

MBA Employment Report

2016-2017



EMPLOYERS HIRING MEMBERS OF THE MBA CLASSES OF 2016 AND 2017

3M
A.T. Kearney
 AbbVie
 Accion International
 Acciona Energy
 Acceron
 a-connect (US)
 Adobe Systems
Advent International
 AeroFarms
 AES Corporation, The
 African Leadership University, The
 AIF Capital Limited
 Akre Capital Management
 Algorithmia
 AlixPartners
 Allen & Company
Amazon*
 Ambri
 American Express Company
 American Industrial Partners*
 American Tower
Amgen*
 Analogic Corporation
 Analysis Group
Anheuser-Busch InBev
Apple
 Arauco
 Arraystorm India
athenahealth
 Autodesk Foundation
 AutoGrid Systems
 B12
Bain & Company
Bank of America Merrill Lynch
 Barclays
 Barkly
 Bayer
 Bayer Business Consulting
 BBVA Compass
 BDO USA
 Beacon Communities
 Bessemer Venture Partners
Biogen
 Black Duck Software
 Blippar
 Bloom Energy
 Blue Apron
 Bluesmart
 BMO Capital Markets
Boeing*
 BoldIQ
 Boomerang Commerce
 Booz Allen Hamilton
Boston Consulting Group, The
 Boston Scientific*
 BRF
 Bridgespan Group, The
 Brookside Equity Partners
 Building Robotics
 Catalant Technologies
 Caterpillar*
 Cell Signaling Technology
 ChinaRock Capital Management
Cisco Systems
Citi
 CityBldr
 City of Boston—Mayor's Office of
 New Urban Mechanics
 City of Fortaleza
 co:collective
 CollectedMed
 Congress for New Urbanism
 Cornerstone Research
 Cowen & Company
Credit Suisse

Cue Ball Group, The
 Curaspan Health Group
 CVS Health
 Cybereason
 Cyclotron Road
 Dalberg Global Development
 Advisors
 Danaher Corporation*
 Daniel J. Edelman
 Davidson Kempner Capital
 Management
Dell*
 Deloitte (Monitor)
Deloitte Consulting
 Dimensional Fund Advisors
 Discovery Communications
 dot Learn
 Ecolab
 Eden Capital Partners
 EF Education First
 EMC Corporation
 Emerald
 Encourage Capital
 Eventbrite
 Eventide Asset Management
 Evercore Partners
 EY
 Facebook
 Falabella
 Fenix International
Fidelity Investments
 Fidelity Investments—Fidelity Labs
 Fiksu
 First Fuel Software
 FJ Labs
 Flextronics*
 Fluent
 Flybridge Capital Partners
 Foundation Medicine
 Founder Collective
 Fox Entertainment Group
 Freshly
 G.O.O.D. Music Management
 Gap, Inc.
 GE Ventures
Genentech
 General Motors
 Gilead Sciences
Goldman Sachs Group
Google
 GP Investments North America
 HarbourVest Partners
 Harry's
 Hasbro
 H-E-B Grocery
 HelloFresh
 Hewlett-Packard
 HODINKEE
 Hospitality Quotient
 Hubspot
 Humon
IBM
 IDEO
 IfOnly
 IKON Venture Capital
 Infinite Analytics
 Insikt
 Intel Corporation
 IFC - World Bank Group
 IMS Health, Amundsen Group, The
 Iora Health
 itBit
 IX Capital Partners
 John Hancock Financial Services
 Johnson & Johnson*
JPMorgan Chase & Co.

JMC Capital Partners
 JumpYield
 Kalaari Capital
 Kapor Capital
 Kensho Technologies
 Keurig Green Mountain
 KIMC (U.S.)
 Kinea Investimentos
 Kinsa Health
 Kraft Sports Group, The
L.E.K. Consulting
 Lab126
 Latin American Partners (LAP)
 Lateral Investment Management
 Lincoln Center for the Performing
 Arts
 Lippincott
 Logitech
 Luxottica Group, The
 LYFE Capital
 Malin
 Mapbox
 Massachusetts Clean Energy Center
 MassVentures
 MasterCard Worldwide
 MathWorks, The
McKinsey & Company
 Medtronic
 MFS Investment Management
Microsoft Corporation
 Morgan Stanley
 Motivate
 Motus
 Movile
 Mubadala Development Company
 MUUS Asset Management
 Nasdaq
 National Assembly of Venezuela
 National Hockey League
 NESTLE USA
 Netra Systems
 New Balance Athletic Shoe
 New Valence Robotics Corporation
 New York Times, The
 NextEra Energy
Nike*
 Nimbus Therapeutics
Okta
 Omada Health
 Omidyar Network
 One Acre Fund
 OpenX
 PA Consulting Group
 Pacific Gas & Electric (PG&E)*
 Pacific Marine & Supply
Parthenon-EY
 PayPal
 Philips
 Phoenix Suns
 PillPack
PIMCO
 Polaris Capital Management
 Porter & Sail
 Portugal Ventures
 PowerGen Renewable Energy
 PreVeil
 Procter & Gamble
 Purdue Pharma
 PureTech Health
 PwC
PwC Strategy&
 Quantcast
 Quona Capital
 Rakuten
 Raytheon*
 Redwood Investments

