

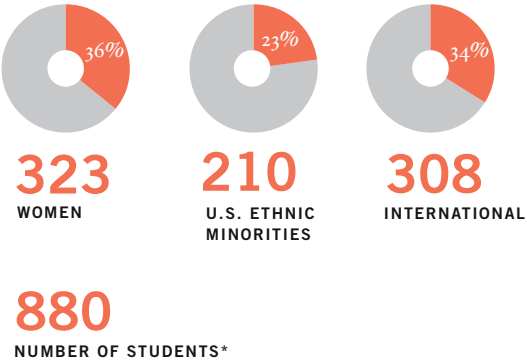
2012–2013 / MBA RECRUITING

1783
STUDENTS,
1783
STORIES

HARVARD | BUSINESS | SCHOOL

NEARLY 1800 INDIVIDUALS, EACH WITH HIS OR HER OWN STORY, INTERESTS, AND VISION FOR THE FUTURE, MAKE UP THE COMMUNITY OF HBS STUDENTS. WITH A MISSION TO EDUCATE LEADERS WHO WILL MAKE A DIFFERENCE IN THE WORLD, HBS THRIVES AS A GREAT PLACE TO FIND MBA TALENT.

CLASS OF 2012 *Student Profile at Matriculation*

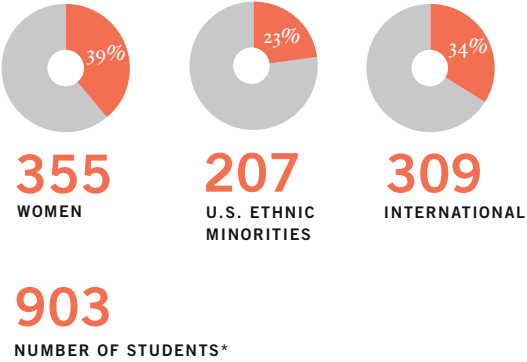


Average Months of Post-College Work Experience	44
Number of Industries Represented	60
Number of Countries Represented	73

UNDERGRADUATE MAJOR

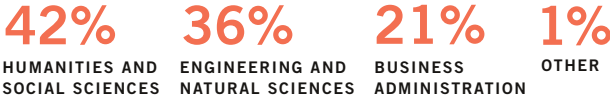


CLASS OF 2013 *Student Profile at Matriculation*



Average Months of Post-College Work Experience	47
Number of Industries Represented	68
Number of Countries Represented	67

UNDERGRADUATE MAJOR



*Total number of students as of May 2012





JOHN ROGERS

MBA 2012

“It is in the moment when you recognize that an MBA from HBS is not just a degree, but a responsibility to create value in the world beyond what is expected of most.”

HOME REGION

Spartanburg, South Carolina

UNDERGRADUATE EDUCATION

North Carolina State University

PREVIOUS EXPERIENCE

Engineer at Caterpillar, Inc.

HBS ACTIVITIES

Social Enterprise Club

SUMMER INTERNSHIP

Fellow at Root Capital, Tanzania

POST-HBS POSITION

Global Procurement Raw Materials Manager at
Anheuser-Busch InBev, Belgium

CURRICULUM INNOVATIONS

The case method forms the foundation of HBS's approach to teaching and learning. HBS introduced a year-long FIELD course to complement the case method which focuses on leadership intelligence, global value creation, and the design and launch of a microbusiness. A noteworthy portion of FIELD is the required global immersion experience in January. Last year, first-year students traveled to emerging markets including China, India, Poland, Ghana, Argentina and South Africa.

FIELD

1: FIELD FOUNDATIONS

RESHAPED HOW STUDENTS THINK, ACT AND SEE THEMSELVES, ENCOURAGING THEM TO DEVELOP A GROWING AWARENESS OF THEIR OWN LEADERSHIP STYLES

2: GLOBAL INTELLIGENCE

IMMERSED STUDENTS IN 152 PROJECTS IN 13 CITIES

3: INTEGRATIVE INTELLIGENCE

CHALLENGED 150 GROUPS OF 6 STUDENTS TO DESIGN AND LAUNCH A MICROBUSINESS

➤ FOLLOW @HBSRECRUITMBA
and get to know our students, our office, our School.



