

2005 Employment Report



COLUMBIA
BUSINESS
SCHOOL



Office of MBA Career Services

Even before my appointment as dean in July 2004, my 16 years as a professor at Columbia Business School convinced me that our students consistently demonstrate initiative, intellectual curiosity and the ability to make connections between their real-world experience and the ideas we discuss in the classroom.



LEADERSHIP

A highly competitive admissions process—only 15 percent of applicants make the cut—ensures that every student has a distinguished academic and professional track record. Employers report that Columbia MBAs hit the ground running and have the “street smarts” and leadership skills needed to become effective midlevel and senior managers. Employers also tell us that our graduates have a reputation for teamwork and for being energetic, down-to-earth colleagues with a collaborative, can-do attitude.

DIVERSITY AND COMMUNITY

Consistently ranked among the world’s top business schools, Columbia attracts an accomplished and diverse student body with an average of five years of pre-MBA work experience. Students come to the School from every corner of the globe and every possible background. At Columbia, they learn and grow through participation in a vibrant community of fellow students, alumni, faculty members and administrators. Backed by this support network, our graduates go on to succeed in a wide range of organizations—from start-ups to Fortune 500 companies to government agencies and nonprofits.

“My Columbia MBA provided me with the context and perspective to understand the economic forces that drive structural change, both in my own industry and in others. As a result, I feel I am better positioned to capitalize on change when it does occur.”

—Erika Karp MBA '91
Managing Director,
Global Head of Equity Research Product Management
UBS Securities

Why Hire Columbia MBAs?

“I thrive in the fluid environment of Silicon Valley not only because of the Columbia MBA curriculum but also my interactions with the Business School community. I am able to effectively communicate up and down the chain of command and motivate across divisions and departments.”

—Sharon LaDay MBA '03
VISION Content Team Lead,
Corporate Marketing, VERITAS Software

APPLIED CREATIVITY

The Columbia Business School curriculum bridges theory and practice to develop problem solvers who can integrate a variety of academic disciplines with global, real-world experiences. In addition to providing students with practical knowledge and analytical tools, our MBA Program advances the kind of creativity that is essential in today's rapidly changing business environment. Students learn to identify, value and capture opportunity—skills that are crucial to the success of any organization.

A MINDSET AS WELL AS A SKILL SET

While our graduates leave the School with a strong foundation in accounting, finance, economics, management, marketing and operations, a Columbia Business School education is about more than the technical mastery of material. The School's goal is to prepare students for a lifelong career. To this end, our MBA Program encourages innovative thinking and fosters a team-oriented work ethic, an international perspective and an entrepreneurial mindset.

Whatever the size of your organization, I invite you to get to know our students and consider how their talents can benefit your organization.



Glenn Hubbard, Dean and Russell L. Carson
Professor of Finance and Economics

STUDENTS AT A GLANCE

Number of Students Who Entered September 2005	515	Average Age at Entry	28
% Women	34	Average Years of Work Experience	5
% Non-U.S. Citizens	31	GMAT Range (middle 80%)	660–750
% Minorities	26	GMAT Range (all accepted students)	550–790
		Undergraduate GPA (middle 80%)	2.9–3.8

As of September 2005
Source: Office of MBA Admissions, Columbia Business School

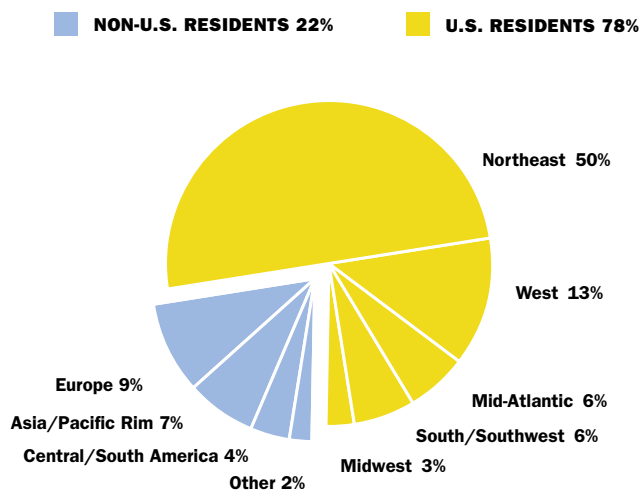
2005 was an improved recruiting season over 2004, with firms more certain about hiring needs. Job postings increased 30 percent over an already strong base, confirming that many firms opt for “as needed” hiring over early recruiting. Our location in the business capital of the world provides students an outstanding opportunity for career exploration, with New York as a living laboratory. The School regularly taps into business leaders who engage students in discussion on global business issues. Graduates once again succeeded in securing positions across industries and functions highly international in scope and location. The Columbia Business School community around the world contributed to employment success.

“I am frequently involved in recruiting on behalf of Goldman Sachs. I have the opportunity to interact with students from several leading MBA programs and consistently find that Columbia Business School provides some of our best new talent year after year.”

—Nicole Pullen Ross MBA '99
Private Wealth Manager
Goldman, Sachs & Co.

STUDENTS BY GEOGRAPHIC REGION

(Class entering September 2005)



INVESTING IN QUALITY

The *Forbes* 2005 MBA survey—a ranking based upon return on investment—placed Columbia Business School No. 4 overall, as measured by the income of the class of '00 in 2004.