Renovate America
 Restaurant Brands International
 Rialto Capital Management
 River Hollow Partners
 Rue La La
 Salesforce.com
 Samsung Electronics America
Samsung Global Strategy Group
 Samsung Strategy & Innovation
 Center
Sanofi Genzyme*
 Schneider Electric
 Simon-Kucher and Partners
 Sistine Solar
 Skanska USA
 Slack Corporation
 Snapchat
 Sodimac
 Splash
 Solid GT
 SpaceX
 Square
 State Street Global Advisors
 StellarEmploy
 Sumo Logic
 Taboola
 TD Bank
 Tencent
Tesla Motors
 Thai Airways
 Thermo Fisher Scientific
 Third Sector Capital Partners
 Trident Capital
 TripAdvisor
 Trustbridge Partners
 Tulip Interfaces
 Uber Technologies
 Ubuntu Capital
 United Nations
 United Technologies—
 Pratt & Whitney*
 Vitriflex
VMware
 Walmart
Walt Disney Company, The
Wayfair
 WeWork
 White House, The
 WhiteWave Foods
 William Blair & Company
 Zola

Red = Employers hiring three or more MIT Sloan MBA students for full-time and/or summer positions.

*LGO Partner during 2015-2016 academic year.

MBA CLASS OF 2016 FULL-TIME EMPLOYMENT DATA

CLASS PROFILE¹

| | |
|--|-----|
| Number of Candidates | 406 |
| U.S. Citizens | 60% |
| Non-U.S. Citizens | 40% |
| Women | 39% |
| Median GMAT Score | 713 |
| Average Undergraduate GPA (out of 4.0) | 3.6 |
| Average Age at Entry to MIT Sloan | 28 |
| Average Years Full-Time Work Experience Prior to MIT Sloan | 5 |

¹ Class profile (as of matriculation) includes information for MBA students and students in the joint MBA/Leaders for Global Operations program.

EMPLOYMENT PROFILE²

| | NUMBER | % |
|----------------------------------|------------|------------|
| Seeking Employment | 319 | 81.2 |
| Not Seeking Employment | 71 | 18.1 |
| Sponsored & Returning to Company | 39 | 9.9 |
| Starting Own Business | 24 | 6.1 |
| Other Reason(s) for Not Seeking | 0 | 0 |
| Postponing Job Search | 7 | 1.8 |
| Continuing Education | 1 | 0.3 |
| No Information Available | 3 | 0.8 |
| Total | 393 | 100 |

² All information based on data reported by students.

EMPLOYMENT OVERVIEW³

| | |
|----------------------|----------------------|
| Median Base Salary | \$125,000 |
| Range of Base Salary | \$40,000 - \$200,000 |

³ Full-time employment statistics based on job acceptances. 97.6% of reported acceptances included usable salary information.

TOP HIRERS OF MBA CLASS OF 2016

McKinsey & Company (26)

Amazon (23)

Bain & Company (17)

Boston Consulting Group, The (14)

Google (9)

Microsoft Corporation (8)

Deloitte Consulting (6)

Bank of America Merrill Lynch (5)

L.E.K. Consulting (5)



MBA CLASS OF 2016 FULL-TIME SALARY FIGURES

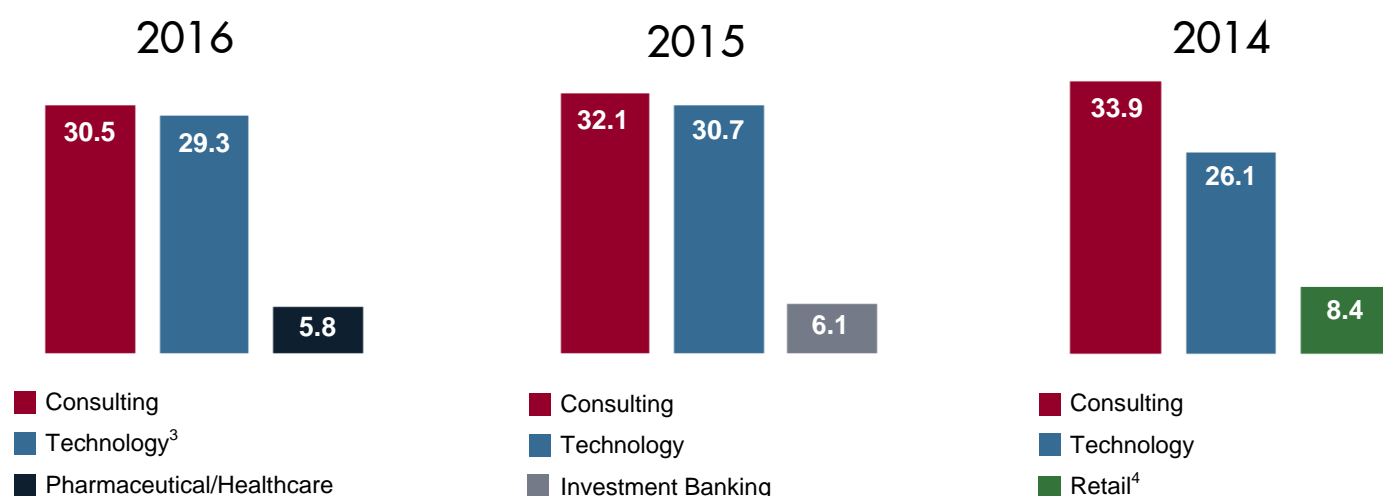
Class of 2016 MBA Base Salary by Industry

