

2006 Employment Report

Full-time MBA Program

When the world's most selective organizations seek new talent, they turn to Haas.

At Haas, innovation is a mindset and an array of capabilities that produce leaders who possess confidence without attitude and who promote and foster environments where innovation flourishes.

Class of 2006 Full-Time MBA Program



The Berkeley MBA Class of 2006 entered a strong job market upon graduation. Ninety-five percent of the class had job offers three months after graduation, and the number of students who enjoyed multiple offers rose dramatically over the previous years.

The breadth and scope of firms that hire Haas MBAs is wide and impressive—Haas MBAs are working for and interned with more than 180 different organizations. Top employers include McKinsey & Company, Google, Bank of America, Bain, Yahoo!, Johnson & Johnson, Boston Consulting Group, and Microsoft.

More and more companies continue to choose Haas as their recruiting partner because of its acclaimed general management program with top-ranked specialties, the independent and innovative thinking inherent to UC Berkeley graduates, and the school's collaborative, team-based culture. *The Wall Street Journal* recruiter survey recently ranked Haas as the fifth best business school in the U.S., and *The Princeton Review* named it the third best business school in the country for career prospects. The Haas School experienced a 38% increase in the number of recruiting schedules last year and has seen continued growth in 2006-07.

Salaries also continue to rise. The median base salary for Haas graduates this year was \$100,000, with a mean just under that amount, and we continue to see a large percentage of students receiving substantial signing bonuses.

The success in the employment market was shared by U.S. and international students alike. The mean base salary for international students was just above \$98,000. Their mean signing bonus was actually greater than their U.S. counterparts at more than \$21,000. Almost two-thirds of the international class decided to accept positions in the U.S. with companies

such as American Express, Yahoo!, Credit Suisse, Google, and Fidelity Investments. Students returning home or to other countries landed positions with firms such as Google, Bain, Johnson & Johnson, and McKinsey & Company.

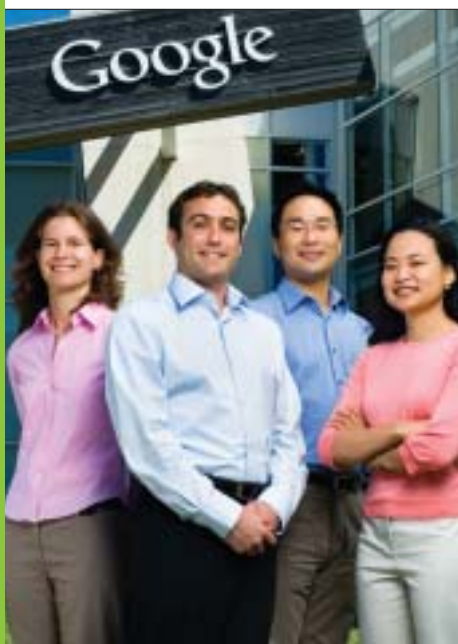
Technology remains the top sector of employment—in fact, Haas received the #1 rating in the 2006 Wall Street Journal Survey among recruiters from the technology industry. Other sectors proved very strong as well; the number of Haas students entering the financial services and consulting industries is a close second and third. One area of note is the growing energy industry, where we have seen a steady rise of students entering the field over the past two years.

Entrepreneurship continues to be a strength of Haas and has expanded well beyond the world of the internet. Fully 5% of our students started their own companies this year; they included a successful hedge fund, a company that seeks to bring healthy organic food into school cafeterias, an online sports site, an alternative energy company, and a consulting firm that focuses on the advantages of employing a flexible workforce.

We have also seen a subtle change in where Haas MBAs end up. While slightly more than half of the class of 2006 will remain in the Bay Area, we have seen increased numbers of students accept offers in Southern California and the Pacific Northwest. In addition, fully 16% of the class of '06 will be working overseas, and close to 10% have taken jobs in the Northeastern U.S., predominantly in New York.

After such a successful recruiting year, we look forward to serving our students and recruiting partners at an even higher level in 2007.

Employment Report
MBA Class of 2006
Full-time Employment



The Berkeley MBA Program is one of Google's targeted programs, and events such as the Google Tech Trek help the company recruit top talent. This year's recruits include (from left to right) Diana Adair, MBA 06; Marc Lefkowitz, MBA 07; Kihyun Jung, MBA 06; and Dai Pham, MBA 07.