New York City's Times Square



*New York City
Marathon runners on
the Verrazano-Narrows Bridge*

THE BEST SEEK THE BEST—A QUALITY BUSINESS ENVIRONMENT

Hundreds of employers actively recruited Columbia Business School students in 2005, conducting thousands of on-campus interviews and numerous corporate presentations. Columbia received thousands of job postings for off-campus full-time and intern positions.



New York Stock Exchange

EARNING A'S FOR TEAMWORK

In a 2004 *Business Week* survey, recruiters gave Columbia Business School graduates A's for teamwork, communications and analytical skills.



The New York Yankees

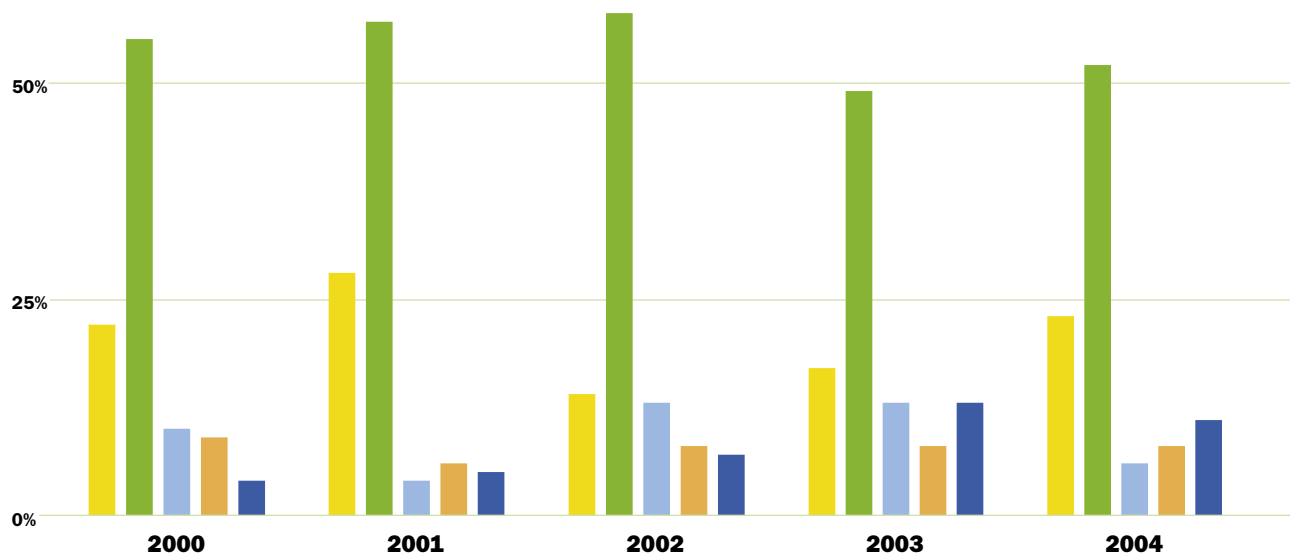
Employment by Industry



Columbia Business School students are top prospects for recruiters because our MBAs are known for the depth and breadth of their education. The combination appeals especially to growth industries and sectors in transition, where employees are likely to wear many hats.

The recruiter base at the School expanded throughout the past decade, giving Columbia Business School students options across industry sectors. Consulting

and financial-services firms, especially investment banks and investment-management firms, continued to attract many students. Those interested in marketing and operations chose work in diverse fields, including entertainment, retail, consumer products and health care. Major industrials appealed to those seeking general management responsibilities. Many students expressed an interest in working in real estate and at social enterprises.



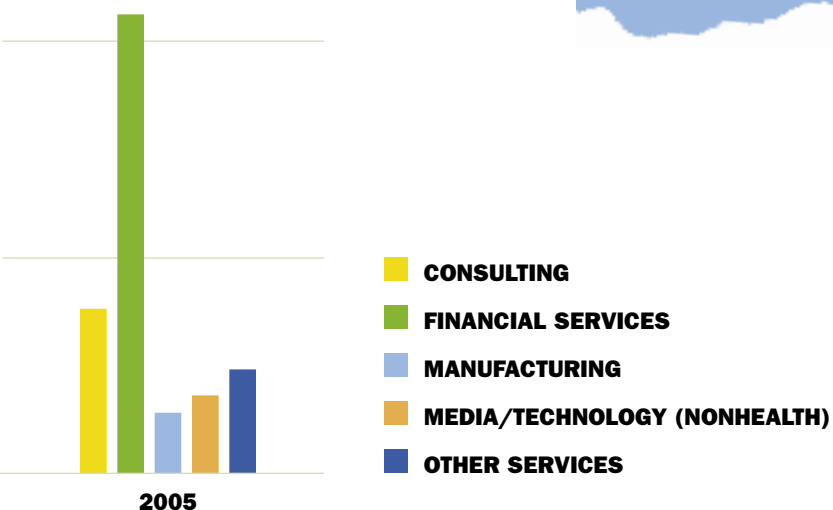
The media, entertainment and communications industries are popular choices for Columbia MBAs. Almost 1,000 Columbia Business School alumni are based in Southern California.