| INDUSTRY | % | MEDIAN | MEAN | LOW | HIGH |
|-----------------------------------|-------------|----------------------|------------------|-----------------|------------------|
| SERVICE INDUSTRIES | 76.2 | \$125,000 | \$126,841 | \$50,000 | \$175,000 |
| Consulting | 30.5 | \$144,000 | \$137,935 | \$85,000 | \$170,000 |
| Software/Internet | 23.9 | \$120,000 | \$119,572 | \$72,000 | \$165,000 |
| Investment Banking/Brokerage | 4.7 | \$125,000 | \$125,000 | \$100,000 | \$150,000 |
| Retail | 4.4 | \$115,000 | \$107,385 | \$50,000 | \$120,000 |
| Private Equity/Venture Capital | 3.7 | \$120,000 | \$113,364 | \$60,000 | \$165,000 |
| Investment Management | 3.3 | \$125,000 | \$126,667 | \$100,000 | \$150,000 |
| Diversified Financial Services | 3.0 | \$115,000 | \$110,357 | \$80,000 | \$125,000 |
| Media/Entertainment | 2.7 | \$121,375 | \$118,469 | \$70,000 | \$175,000 |
| MANUFACTURING INDUSTRIES | 21.7 | \$120,000 | \$120,696 | \$70,000 | \$200,000 |
| Pharmaceutical/Healthcare | 5.8 | \$120,000 | \$120,964 | \$100,000 | \$139,000 |
| Computers/Electronics | 5.1 | \$130,000 | \$126,421 | \$96,500 | \$151,000 |
| Consumer Products | 3.3 | \$115,000 | \$114,459 | \$90,000 | \$130,000 |
| Automotive/Aerospace | 2.7 | \$120,000 | \$121,932 | \$115,000 | \$131,456 |
| Oil/Energy | 2.4 | \$110,000 | \$109,286 | \$70,000 | \$130,000 |
| Manufacturing: Other ¹ | 2.4 | \$120,000 | \$126,802 | \$82,260 | \$200,000 |
| NONPROFIT | 0.7 | -² | - | - | - |
| OTHER | 1.4 | \$119,000 | \$117,750 | \$83,000 | \$150,000 |

¹ Manufacturing: Other includes Manufacturing, Telecommunications, and Transportation/Equipment/Defense.

² Dash indicates fewer than three people or less than 1% reported salary information.

TOP THREE INDUSTRIES



³ Tech includes Software/Internet, Computers/Electronics, and Telecommunications.

⁴ The re-categorization of employers in 2014 is reflected in the shift in Retail and Technology percentages. The next highest industry in 2014 was Investment Banking at 6.8%.

MBA CLASS OF 2016 FULL-TIME SALARY FIGURES

Class of 2016 MBA Base Salary by Function

| FUNCTION | % | MEDIAN | MEAN | LOW | HIGH |
|---|------|----------------|-----------|-----------|-----------|
| Consulting/Strategic Planning | 33.7 | \$141,600 | \$135,779 | \$80,000 | \$170,000 |
| Finance | 15.8 | \$125,000 | \$118,957 | \$60,000 | \$165,000 |
| Investment Banking | 4.8 | \$125,000 | \$125,000 | \$100,000 | \$150,000 |
| Investment Management | 4.2 | \$125,000 | \$131,667 | \$100,000 | \$165,000 |
| Finance: Other ¹ | 3.4 | \$117,000 | \$120,778 | \$100,000 | \$150,000 |
| Venture Capital | 2.4 | \$96,000 | \$93,357 | \$60,000 | \$125,000 |
| Sales & Trading | 0.7 | - ² | - | - | - |
| Private Client Services/Wealth Management | 0.3 | - | - | - | - |
| Operations/Project Management | 13.4 | \$120,000 | \$116,754 | \$40,000 | \$157,200 |
| Marketing/Sales | 10.3 | \$110,000 | \$110,033 | \$50,000 | \$150,000 |
| Product Management/Development | 10.3 | \$134,500 | \$130,074 | \$85,000 | \$154,000 |
| Leadership Development Program/General Management | 8.3 | \$120,000 | \$122,920 | \$100,000 | \$175,000 |
| Business Development | 6.5 | \$119,000 | \$121,000 | \$70,000 | \$200,000 |
| Information Technology | 0.7 | - | - | - | - |
| Other | 1.0 | \$120,000 | \$118,333 | \$110,000 | \$125,000 |

¹ Finance: Other includes Corporate Finance, Finance Operations, Treasury and M&A.