TRICIA LEE
Roseville, California, MBA 2013

"I've always dreamt of not only working in the entertainment industry, but changing the way people experience it through technology and new formats."

42%

SECOND-YEAR STUDENTS ACCEPTED FULL-TIME OFFERS FROM THEIR SUMMER INTERNSHIP EMPLOYERS

76%

SECOND-YEAR STUDENTS CHANGED INDUSTRIES

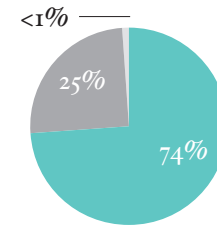
80%

FIRST-YEAR STUDENTS CHANGED INDUSTRIES

*All employment and compensation information is self-reported. All figures in this report are rounded to the nearest whole number; therefore, totals do not always equal 100%. All compensation data is reported in U.S. dollars. Compensation is not listed for categories reported by less than 1% of students seeking employment. Other guaranteed compensation includes only those offer components that are guaranteed; it does not include bonuses, reimbursements, profit sharing, 401(k) match, stock and/or stock options, etc.

MBA Career & Professional Development conforms to the MBA Career Services Council Standards for Reporting MBA Employment Statistics.

CLASS OF 2012 *Employment Profile*



655

SOUGHT EMPLOYMENT

222

DID NOT SEEK EMPLOYMENT

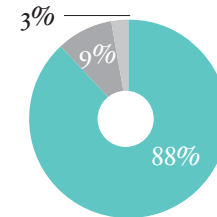
15% Company Sponsored
7% Starting Own Business
1% Continuing Education
1% Postponed Job Search
2% Other

3

NO INFORMATION AVAILABLE

880 TOTAL NUMBER OF STUDENTS

CLASS OF 2013 *Employment Profile*



795

SOUGHT EMPLOYMENT

83

DID NOT SEEK EMPLOYMENT

3% Company Sponsored
4% Starting Own Business
<1% Continuing Education
1% Other

25

NO INFORMATION AVAILABLE

903 TOTAL NUMBER OF STUDENTS



CYNTHIA SAMANIAN

MBA 2012

“Many students at HBS are incredibly excited to take risks and pursue their passion for entrepreneurship. I have plenty of friends who are starting their own companies, and several others who are interested in joining smaller, early-stage startups.”

HOME REGION

Seattle, Washington

UNDERGRADUATE EDUCATION

University of Washington

PREVIOUS EXPERIENCE

Financial Analyst at GE Energy

HBS ACTIVITIES

Entrepreneurship Club, TechMedia Club, Startup Tribe, Business Plan Competition

SUMMER INTERNSHIP

Business Intern at Path Inc., San Francisco, California

POST-HBS POSITION

Business Manager at Path Inc., San Francisco, California

ENTREPRENEURSHIP AT HBS

Whether discussing cases in “The Entrepreneurial Manager” class, working on a microbusiness in FIELD 3: Integrative Intelligence, participating in an Entrepreneurship Club activity, working at the Harvard Innovation Lab or taking part in a Rock Center workshop, HBS students are surrounded by entrepreneurial thought and action, preparing them for a career as a successful entrepreneur or as an intrapreneur managing in today’s global business world.

6%

FIRST- AND SECOND-YEAR STUDENTS ACCEPTED FULL-TIME OR INTERNSHIP POSITIONS AT A STARTUP

550

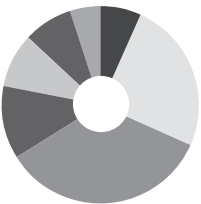
STUDENTS IN THE ENTREPRENEURSHIP CLUB

➤ COMPLETE EMPLOYMENT DATA for the Classes of 2012 and 2013, along with a list of recruiting partners, can be found at www.hbs.edu/recruiting/mba/data-and-statistics.