A Profile: 224 students

Women	27%
Minority	32%
International	33%
Median Work Experience	5 years

Top Industries

Technology	25%
Financial Services	22%
Consulting	21%
Biotech/Healthcare	8%
Consumer Products/Retail	7%
Entrepreneurship	5%
Real Estate	5%

Average Salary by Industry

Industry	%	Median Salary	Avg Salary	Avg Signing Bonus	Avg Total Other Comp
Consulting	20.6%	115,000	107,345	19,809	28,441
Consumer Products/Retail	7.2%	85,000	82,667	13,125	15,114
Entertainment/Media	1.0%	N/A	N/A	N/A	N/A
Entrepreneurs	5.2%	—	—	—	—
Financial Services	21.6%	95,000	93,663	26,207	49,980
<i>Commercial Banking</i>	1.5%	95,000	100,000	N/A	N/A
<i>Diversified Financial Services</i>	4.1%	90,000	93,357	20,000	51,600
<i>Investment Banking/Brokerage</i>	9.3%	95,000	94,611	31,563	54,313
<i>Investment/Portfolio Management</i>	5.7%	95,000	88,09	120,000	50,667
<i>Venture Capital/Private Equity</i>	1.0%	N/A	N/A	N/A	N/A
Healthcare/Biotech/Pharmaceuticals	7.7%	97,020	93,234	21,308	23,086
Not for Profit/Government/Education	2.6%	70,000	73,072	N/A	N/A
Real Estate	5.2%	95,000	98,050	15,000	19,130
<i>Development</i>	2.6%	90,000	91,100	10,000	16,960
<i>Finance</i>	2.6%	100,000	105,000	18,750	21,300
Technology	25.3%	102,000	107,545	15,434	29,398
<i>Diversified High Tech</i>	1.6%	N/A	N/A	N/A	N/A
<i>Electronics</i>	1.6%	102,000	103,000	17,333	8,620
<i>Internet</i>	13.9%	100,000	103,634	17,463	28,844
<i>Semiconductors/Hardware</i>	2.1%	136,000	127,500	N/A	N/A
<i>Software</i>	6.1%	115,000	111,409	12,500	34,871
Utilities/Energy	3.6%	100,000	91,507	27,500	20,450
Grand Total	100.0%	100,000	98,977	19,924	31,407

*Average Total Other Comp includes annual bonus, proposed performance bonus, educational reimbursement, relocation expenses and other bonuses.

· N/A indicates less than 2% of students reporting.

· Due to the unique nature of entrepreneurship, salary data is not reported.

Average Salary by Function

Function Description	%	Median Salary	Avg Salary	Avg Signing Bonus	Avg Total Other Comp
Consulting	25.1%	110,000	106,045	18,600	26,573
Finance	26.8%	95,000	92,790	25,676	50,242
General Management	19.1%	95,000	96,619	19,519	31,805
Marketing	23.5%	100,000	100,345	16,724	19,092
Real Estate	5.5%	95,000	98,750	14,375	21,580
Grand Total	100.0%	100,000	98,977	16,327	28,870

*Average Total Other Comp includes annual bonus, proposed performance bonus, educational reimbursement, relocation expenses and other bonuses.

Top Hiring Companies

- Adobe Systems
- Amazon
- Bain & Company
- Bank of America
- Boston Consulting Group
- Credit Suisse
- Deloitte
- eBay
- Genentech
- Google
- Guidant
- IBM
- Johnson & Johnson
- Lehman Brothers
- McKinsey & Company
- Microsoft Corporation
- PG&E
- Yahoo!
- Wells Fargo
- ZS Associates