² Dash indicates fewer than three people or less than 1% reported salary information.

TOP THREE FUNCTIONS



Class of 2016 MBA Base Salary by Geographic Location

| LOCATION | % | MEDIAN | MEAN | LOW | HIGH |
|-------------------------------|-------------|------------------|------------------|-----------------|------------------|
| NORTH AMERICA | 92.2 | \$125,000 | \$127,268 | \$70,000 | \$200,000 |
| USA | 90.2 | \$125,000 | \$127,926 | \$70,000 | \$200,000 |
| Northeast | 42.9 | \$125,000 | \$128,116 | \$70,000 | \$175,000 |
| Metro Boston | 23.1 | \$130,000 | \$129,671 | \$70,000 | \$170,000 |
| Metro NYC | 16.3 | \$125,000 | \$126,606 | \$70,000 | \$175,000 |
| West | 33.0 | \$125,000 | \$128,366 | \$72,000 | \$200,000 |
| San Francisco Bay Area | 17.3 | \$130,000 | \$131,398 | \$90,000 | \$170,000 |
| Southwest | 4.2 | \$135,728 | \$130,663 | \$102,000 | \$147,500 |
| South | 3.7 | \$120,000 | \$122,909 | \$100,000 | \$145,000 |
| Midwest | 3.4 | \$129,000 | \$128,459 | \$106,000 | \$147,000 |
| Mid-Atlantic | 2.7 | \$122,500 | \$122,500 | \$100,000 | \$150,000 |
| US Territories | .3 | - | - | - | - |
| Mexico | 1.7 | \$100,000 | \$93,000 | \$80,000 | \$100,000 |
| Canada | .3 | - | - | - | - |
| REST OF THE WORLD | 7.8 | \$100,500 | \$99,328 | \$40,000 | \$137,000 |
| Asia | 4.1 | \$108,250 | \$111,327 | \$95,424 | \$137,000 |
| Latin America & the Caribbean | 2.0 | \$105,000 | \$93,333 | \$50,000 | \$120,000 |
| Europe including UK | 1.4 | \$81,810 | \$87,155 | \$65,000 | \$120,000 |
| London | 0.3 | - ¹ | - | - | - |
| Africa | 0.3 | - | - | - | - |

¹Dash indicates fewer than three people or less than 1% reported salary information.

Class of 2016 MBA Base Salary by Undergraduate Major

| UNDERGRADUATE MAJOR | % | MEDIAN | MEAN | LOW | HIGH |
|------------------------------|------|-----------|-----------|----------|-----------|
| Business | 19.0 | \$125,000 | \$124,938 | \$70,000 | \$165,000 |
| Engineering | 31.0 | \$125,000 | \$124,675 | \$40,000 | \$200,000 |
| Science & Mathematics | 17.0 | \$125,000 | \$123,141 | \$70,000 | \$150,000 |
| Social Sciences & Humanities | 33.0 | \$125,000 | \$125,851 | \$80,000 | \$175,000 |

Class of 2016 MBA Base Salary by Professional Experience

| PROFESSIONAL EXPERIENCE | % | MEDIAN | MEAN | LOW | HIGH |
|--------------------------------------|------|-----------|-----------|----------|-----------|
| More than one year, up to 3 years | 12.1 | \$138,500 | \$121,182 | \$83,000 | \$150,000 |
| More than three years, up to 5 years | 44.1 | \$122,000 | \$122,703 | \$40,000 | \$200,000 |
| More than 5 years | 43.8 | \$130,000 | \$127,511 | \$70,000 | \$175,000 |

Signing Bonus Received by Job Function¹

| FUNCTION | % | MEDIAN | MEAN | LOW | HIGH |
|---|------|----------|----------|----------|----------|
| Leadership Development Program/General Management | 87.5 | \$25,000 | \$25,655 | \$10,000 | \$50,000 |
| Consulting/Strategic Planning | 80.4 | \$25,000 | \$26,827 | \$8,000 | \$60,000 |
| Product Management/Development | 66.7 | \$20,000 | \$27,800 | \$10,000 | \$77,000 |
| Operations/Project Management | 63.2 | \$25,500 | \$28,304 | \$25,500 | \$46,000 |
| Investment Banking | 61.5 | \$49,000 | \$48,125 | \$40,000 | \$60,000 |
| Marketing/Sales | 53.3 | \$25,750 | \$27,281 | \$10,000 | \$70,000 |
| Business Development | 44.4 | \$25,000 | \$26,688 | \$5,000 | \$60,000 |
| Finance: Other ² | 44.4 | \$47,500 | \$47,625 | \$25,500 | \$70,000 |
| Investment Management | 41.7 | \$20,000 | \$21,600 | \$3,000 | \$45,000 |

¹ 66.1% of the students reporting usable salary data reported receiving a signing bonus. Percentages represent the number of students who received a signing bonus in the function.