Many Columbia MBAs seek to use business skills to create social and environmental value. Areas of interest in social enterprise include international development, social entrepreneurship, public and nonprofit management and corporate social responsibility.

2000-05 GRADUATES: HISTORICAL EMPLOYMENT SURVEY BY INDUSTRY

	2000	2001	2002	2003	2004	2005
Consulting	22%	28%	14%	17%	23%	19%
Management/Strategic	21.5	28.0	13.8	17.1	22.6	19.2
Financial Services	55%	57%	58%	49%	52%	53%
Commercial Banking	3.4	1.3	3.7	3.6	1.7	1.1
Diversified Financial Services	4.7	3.4	3.3	4.6	5.5	7.2
Insurance	n/a	+	+	1.7	+	+
Investment Banking/Brokerage	37.7	43.7	39.6	27.4	33.9	28.5
Investment Management	5.2	6.8	8.4	8.2	5.8	10.4
Venture Capital/Private Equity	4.0	1.8	2.6	3.3	5.3	4.7
Manufacturing	10%	4%	13%	13%	6%	7%
Automotive/Transportation	+	+	1.9	1.0	+	1.2
Chemicals/Petroleum/Energy	+	+	1.6	1.2	1.0	+
Consumer Products	3.5	1.1	4.2	5.0	2.6	3.4
Pharmaceuticals/Biotech/ Health Care Products	3.6	1.8	4.2	5.2	1.7	1.8
Other Manufacturing	2	n/a	+	1.0	+	+
Media/Technology (Nonhealth)	9%	6%	8%	8%	8%	9%
Advertising	n/a	+	+	+	+	+
Arts	n/a	+	n/a	+	+	+
Electronics/High Tech/Hardware	+	1.1	+	1.7	2.4	2.5
Entertainment/Leisure/ Sports Management	+	+	1.3	1.0	2.6	1.4
Information Technology/ Communications/Software	1.8	1.6	3.0	1.2	+	1.4
New Media/Internet	4.7	+	+	1.2	+	1.2
Printing/Publishing	+	+	1.5	+	1.1	+
Telecommunications	1.1	+	+	1.8	1.0	+
Other Services	4%	5%	7%	13%	11%	12%
Accounting	n/a	+	n/a	1.2	+	n/a
Health Care Services	n/a	n/a	+	1.4	1.0	+
Law	+	1.1	+	2.2	+	+
Not-for-Profit/Government	1.1	1.4	2.8	1.4	2.2	2.0
Real Estate	+	1.4	1.9	3.9	3.6	5.0
Retail	1.1	+	+	+	+	3.0
Other Nonmanufacturing	+	+	n/a	3.0	4.4	+

+ Indicates less than 1 percent of accepted offers.



Employment by Geography

Because Columbia Business School is widely acknowledged as one of the finest international business schools in the world, it is a magnet for global business recruiters. Citizens of 62 countries represent 31 percent of the entering class, and students speak more than 55 languages. Most of the graduating class accepts positions that include a significant international component, and many of its members accept full-time positions outside their home country.

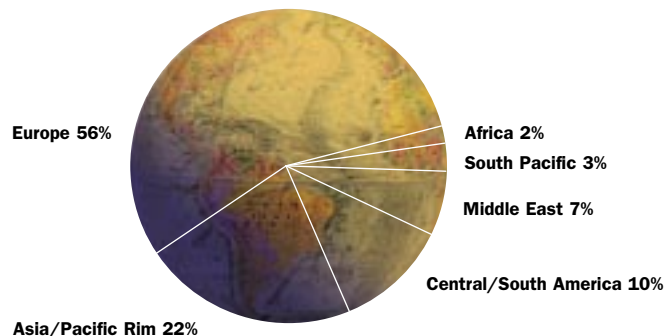
The Chazen International MBA Career Services Conference, the first forum devoted to international career services issues, brings together professionals from around the world to focus on globalizing and enhancing business schools' capabilities to address international recruiting. About 90 guests from more than 50 schools attended the conference in 2005.

In addition to New York and the international capitals, Columbia MBAs also choose jobs in all the major business centers throughout the United States.

The majority of Columbia Business School students speak at least two languages. The most common languages, other than English, spoken by 2005 graduates are

Language	No. of Students
Spanish	183
French	138
German	53
Mandarin	52
Italian	38
Hindi	34
Portuguese	33
Hebrew	26
Russian	23
Cantonese	22
Korean	20
Japanese	11
Turkish	9
Arabic	8
Greek	7
Punjabi	7
Bengali	6
Urdu	6
Swedish	5
Taiwanese	5
Bulgarian	4
Danish	4
Dutch	4
Filipino/Tagalog	4
Gujarati	4
Tamil	4

2004-05 EMPLOYMENT OUTSIDE THE UNITED STATES BY REGION





Asia is an important region for Columbia Business School. China is home to more than 335 Columbia Business School alumni, including more than 210 in Hong Kong.

Columbia was among the first business schools to weave international issues throughout the curriculum. This was largely a result of a \$10 million gift in 1991 from Jerome A. Chazen, MBA '50, then head of Liz Claiborne, Inc.