EMPLOYMENT *By Industry*

25%	Consulting	3%	Nonprofit/Government
3%	Consumer Products	4%	Other Financial Services
3%	Entertainment/Media	4%	Retail
7%	Healthcare	2%	Services (includes Real Estate)
7%	I-Banking	12%	Technology
8%	I-Management/Hedge Funds	16%	VC/PE/LBO
7%	Manufacturing		

EMPLOYMENT *By Function*



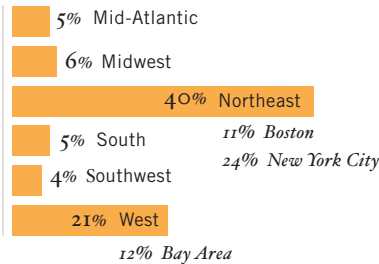
7%	Business Development
25%	Consulting
35%	Finance
12%	General Management
9%	Marketing
8%	Strategic Planning
5%	Other



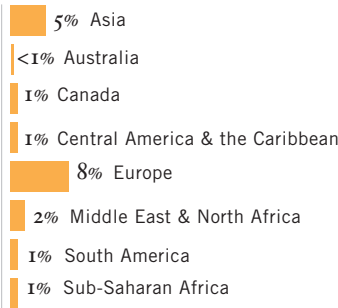
MATT BOYS
London, United Kingdom, MBA 2013

“HBS does not teach answers to problems, but gives you tools you can use to solve many different problems.”

EMPLOYMENT *By Location*



80%
UNITED STATES



20%
INTERNATIONAL

COMPENSATION

	Median Base Salary	Median Signing Bonus	Median Other Guaranteed Compensation
Consulting	\$135,000	\$20,000	\$20,000
Consumer Products	99,500	25,000	n/a
Entertainment/Media	110,000	15,000	n/a
Healthcare	120,000	15,000	39,375
I-Banking	100,000	40,000	8,750
I-Management/Hedge Funds	130,000	30,000	100,000
Manufacturing	115,000	25,000	n/a
Nonprofit/Government	90,000	n/a	1,500
Other Financial Services	100,000	20,000	37,615
Retail	100,000	10,500	n/a
Services (includes Real Estate)	111,000	15,000	n/a
Technology	117,000	20,000	12,000
VC/PE/LBO	150,000	27,500	150,000
All Industries	\$120,000	\$20,000	\$35,000

70% RECEIVED A SIGNING BONUS

21% RECEIVED OTHER GUARANTEED COMPENSATION



ROBERT LEKE

MBA 2012

“If you truly want to see change in those environments that are less privileged today, you have to find individuals who are motivated to change those environments—not necessarily those who have the most resources to change the environment.”

HOME REGION

Yaounde, Cameroon

UNDERGRADUATE EDUCATION

Massachusetts Institute of Technology

PREVIOUS EXPERIENCE

Investment Analyst at TransCentury Ltd

HBS ACTIVITIES

Africa Business Club, Social Enterprise Club,
Venture Capital & Private Equity Club

SUMMER INTERNSHIP

Investment Intern at Allan Gray Limited, Cape Town,
South Africa

POST-HBS POSITION

Senior Associate at Tana Africa Capital, South Africa

CONNECTING WITH STUDENTS

There are many ways to connect with HBS students including visiting campus to deliver presentations, interviewing students at your headquarters and attending a student-led conference. Collaborating with a student club is an excellent way to meet a targeted group of students. Career Treks, student-led conferences and club resume books are just a few of the ways an organization can partner with a club to meet a group of students with interests aligned with the organization. Independent projects also provide organizations with the opportunity to connect with students while having real-world business challenges tackled.