² Finance: Other includes Corporate Finance, Finance Operations, Treasury and M&A.

Class of 2016 MBA Other Guaranteed Compensation

| | % Reporting | MEDIAN | MEAN | LOW | HIGH |
|--|-------------|----------|----------|-------|----------|
| | 22.1 | \$19,500 | \$23,401 | \$100 | \$89,380 |

Class of 2016 MBA Timing of Job Offers

| | AT GRADUATION | THREE MONTHS AFTER GRADUATION |
|--|---------------|-------------------------------|
| | 88.7% | 95.3% |

Class of 2016 MBA Timing of Job Acceptances¹

| MBA TIMING OF JOB ACCEPTANCES ¹ | AT GRADUATION | THREE MONTHS AFTER GRADUATION |
|--|---------------|-------------------------------|
| | 81.2% | 92.5% |

¹ Three graduates, representing 0.7% of graduates, reneged on an accepted offer.

Class of 2016 MBA Reason for Accepting Position

| REASON FOR ACCEPTING POSITION | % |
|-------------------------------|------|
| Growth Potential | 37.5 |
| Job Function | 14.8 |
| People/Corporate Culture | 13.4 |
| Industry | 11.7 |
| Prestige of Firm | 8.2 |
| Job Content | 5.3 |
| Location | 4.9 |
| Compensation | 2.1 |
| Commitment to Sustainability | 1.4 |
| Other | 0.7 |

Class of 2016 MBA Source of Job Offers

| SOURCE OF JOB OFFERS | % |
|---|-------------|
| School-Facilitated Activities | 75.2 |
| Summer Internship | 33.9 |
| Interviews Scheduled Through On-Campus Recruiting | 28.5 |
| Job Postings (MIT or Sloan) | 4.9 |
| Alumni | 3.5 |
| MIT/Sloan Sponsored Events | 1.0 |
| Faculty/CDO/Sloan Student Referral | 2.4 |
| Resume Databases, Resume Referrals | 1.0 |
| Student-Facilitated Activities | 24.5 |
| Personal Network | 11.9 |
| Contacted Directly | 6.3 |
| Previous Employer | 3.5 |
| Newspaper, Magazine, Internet Job Boards | 2.8 |
| Other | 0.3 |

MBA CLASS OF 2017 INTERNSHIP EMPLOYMENT DATA

CLASS PROFILE¹

| | |
|--|-----|
| Number of Candidates | 400 |
| U.S. Citizens | 62% |
| Non-U.S. Citizens | 38% |
| Women | 41% |
| Median GMAT Score | 716 |
| Median Undergraduate GPA (out of 4.0) | 3.6 |
| Average Age at Entry to MIT Sloan | 28 |
| Average Years Full-Time Work Experience Prior to MIT Sloan | 5 |

¹ Class profile (as of matriculation) includes information for MBA students and students in the joint MBA/Leaders for Global Operations program.

EMPLOYMENT PROFILE²

| | NUMBER | % |
|----------------------------------|------------|------------|
| Seeking Employment | 325 | 77.2 |
| Not Seeking Employment | 85 | 20.2 |
| Leaders for Global Operations | 46 | 10.9 |
| Starting a Business | 23 | 5.5 |
| Sponsored & Returning to Company | 12 | 2.9 |
| Postponing Job Search | 3 | .7 |
| Other Reason(s) for Not Seeking | 1 | .2 |
| No Information Available | 11 | 2.6 |
| Total | 421 | 100 |

² All information based on data reported by students.

EMPLOYMENT OVERVIEW³

| | |
|------------------------------|----------------|
| Median Monthly Base Salary | \$8,000 |
| Range of Monthly Base Salary | \$500-\$13,900 |

³ Summer employment statistics based on internship acceptances. 91.2% of reported acceptances included usable salary information.

TOP HIRERS OF MBA CLASS OF 2017

| | |
|--|-----------------------------------|
| Amazon (19) | McKinsey & Company (9) |
| Boston Consulting Group, The (16) | Google (8) |
| Bain & Company (14) | Deloitte Consulting (6) |
| Microsoft Corporation (10) | Goldman Sachs Group (6) |
| Anheuser-Busch InBev (9) | |