2004-05 SELECT INTERNATIONAL HIRING ORGANIZATIONS

Agora Partners
American Express
Apax Partners
A. T. Kearney
Bain & Company
Barclays Capital
Bear Stearns
BMW
Booz Allen Hamilton
The Boston Consulting Group
The Chartered Insurance Institute/
CII Group

Citigroup
Climate Change Capital
CoLoS Group
Credit Suisse First Boston
Deutsche Bank
Deutsche Post World Net
Diageo
Doyle Pacific Industries
Fidelity Investments
Freedom from Hunger
Goldman Sachs International
Government of Singapore

Heitman International
HSBC Investment Bank
Inditex/Zara
Interbank
Inversiones Hemisferio
Janssen-Cilag
José Maria da Fonseca
JPMorgan Chase
Lehman Brothers International
L'Oréal
McKinsey & Company International
Merrill Lynch

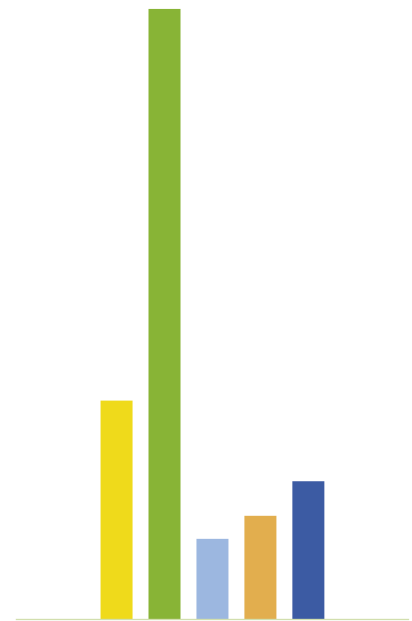
Mitsui & Co.
Morgan Stanley
Motorola
Pacific Basin Shipping
Prima AFP
PWC Logistics
SABMiller
Samsung Global Strategy Group
Sky Private Equity
TZG Partners
UBS Investment Bank
UnLtd

Graduate Employment

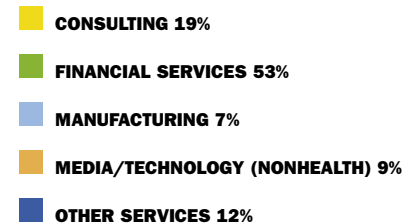
In 2005, Columbia MBA graduates had career choices at both large and small firms and at not-for-profit and government organizations. Investment banking and consulting once again attracted many students. Investment management and real estate increased over 2004. More graduates went into the corporate finance/mergers and acquisitions and real estate functions.

Most marketers chose brand management positions, while many found business development opportunities highly appealing. Entrepreneurship was attractive to many graduates, with far more students electing to start their own business this year.

With Columbia MBAs graduating in December, May and August, firms find that maintaining a year-round relationship with the Office of MBA Career Services can yield hires on an ongoing basis.



2005 GRADUATES BY INDUSTRY



TOP EMPLOYERS OF 2005 GRADUATES

- 31 McKinsey & Company**
- 28 Lehman Brothers**
- 25 Citigroup**
- 22 Goldman Sachs**
- 20 Booz Allen Hamilton**
- 19 The Boston Consulting Group**
- 15 Morgan Stanley**
- 13 Deutsche Bank**
- 12 American Express**
- 12 Banc of America Securities**
- 12 JPMorgan Chase**
- 11 UBS**

- 10 Credit Suisse First Boston**
- 8 General Electric**
- 8 Merrill Lynch**
- 7 Barclays Capital**



- 7 Bear Stearns**
- 7 Deloitte Consulting**
- 6 Fidelity Investments**
- 6 Gabelli & Company**
- 5 IBM**
- 5 L'Oréal**
- 3 Federal Reserve Bank of New York**
- 3 Johnson & Johnson**
- 3 New York Life Insurance Company**
- 3 Standard & Poor's**
- 3 Wachovia**

Adding business spark to the City of Light and other French business centers, close to 600 Columbia Business School alumni are based in France.



2005 GRADUATES: COMPENSATION BY FUNCTION

Function	%	Range of Initial Compensation*	Median
Consulting 22.5%			
Management Consulting	20.0	72,000 – 210,000	140,000
Strategic Planning—Internal	2.5	82,500 – 150,000	114,000
Finance (Corporations) 4%			
Business Development	3.1	80,000 – 150,000	108,700
Treasury Analysis	+	105,000 – 145,000	140,000
Financial Services 44.5%			
Corporate Finance/			
Mergers and Acquisitions	18.2	95,000 – 269,425	155,000
Lending/Relationship Management	+	104,000 – 195,000	155,000
Private Client Services	1.9	100,000 – 225,000	125,000
Research (Buy Side)	6.7	90,000 – 375,000	140,000
Research (Sell Side)	2.5	95,000 – 255,000	145,000
Sales and Trading	8.8	91,000 – 275,000	135,000
Venture Capital	2.5	90,000 – 320,000	152,540
Other	3.3	90,000 – 189,000	135,000
Marketing 8%			
Advertising	+	110,000	
Brand/Product Manager	5.4	70,000 – 146,500	100,000
Business Development	1.5	85,000 – 123,000	110,500
Market Research	+	66,000 – 112,000	110,000
Sales	+	105,000	
Other Functions 15%			
Administration	+	90,000	
Economic Analysis	+	91,000	
Entrepreneur/Owner	5.4	70,000 – 80,000	75,000
General Management	3.7	50,000 – 237,500	109,000
Human Resources	+	100,000	
Information Systems	+	115,000	
Law	+	135,000 – 163,000	155,400
Operations/Production	+	80,000 – 140,000	110,000
Telecommunications	+	80,000	
Other	4.0	48,000 – 275,000	112,000
Real Estate 6%			
Asset Management	+	125,000 – 150,000	137,500
Development	1.9	76,000 – 186,000	115,000
Finance—Banking	1.7	95,000 – 265,000	167,500
Finance—Nonbanking	1.9	92,500 – 175,000	120,000

