workshops, and Career Management Seminar  
Networking sources including Alumni Database, 1999 Summer Directory, and Summer Job Surveys  
Recruiting, Interviewing, MBA Job Opportunities, Master Company Contact List  
Wharton Resume Books, Graduate Division Calendar

### **Industry Information**

### **Recruiters at Wharton**

### **Clubs/Conferences**

### **Internet Resources**

### **Other Wharton Sites**

#### **For Employers**

Establishing a Campus Presence, Best Practices and Industry Liaison Service  
Tips For Effective Employer Information Session; Off-Campus Locations  
Guide to Accommodations and Dining  
Contacts for Recruiting Services and Recruiting Options  
Post a Job for Students and/or Alumni, Post a Summer Reception  
1999-2000 Recruiters Guide; 1999-2000 Academic/Recruiting Calendar  
The Wharton Partnership

#### **For Alumni**

Alumni Job Opportunities and subscription information  
Wharton MBA Alumni Database, Alumni Leadership Conference  
Alumni Regional Clubs and Alumni networking and career related events

#### **Other**

Links to Student Clubs and the Wharton Conference Series

**MBA Career Management MBA Career Management MBA Career Management MBA Career**

**MBA Career Management**

Graduate Division  
The Wharton School  
University of Pennsylvania  
50 McNeil Building  
3718 Locust Walk  
Philadelphia, PA 19104.6209  
215.898.4383 phone  
215.898.4449 fax

**<http://MBACareers.wharton.upenn.edu>**

**On-Campus Recruiting Services**

Graduate Division  
The Wharton School  
University of Pennsylvania  
90 McNeil Building  
3718 Locust Walk  
Philadelphia, PA 19104.6209  
215.898.3220 phone  
215.898.0225 fax