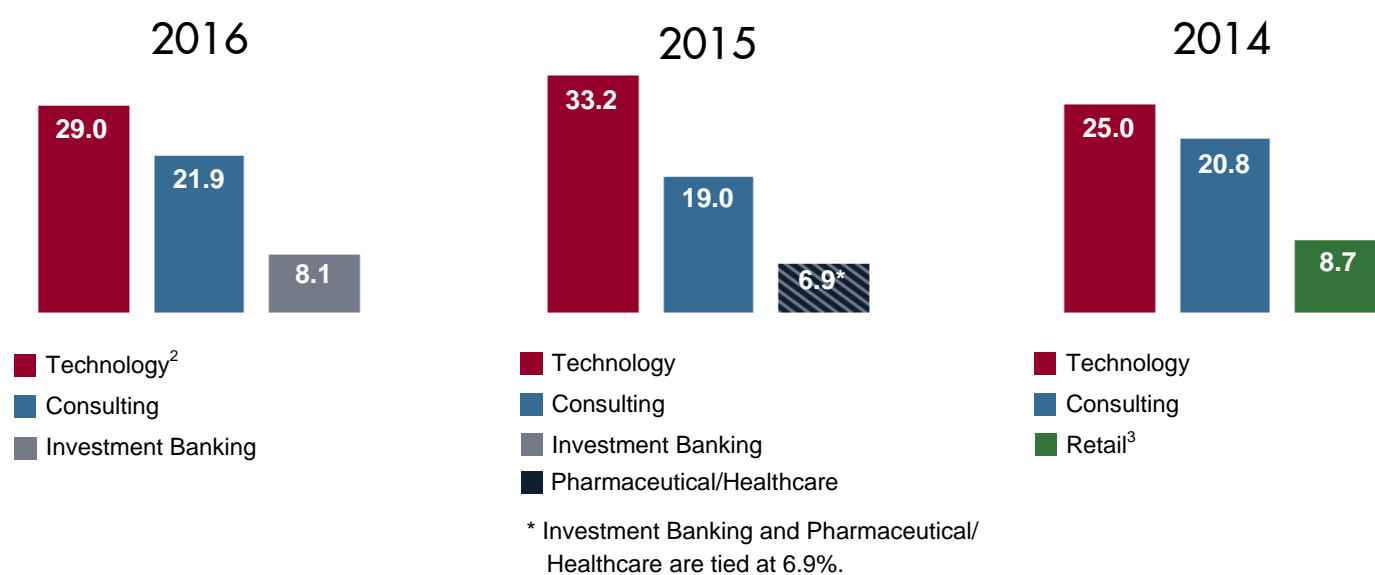
MBA CLASS OF 2017 INTERNSHIP SALARY FIGURES

Class of 2017 MBA Monthly Salary by Industry

| INDUSTRY | % | MEDIAN | MEAN | LOW | HIGH |
|-----------------------------------|-------------|----------------|----------------|----------------|-----------------|
| SERVICE INDUSTRIES | 72.2 | \$8,000 | \$8,633 | \$3,500 | \$13,900 |
| Software/Internet | 22.5 | \$8,000 | \$7,685 | \$4,000 | \$11,000 |
| Consulting | 21.9 | \$12,000 | \$10,292 | \$3,500 | \$13,900 |
| Investment Banking/Brokerage | 8.1 | \$10,400 | \$10,097 | \$4,500 | \$12,500 |
| Venture Capital | 4.3 | \$6,000 | \$6,073 | \$2,000 | \$10,000 |
| Investment Management | 4.0 | \$10,417 | \$10,005 | \$4,500 | \$12,500 |
| Private Equity | 3.7 | \$7,000 | \$7,133 | \$4,000 | \$10,800 |
| Retail | 3.6 | \$7,000 | \$6,440 | \$2,000 | \$8,000 |
| Diversified Financial Services | 2.2 | \$7,475 | \$8,358 | \$7,000 | \$13,000 |
| Media/Entertainment/Sports | 1.9 | \$5,440 | \$4,896 | \$4,000 | \$5,600 |
| MANUFACTURING INDUSTRIES | 23.8 | \$7,200 | \$6,871 | \$500 | \$12,500 |
| Pharmaceutical/Healthcare | 7.4 | \$7,510 | \$7,651 | \$2,000 | \$12,500 |
| Computers/Electronics | 6.2 | \$8,000 | \$7,397 | \$2,400 | \$9,600 |
| Consumer Products | 4.9 | \$7,020 | \$6,215 | \$1,900 | \$10,000 |
| Oil/Energy | 3.1 | \$5,100 | \$5,263 | \$500 | \$11,405 |
| Manufacturing: Other ¹ | 2.2 | \$6,800 | \$6,163 | \$4,000 | \$9,100 |
| GOVERNMENT/NONPROFIT | 2.8 | \$2,500 | \$3,700 | \$2,000 | \$8,000 |
| OTHER | 1.2 | \$3,250 | \$4,725 | \$2,000 | \$10,400 |

¹ Manufacturing: Other includes Automotive/Aerospace, Manufacturing, Telecommunications and Transportation/Equipment/Defense.

TOP THREE INDUSTRIES



² Tech includes Software/Internet, Computers/Electronics, and Telecommunications.

³ The re-categorization of employers in 2014 is reflected in the shift in Retail and Technology percentages. The next highest industry in 2014 was Investment Banking at 8.4%.