48

COMPLIMENTARY CLUB RESUME BOOKS AVAILABLE

27

STUDENT CONFERENCES

29

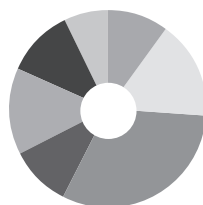
CLUB CAREER TREKS

➤ **WATCH OUR STUDENT PROFILES** to learn more about the diversity of our students' backgrounds and career interests at hbs.edu/recruiting/mba/the-hbs-advantage.

EMPLOYMENT *By Industry*

15%	Consulting	5%	Nonprofit/Government
7%	Consumer Products	3%	Other Financial Services
5%	Entertainment/Media	5%	Retail
5%	Healthcare	3%	Services (includes Real Estate)
8%	I-Banking	19%	Technology
9%	I-Management/Hedge Funds	11%	VC/PE/LBO
6%	Manufacturing		

EMPLOYMENT *By Function*



10%	Business Development
16%	Consulting
31%	Finance
10%	General Management
14%	Marketing
11%	Strategic Planning
7%	Other

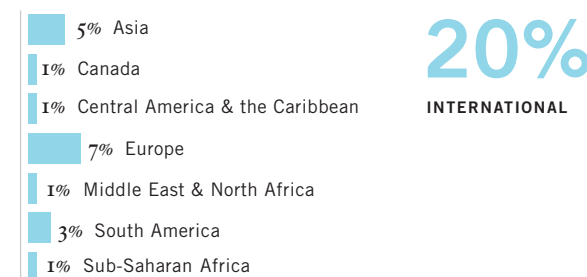
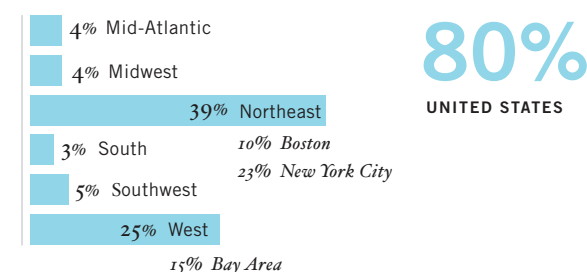


TIFFANY NIVER
Omaha, Nebraska, MBA 2012

"One thing I think HBS does well is teach us to think big, think beyond ourselves, and empowers us to have the confidence and competence to enact change around us. For me, I think this will be in the area of technology and pushing forward the envelope and innovation in consumer-facing technology businesses."

CLASS OF 2013 INTERNSHIP DATA

EMPLOYMENT *By Location*



COMPENSATION

	Median Monthly Base Salary	Median Other Guaranteed Compensation
Consulting	\$10,500	\$3,250
Consumer Products	6,000	5,000
Entertainment/Media	3,000	n/a
Healthcare	6,400	4,000
I-Banking	8,333	2,000
I-Management/Hedge Funds	9,000	2,500
Manufacturing	6,900	1,227
Nonprofit/Government	4,800	n/a
Other Financial Services	5,000	n/a
Retail	4,800	n/a
Services (includes Real Estate)	5,000	n/a
Technology	6,600	2,000
VC/PE/LBO	6,000	2,000
All Industries	\$7,000	\$2,500

13% RECEIVED OTHER GUARANTEED COMPENSATION



NAIYYA SAGGI

MBA 2012

“I believe core aspects of best practices can be shared between the private and public sector, between geographies and among governments. I can’t wait to radically improve the dialogue among stakeholders and decision-makers, to get to a stage of universal, quality healthcare, further and faster.”