2005 GRADUATES: COMPENSATION BY INDUSTRY

Industry	%	Range of Initial Compensation*	Median
Consulting 19%			
Management/Strategic	19.2	72,000 – 210,000	142,500
Financial Services 53%			
Commercial Banking	1.1	67,500 – 195,000	100,000
Diversified Financial Services	7.2	94,800 – 275,000	130,000
Insurance	+	112,000 – 155,000	121,750
Investment Banking/Brokerage	28.5	95,000 – 269,425	150,000
Investment Management	10.4	78,000 – 375,000	150,000
Venture Capital/Private Equity	4.7	90,000 – 320,000	170,000
Other	+	n/a	
Manufacturing 7%			
Automotive/Transportation	1.2	100,000 – 145,000	112,500
Chemicals/Petroleum/Energy	+	80,000 – 117,500	98,750
Consumer Products	3.4	50,000 – 119,400	100,000
Pharmaceuticals/			
Biotech/Health Care Products	1.8	100,000 – 140,000	109,350
Other Manufacturing	+	60,000	
Media/Technology (Nonhealth) 9%			
Advertising	+	109,000 – 110,000	109,500
Arts	+	75,000	
Electronics/High Tech/Hardware	2.5	80,000 – 147,000	116,000
Entertainment/Leisure/			
Sports Management	1.4	82,500 – 93,500	85,000
Information Technology/			
Communications/Software	1.4	66,000 – 146,500	96,000
New Media/Internet	1.2	70,000 – 166,000	101,000
Printing/Publishing	+	90,000	
Telecommunications	+	105,000 – 123,000	114,000
Other Services 12%			
Health Care Services	+	43,500 – 108,700	65,000
Hospitality	+	92,000 – 140,000	111,875
Law	+	135,000 – 163,000	151,130
Not-for-Profit/Government	2.0	48,000 – 130,000	90,500
Real Estate	5.0	76,000 – 220,000	125,000
Retail	3.0	65,000 – 110,040	89,000
Other Nonmanufacturing	+	70,000 – 127,000	101,750

* Compensation is in U.S. dollar equivalents and includes all guaranteed bonuses. A single amount indicates that limited information was reported.

+ Indicates less than 1 percent.

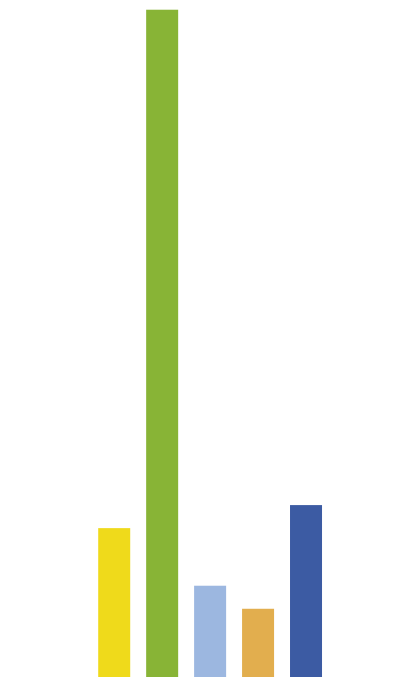
Intern Employment

Students enter the MBA Program at Columbia Business School with an average of five years of full-time work experience. Summer-term internships allow MBA students to apply their skills to a new industry, company or functional area and also give employers the opportunity to assess potential full-time hires firsthand in the workplace. Some students continue working part-time for their summer employers during the academic year, and many return to them for full-time employment after graduation. In 2005, employment grew in consulting, corporate finance/mergers and acquisitions and real estate. Sales, trading and financial research attracted many students. Marketers continued to be attracted to brand-management, business-development and market-research positions.

TOP EMPLOYERS OF 2005 INTERNS

- 24 Goldman Sachs
- 22 Booz Allen Hamilton
- 22 Lehman Brothers
- 19 Merrill Lynch
- 17 Deutsche Bank
- 17 McKinsey & Company
- 16 Citigroup/Citibank
- 14 UBS
- 12 JPMorgan Chase
- 10 Bear Stearns
- 10 Morgan Stanley

- 9 Credit Suisse First Boston
- 7 American Express
- 6 Banc of America Securities
- 6 Coach
- 5 HSBC
- 5 Unilever



2005 INTERNS BY INDUSTRY

- CONSULTING 13%
- FINANCIAL SERVICES 58%
- MANUFACTURING 8%
- MEDIA/TECHNOLOGY (NONHEALTH) 6%
- OTHER SERVICES 15%

- 4 Fidelity Investments
- 4 General Electric
- 4 Lazard
- 4 Standard & Poor's
- 3 A. T. Kearney
- 3 The Boston Consulting Group
- 3 CIBC World Markets
- 3 John A. Levin & Co.
- 3 L'Oréal
- 3 PepsiCo
- 3 Pfizer

Brazil counts more than 230 Columbia Business School alumni among its residents, including 65 in Rio de Janeiro and 115 in São Paulo, the country's financial centers.