MBA CLASS OF 2017 INTERNSHIP SALARY FIGURES

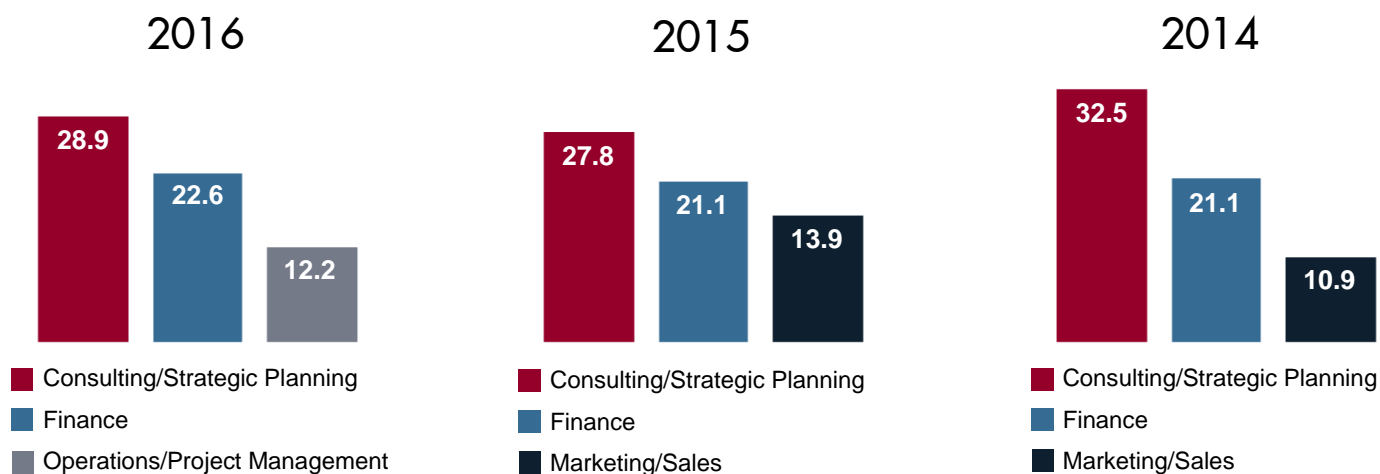
Class of 2017 MBA Monthly Salary by Function

| FUNCTION | % | MEDIAN | MEAN | LOW | HIGH |
|---|-------------|----------------|----------------|----------------|-----------------|
| Consulting/Strategic Planning | 28.9 | \$10,800 | \$9,721 | \$3,500 | \$13,900 |
| Finance | 22.6 | \$8,500 | \$8,443 | \$2,000 | \$13,000 |
| Investment Banking | 6.6 | \$10,400 | \$10,086 | \$4,500 | \$12,500 |
| Finance: Other ¹ | 6.2 | \$7,377 | \$7,395 | \$2,000 | \$10,800 |
| Investment Management | 5.2 | \$10,000 | \$9,561 | \$4,500 | \$13,000 |
| Venture Capital | 4.6 | \$6,400 | \$6,369 | \$2,000 | \$10,000 |
| Operations/Project Management | 12.2 | \$7,740 | \$6,768 | \$2,000 | \$9,000 |
| Product Management/Development | 11.8 | \$8,000 | \$7,377 | \$2,000 | \$10,000 |
| Business Development | 8.5 | \$7,250 | \$6,437 | \$500 | \$11,405 |
| Marketing/Sales | 8.5 | \$7,510 | \$7,301 | \$1,900 | \$11,000 |
| Leadership Development Program/General Management | 3.9 | \$8,000 | \$7,928 | \$2,500 | \$12,500 |
| Other ² | 3.6 | \$4,400 | \$5,365 | \$2,000 | \$10,000 |

¹ Finance: Other includes Research, Sales & Trading, Corporate Finance, Private Client Services/Wealth Management and Treasury.

² Other includes Human Resources and Information Technology.

TOP THREE FUNCTIONS



Class of 2017 MBA Monthly Salary by Geographic Location

| LOCATION | % | MEDIAN | MEAN | LOW | HIGH |
|-------------------------------|-------------|----------------|----------------|----------------|-----------------|
| NORTH AMERICA | 89.8 | \$8,000 | \$8,152 | \$1,900 | \$13,900 |
| USA | 89.1 | \$8,000 | \$8,149 | \$1,900 | \$13,900 |
| Northeast | 42.9 | \$8,000 | \$8,195 | \$1,900 | \$13,285 |
| Metro Boston | 22.7 | \$7,550 | \$8,051 | \$1,900 | \$13,285 |
| Metro NYC | 15.5 | \$9,300 | \$8,602 | \$2,000 | \$12,500 |
| West | 35.1 | \$8,000 | \$8,064 | \$2,400 | \$13,900 |
| San Francisco Bay Area | 19.6 | \$8,000 | \$8,057 | \$2,400 | \$13,500 |
| Southwest | 3.4 | \$8,666 | \$8,742 | \$3,300 | \$12,500 |
| Midwest | 3.4 | \$8,000 | \$8,954 | \$5,190 | \$12,250 |
| Mid-Atlantic | 3.1 | \$5,250 | \$6,173 | \$2,000 | \$10,380 |
| South | 1.2 | \$9,075 | \$9,288 | \$7,000 | \$12,000 |
| Canada | .3 | - ¹ | - | - | - |
| Mexico | .3 | - | - | - | - |
| REST OF THE WORLD | 10.2 | \$6,800 | \$7,326 | \$500 | \$13,000 |
| Asia | 5.6 | \$7,150 | \$7,727 | \$3,500 | \$13,000 |
| Latin America & the Caribbean | 3.1 | \$6,550 | \$6,616 | \$5,200 | \$8,725 |
| Africa | .6 | - | - | - | - |
| Middle East | .6 | - | - | - | - |
| Europe | .3 | - | - | - | - |

¹Dash indicates fewer than three people or less than 1% reported salary information.