HOME REGION

Mumbai/Calcutta, India

UNDERGRADUATE EDUCATION

National Law School of India University

PREVIOUS EXPERIENCE

Executive Aide to President at Public Health Foundation of India, Consultant at McKinsey & Company

HBS ACTIVITIES

Harvard-India Conference, Social Enterprise Conference, Healthcare Club, Management Consulting Club

SUMMER INTERNSHIP

Summer Intern at Department of Health - Policy and Planning for The UNICEF Headquarters, New York, NY

POST-HBS POSITION

Consultant at The Bridgespan Group, Boston

GLOBAL INTEREST ON THE RISE

To complement HBS's vast global footprint, the School launched a global component of the new FIELD course which took 900 first-year students around the globe. Additionally, 116 second-year students participated in an Immersion Experience Program. In 2011, more than 40 percent of all research and more than 50 percent of all new cases dealt with global issues and settings. All of these factors speak to the ongoing interest in the global business community here at HBS.

20%

FIRST- AND SECOND-YEAR STUDENTS ACCEPTING POSITIONS OUTSIDE OF THE US

1113

STUDENTS WITH EXPERIENCE WORKING OUTSIDE OF THE US

49%

FIRST- AND SECOND-YEAR INTERNATIONAL STUDENTS ACCEPTING POSITIONS IN THE US

➤ **TAKE A CLOSER LOOK** at recruiting strategies and fast facts on students with an interest in your specific industry or location. A Closer Look strategies for healthcare, consumer packaged goods, Latin America and more industries and locations can be found at www.hbs.edu/mba/recruiting-strategies.

RECRUITING STRATEGIES

Our office strives to make recruiting at HBS a seamless experience for your team. While all HBS recruiting options are available to your organization, below are suggestions based on the needs of your company. Contact our office to strategize which opportunities make the most sense for your organization.

	INTEREST IN RECRUITING ON-CAMPUS	RECRUITING REMOTELY	GLOBAL OPPORTUNITIES	START UPS	HIGHLY TARGETED SEARCHES	CREATING AWARENESS AMONG LARGER GROUPS OF STUDENTS	LIMITED RECRUITING BUDGETS
CONNECT WITH A STUDENT CLUB Activities organized by student clubs include distinguished speakers, educational events, conferences and career fairs.	★	★	★	★	★	★	★
ENGAGE IN FIELD-BASED LEARNING Organizations benefit from sponsoring an Independent Project in which students tackle real world business challenges.		★	★	★			★
HOLD A COMPANY PRESENTATION Company Presentations are offered throughout the year for first- or second-year students, providing recruiters with a forum to educate students about the opportunities at your organization.	★					★	
INTERVIEW ON-CAMPUS Our office can help manage your interview schedule and facilitate your event, all at no cost to your organization.	★				★		
PARTICIPATE IN RECRUITING EVENTS A wide variety of networking events enable you to meet students and market opportunities at your organization. Events are directed towards first- or second-year students, allowing companies to network with or present to a targeted audience.	★					★	
POST A JOB IN CAREER HUB Students have the ability to search job postings in Career Hub via criteria including industry, function and location, providing your company with an easy way to target students with interest in your organization.	★	★	★	★	★	★	★
REQUEST A RESUME BOOK Identify individual candidates who meet your needs by searching our student resume database.		★	★	★	★		★
VIDEO CONFERENCING Video conferencing is a great option for employers who cannot travel to campus to interview students. Students can access our facilities 24 hours a day, 7 days a week.		★	★	★	★		★

MBA Career & Professional Development
Wilder House
Soldiers Field
Boston, MA 02163-1317

617.495.6232
mbacareers@hbs.edu
@HBSRecruitMBA

WWW.HBS.EDU/RECRUITING/MBA



Recruit

MBA STUDENTS Hire current students for your summer or full-time positions.

ALUMNI Connect with HBS alumni for your immediate hiring needs.



Learn

MBA PROGRAM Encourage your employees to apply to HBS.

EXECUTIVE EDUCATION Continue your lifelong learning at HBS.

HARVARD BUSINESS PUBLISHING Access content from the world's top business minds.



Engage

MBA PROGRAM To increase your brand awareness on campus, collaborate with a student club or become a Global Partner for FIELD.

CORPORATE GIVING Enhance your firm's relationship with HBS.

ALUMNI CLUBS Network with alumni around the globe on a wide range of business and social levels.