2005 INTERNS: SALARY BY FUNCTION

Function	%	Range of Monthly Salary*	Median
Consulting 16%			
Management Consulting	12.6	2,600 – 11,400	8,500
Strategic Planning—Internal	3.5	1,500 – 7,500	5,100
Finance (Corporations) 2%			
Business Development	1.8	1,600 – 7,308	4,500
Treasury Analysis	+	1,000	
Financial Services 53.5%			
Corporate Finance/ Mergers and Acquisitions	21.3	3,000 – 10,500	7,917
Lending/Relationship Management	1.6	3,000 – 8,000	6,160
Private Client Services	2.3	5,200 – 8,000	7,917
Public Finance	+	2,000 – 8,000	6,000
Research (Buy Side)	8.8	1,650 – 12,500	7,500
Research (Sell Side)	2.1	4,000 – 8,000	7,917
Sales and Trading	10.3	2,100 – 10,000	7,918
Venture Capital	3.7	1,000 – 5,000	3,000
Other	2.8	1,740 – 8,300	6,500
Marketing 11.5%			
Advertising	+	4,000	
Brand/Product Manager	6.2	2,400 – 7,600	5,600
Business Development	3.9	1,440 – 7,000	5,500
Market Research	1.0	3,200 – 7,550	5,000
Other Functions 10%			
Accounting/Control	+	4,000 – 5,600	4,000
Administration	+	3,000 – 4,000	3,500
Economic Analysis	+	3,000 – 6,400	6,000
Entrepreneur/Owner	+	3,000 – 4,000	3,500
General Management	2.8	1,000 – 7,500	4,000
Human Resources	+	5,000	
Operations/Production	+	2,900 – 3,120	3,010
Other	4.6	500 – 8,000	5,350
Real Estate 7%			
Asset Management	+	6,000 – 8,000	7,000
Development	1.8	2,800 – 8,000	5,167
Finance—Banking	2.3	5,600 – 10,000	7,900
Finance—Nonbanking	2.3	2,800 – 8,000	7,002

2005 INTERNS: SALARY BY INDUSTRY

Industry	%	Range of Monthly Salary*	Median
Consulting 13%			
Management/Strategic	13.3	2,600 – 11,400	8,500
Financial Services 58%			
Commercial Banking	+	3,000 – 5,200	5,200
Diversified Financial Services	3.8	1,000 – 7,040	5,963
Insurance	+	5,000	
Investment Banking/Brokerage	38.0	2,100 – 10,500	7,917
Investment Management	10.6	1,650 – 12,500	7,500
Venture Capital/Private Equity	4.8	1,500 – 7,400	4,500
Manufacturing 8%			
Automotive/Transportation	+	2,000	
Chemicals/Petroleum/Energy	+	6,000 – 8,200	7,100
Consumer Products	5.0	2,000 – 7,200	5,710
Pharmaceuticals/ Biotech/Health Care Products	2.1	5,160 – 7,800	6,400
Other Manufacturing	+	3,500 – 6,000	4,750
Media/Technology (Nonhealth) 6%			
Advertising	+	4,000	
Electronics/High Tech/Hardware	+	5,200 – 6,600	5,900
Entertainment/Leisure/ Sports Management	2.6	1,000 – 6,000	2,720
Information Technology/ Communications/Software	1.5	4,000 – 7,916	5,600
New Media/Internet	+	5,000 – 6,000	5,500
Telecommunications	+	4,000 – 6,000	6,000
Other Services 15%			
Health Care Services	+	2,500	
Hospitality	+	3,200 – 5,100	4,150
Not-for-Profit/Government	4.5	500 – 6,000	3,000
Real Estate	4.8	2,800 – 8,000	6,000
Retail	3.0	1,000 – 5,000	3,160
Other Nonmanufacturing	1.0	1,500 – 6,900	5,000

* The salaries above are in U.S. dollar equivalents and do not include bonuses. A single amount indicates that limited information was reported.

+ Indicates less than 1 percent.

The Columbia Network

A network of more than 35,000 Columbia Business School alumni, some at the highest levels of business worldwide, is part of the School's formula for success—from intake to outcome. Some 3,900 alumni in 75 countries and 43 states interviewed 88 percent of the class that entered in September 2005. Alumni participate in the School as guest lecturers, work with students on class projects and speak at student club events throughout the year. The Business Alumni Network Community (BANC) database, an online directory of alumni searchable by firm and geographic location, gives students the opportunity to talk informally with graduates about jobs, careers, industries and companies. Students can find Columbia Business School graduates in virtually any field at almost any time.