Class of 2017 MBA Monthly Salary by Undergraduate Major

| UNDERGRADUATE MAJOR | % | MEDIAN | MEAN | LOW | HIGH |
|------------------------------|------|---------|---------|---------|----------|
| Business | 20.9 | \$8,000 | \$7,608 | \$1,900 | \$13,285 |
| Engineering | 33.4 | \$8,000 | \$8,209 | \$2,000 | \$13,900 |
| Science & Mathematics | 13.4 | \$8,000 | \$8,364 | \$4,000 | \$12,500 |
| Social Sciences & Humanities | 32.1 | \$8,000 | \$8,130 | \$500 | \$13,500 |

Class of 2017 MBA Monthly Salary by Professional Experience

| PROFESSIONAL EXPERIENCE | % | MEDIAN | MEAN | LOW | HIGH |
|--------------------------------------|------|---------|---------|---------|----------|
| More than one year, up to 3 years | 23.1 | \$8,100 | \$8,566 | \$2,000 | \$12,000 |
| More than three years, up to 5 years | 47.8 | \$8,000 | \$8,078 | \$500 | \$13,900 |
| More than 5 years | 28.6 | \$8,000 | \$7,997 | \$2,000 | \$13,285 |

Class of 2017 MBA Reason for Accepting Position

| REASON FOR ACCEPTING POSITION | % |
|-------------------------------|------|
| Job Function | 25.7 |
| Industry | 21.7 |
| Growth Potential | 12.7 |
| Job Content | 12.0 |
| Prestige of Firm | 11.0 |
| People/Corporate Culture | 8.3 |
| Location | 4.7 |
| Commitment to Sustainability | 2.0 |
| Other | 1.2 |
| Compensation | 0.7 |

Class of 2017 MBA Source of Job Offers

| SOURCE OF JOB OFFERS | % |
|---|-------------|
| School-Facilitated Activities | 74.7 |
| Interviews Scheduled Through On-Campus Recruiting | 44.9 |
| Job Postings (MIT or Sloan) | 14.8 |
| MIT/Sloan Sponsored Events | 6.6 |
| Faculty/CDO/Sloan Student Referral | 4.7 |
| Alumni | 3.0 |
| Resume Databases, Resume Referrals | 0.7 |
| Student-Facilitated Activities | 24.3 |
| Personal Network | 13.1 |
| Contacted Directly | 6.2 |
| Newspaper, Magazine, Internet Job Boards | 4.7 |
| Previous Employer | 0.3 |
| Other | 1.0 |

Accuracy in Reporting Employment Statistics

The MIT Sloan School of Management adheres to the MBA Career Services & Employer Alliance (MBA CSEA) Standards for Reporting MBA Employment Statistics (mbacsea.org). Conformance to this business school industry standard ensures accurate and comparable employment data. Currently, the majority of the leading MBA programs adhere to these accepted reporting standards. MIT Sloan takes a leadership role to promote the importance of accurate and comparable employment and salary statistics to prospective students and employers.

Nondiscrimination Policy

The Massachusetts Institute of Technology is committed to the principle of equal opportunity in education and employment. The Institute does not discriminate against individuals on the basis of race, color, sex, sexual orientation, gender identity, religion, disability, age, genetic information, veteran status, ancestry, or national or ethnic origin in the administration of its educational policies, admissions policies, employment policies, scholarship and loan programs, and other Institute administered programs and activities, but may favor US citizens or residents in admissions and financial aid.*

The Vice President for Human Resources is designated as the Institute's Equal Opportunity Officer and Title IX Coordinator. Inquiries concerning the Institute's policies, compliance with applicable laws, statutes, and regulations (such as Title VI, Title IX, and Section 504), and complaints may be directed to the Vice President for Human Resources, Room E19-215, 617-253-6512, or to the Manager of Staff Diversity and Inclusion, Room E19-215, 617-452-4516. In the absence of the Vice President for Human Resources or the Manager of Staff Diversity and Inclusion, inquiries or complaints may be directed to the Executive Vice President, Room 4-204, 617-253-3928, or to the Director of Labor and Employee Relations, Room E19-235N, 617-253-4264, respectively. Inquiries about the laws and about compliance may also be directed to the Assistant Secretary for Civil Rights, US Department of Education.

**The ROTC programs at MIT are operated under Department of Defense (DoD) policies and regulations, and do not comply fully with MIT's policy of nondiscrimination with regard to gender identity. MIT continues to advocate for a change in DoD policies and regulations concerning gender identity, and will replace scholarships of students who lose ROTC financial aid because of these DoD policies and regulations.*