According to a 2004 *Business Week* survey, recruiters rank Columbia as one of the lead schools in producing graduates with the best skills in global scope, general management, finance and ethics.

WHERE ALUMNI WORK IN 2005

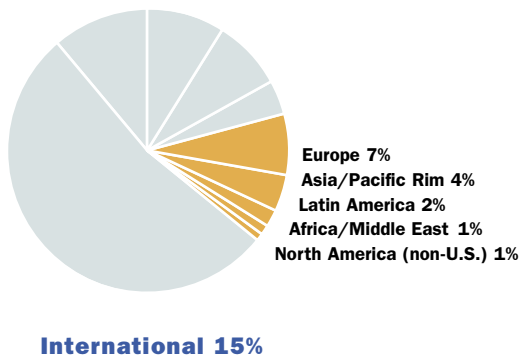
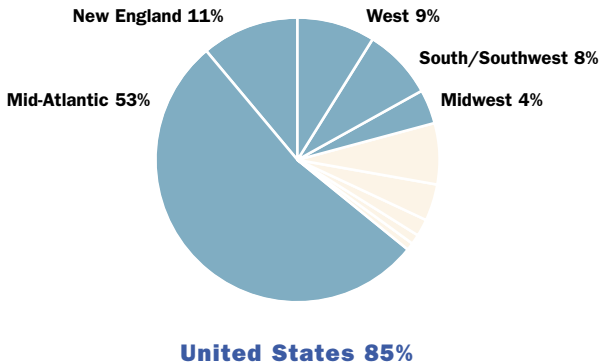
by Industry



Consulting	8%
High Tech	9%
Manufacturing	15%
Financial Services	39%
Other Services*	29%

* Includes accounting, advertising, health care, law, not-for-profit/government and real estate.

WHERE ALUMNI ARE LOCATED



The Center on Japanese Economy and Business at Columbia Business School, designed to enhance understanding of the Japanese and Asia-Pacific economies, encourages close ties between the New York campus and the 450 alumni working in Japan.

SELECT DISTINGUISHED ALUMNI

César Alierta MBA '70
Chairman and CEO, Telefónica S.A.

Louis M. Bacon MBA '81
Chairman, Moore Capital Management

Robert R. Bennett MBA '82
President and CEO, Liberty Media Corporation

Wolfgang Bernhard MBA '88
Member of the Board of Management, Volkswagen AG

Warren E. Buffett MS '51
Chairman and CEO, Berkshire Hathaway Inc.

Anne M. Busquet MBA '78
CEO, IAC Local and Media Services, IAC/InterActiveCorp

Rocco B. Comisso MBA '75
Chairman and CEO, Mediacom Communications Corporation

Lewis J. Frankfort MBA '69
Chairman and CEO, Coach, Inc.

Mario J. Gabelli MBA '67
Chairman, CEO and Chief Investment Officer, GAMCO Investors, Inc.

Michael A. Gould MBA '68
Chairman and CEO, Bloomingdale's

Paul B. Guenther MBA '64
Chairman, New York Philharmonic

Matthew J. Hart MBA '76
President and COO, Hilton Hotels Corporation

Arie L. Kopelman MBA '62
Vice Chairman, Chanel, Inc.

Henry R. Kravis MBA '69
Founding Partner, Kohlberg Kravis Roberts & Co.

Sallie L. Krawcheck MBA '92
CFO and Head of Strategy, Citigroup Inc.

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Recruitment Program

At Columbia Business School, students can avail themselves of numerous opportunities to interact with leaders of business, government and not-for-profit organizations in the classroom or at career and other professional forums. The Columbia community, including executives in residence and an influential alumni network, actively engages students in discussions of and projects on virtually all aspects of business. This prepares our outstanding students to contribute immediately to the recruiting organizations that hire them. The Office of MBA Career Services strives to offer services for employers and students that are responsive to the ever-changing marketplace.



Regina Resnick

Regina Resnick
Assistant Dean and Director
of MBA Career Services

Aggressive Recruiting

The Office of MBA Career Services offers students

- counseling one-on-one and in small groups by professionals with industry experience as well as recruiting expertise;
- a “career services curriculum” covering the nature of the MBA job market, writing résumés and cover letters, identifying job-search resources and building business relationships, and the logistics of on-campus recruiting;
- numerous career education and recruiting events, such as “A Day in the Life of an Investment Bank” and “The Consulting Forum,” with the support of student professional club groups;
- presentation- and interviewing-skills workshops;
- comprehensive online resources, including an online career center, recruiting company links, job site links and the Career Online Information Network, a state-of-the-art intranet system providing job descriptions as well as interview scheduling;
- Résumé Books (available in print and on the Web) for first- and second-year students as well as select Executive MBAs, featuring an index with extensive search capabilities;
- hundreds of corporate presentations a year;
- thousands of formal interviews conducted on campus;
- numerous opportunities for interviews off-site;
- energetic outreach to companies and industries attracting student interest—in 2004–05, the office continued to reach out to new employers, many of whom responded by posting jobs.

The **Career Resource Center** features a broad range of career-related information:

- thousands of job postings annually;
- files on approximately 1,000 corporations;
- industry-specific career information;
- international job fair information;
- industry periodicals;
- dozens of career-skills books;
- an Internet site linking all company and industry information for students.

The greater Bay Area is home to almost 1,300 Columbia Business School alumni—the second-largest concentration of our alumni in the world. They work in a mix of industries, including finance, consulting and technology.



Voices of Experience

The Executives in Residence Program, the David and Lyn Silfen Leadership Series and myriad speaking events capitalize on Columbia's strategic location in New York City and strengthen its relationship with the corporate community.

- A cadre of senior business leaders, executives in residence teach and advise students on academic and career goals and carry out special projects. They also develop a variety of business-related programs for faculty members, students and alumni.
- Columbia MBA students are privileged to hear top management perspectives on the hottest issues of the day. Recent speakers include Jack Welch, former CEO of General Electric; Chuck Prince, CEO of Citigroup; Ian Davis, worldwide managing director of McKinsey; and Dana Buchman, fashion designer and entrepreneur.

SELECT TOP EMPLOYERS OF ALUMNI

From CEOs and managing directors to new associates, Columbia MBAs permeate the ranks of our core employers, providing the starting point for broad and deep relationships with the School.

549 Citigroup	93 Booz Allen Hamilton	35 Bristol-Myers Squibb
439 JPMorgan Chase	87 Pfizer	35 Ford Motor Company
291 Goldman Sachs	82 Ernst & Young	35 Lazard
276 Morgan Stanley	80 Time Warner	33 A. T. Kearney
259 Credit Suisse Group	63 AT&T	33 Lucent Technologies
240 Deutsche Bank	60 The Bank of New York	33 Moody's Investors Service
237 Lehman Brothers	53 The Boston Consulting Group	32 Federal Reserve Bank of New York
221 UBS	49 Prudential Financial	31 Colgate-Palmolive
201 Merrill Lynch	47 CIBC	30 MetLife
189 American Express	44 HSBC	30 Microsoft
189 IBM	44 Standard & Poor's	29 American International Group
165 McKinsey & Company	43 Bain & Company	29 Fidelity Investments
155 Bear Stearns	42 Altria Group	28 New York Life Insurance Company
135 Deloitte	42 Barclays	24 Alliance Capital Management
130 PricewaterhouseCoopers	41 Merck & Co.	24 Nomura
117 General Electric	37 KPMG	24 Wachovia
98 Bank of America	36 Johnson & Johnson	

*As of fall 2005; the numbers represent employees of the parent company and all its subsidiaries.
Source: Office of External Relations, Columbia Business School*

The Office of MBA Career Services at Columbia Business School is committed to helping recruiters and their organizations effectively recruit the School's outstanding graduates. The office provides access to some of the most talented men and women in the MBA market. Companies can interact with students and faculty members in the classroom and during on-campus prerecruiting functions, drop-in sessions and interviews. Firms can also take advantage of opportunities for showcasing their organization and/or industry by developing programs in conjunction with student clubs.

Hiring Columbia Business School MBAs

For a copy of the Recruiter's Guide, to post jobs or to take advantage of other recruiter services,

- call (212) 854-5471
- fax (212) 222-0390
- e-mail mbacareerservices@gsb.columbia.edu
- visit www.gsb.columbia.edu/recruiters
- visit www.gsb.columbia.edu/jobpost for online job postings
- write to Office of MBA Career Services, Columbia Business School, Uris Hall, 3022 Broadway, Room 206, New York, NY 10027-6902

Recruiters' Edge

Columbia Business School offers recruiters specific services, including

- advice on devising recruiting strategies tailored specifically to fit their organizations' needs;
- flexibility in scheduling interviews with students;
- students who graduate three times a year—December, May and August—so candidates are available year-round;
- Résumé Books that provide detailed, searchable indexes of student profiles and career preferences, available in print or on the Web;
- specialized résumé collections for specific hiring needs;
- opportunities to post part-time, full-time, summer internship and alumni positions in the Career Resource Center and on our Web pages by visiting www.gsb.columbia.edu/jobpost;
- extensive online recruiter information at www.gsb.columbia.edu/recruiters, along with Guidelines for Recruiting, with step-by-step information on the recruiting process at Columbia Business School: how to arrange corporate presentations, schedule interviews for internships and permanent positions, hire alumni and part-time employees, distribute recruiting materials to job candidates and maintain a positive presence on campus;
- the ability to present their companies through literature distributed by the Career Resource Center.



Berlin is the gateway to Eastern Europe. This region is increasingly important as German companies seek MBAs to lend business expertise.

**More than 1,000
Columbia Business
School graduates
reside in the United
Kingdom, and more
than 500 call London
home—more than
any other city
except New York.**



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“Columbia is highly
 successful at attracting
 women. Typically more
 than a third of the class
 is female, and students
 say diversity extends to
 race and nationality.”

—*Business 2.0*
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Dallas and other Texas cities are home to a number of our alumni, with more than 650 Columbia Business School graduates in the state.



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“A survey by *Business Week* last year found that of Citigroup’s 164 MBA hires, 23 were from Columbia. . . . No other business school placed more than 8 there. Columbia MBAs took 16 of the 71 MBA jobs at Booz Allen Hamilton, 11 of the 43 at Deutsche Bank and 15 of the 40 at Goldman Sachs.”

—*New York Times*
April 25, 2004

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