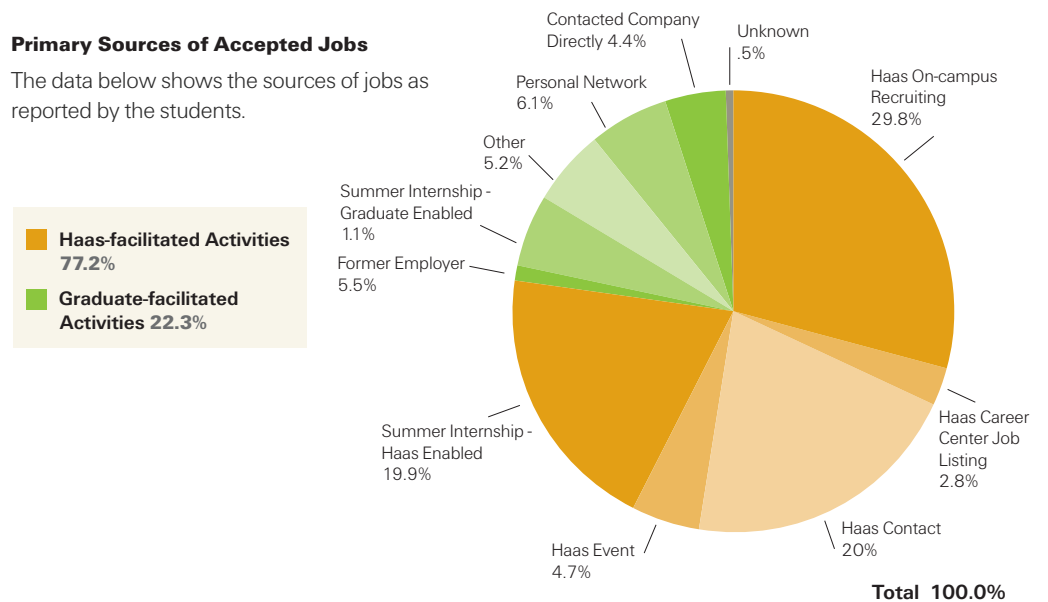


Class of 2006 - Full-time Positions by Region

Location	%
United States	84.2%
Northern California	57.9%
Southern California	8.8%
Pacific Northwest	6.1%
Northeast	8.7%
Middle Atlantic	1.1%
Southwest	1.1%
Midwest	0.5%
International	15.8%
Asia	8.2%
South America	3.8%
Europe	2.8%
India Subcontinent	0.5%
Caribbean	0.5%
	100%

Primary Sources of Accepted Jobs

The data below shows the sources of jobs as reported by the students.



Full-time Employment Quick Facts

- 71% of international students actively seeking employment reported that they are working in a country where they are not citizens or permanent residents.
- 74% of U.S. students actively seeking employment reported that they are working in a U.S. state or country different from where they received their undergraduate degrees.
- Eleven students started their own businesses upon graduation.
- Haas students see continued success in the MBA marketplace: the percentage of students who reported receiving signing bonuses and other guaranteed compensation, as well as the value of both forms of remuneration, continues to rise.
- 16% of the Class of 2006 accepted positions overseas.
- The Class of 2006 went to work for 112 different organizations.



Pensuda Laosiripojana (left) and Geoff Herrick were just two of the many Haas students who secured high-profile internships. Laosiripojana interned as a consultant at the Boston Consulting Group in Bangkok, Thailand, and Herrick was a summer associate at JP Morgan Chase in New York City.

A Profile: 260 students

Women	32%
Minority	26%
International	29%
Median Work Experience	5 years

Top Industries

Technology	34%
Financial Services	20%
Healthcare/Biotech	12%
Consulting	10%

Average Salary by Industry

Industry	%	Median Salary	Avg Salary
Consulting	10.0%	2,206	2,078
Consumer Products/Retail	6.9%	1,155	1,151
Financial Services	19.5%	1,826	1,542
<i>Commercial Banking</i>	1.7%	1,559	1,534
<i>Diversified Financial Services</i>	2.6%	1,196	1,284
<i>Investment Banking/Brokerage</i>	9.5%	1,828	1,724
<i>Investment/Portfolio Management</i>	4.3%	1,663	1,424
<i>Venture Capital/Private Equity</i>	1.3%	808	N/A
Healthcare/Biotech/Pharmaceuticals	11.7%	1,349	1,385
Not for Profit/Government/Education	6.1%	647	744
Other Industry	3.9%	924	966
Real Estate	6.5%	1,212	1,271
<i>Development</i>	2.6%	1,212	1,252
<i>Finance</i>	3.9%	1,270	1,284
Technology	33.7%	1,386	1,356
<i>Diversified High Tech</i>	0.4%	N/A	N/A
<i>Electronics</i>	5.7%	1,267	1,232
<i>Internet</i>	10.0%	1,455	1,437
<i>Semiconductors/Hardware</i>	3.0%	1,386	1,334
<i>Software</i>	10.4%	1,422	1,419
<i>Telecommunications</i>	4.3%	1,128	1,207
Utilities/Energy	1.7%	1,288	1,311
Grand Total	100.0%	1,386	1,401

*Average Salary shown is weekly salary.

Average Salary by Function

Function	%	Median Salary	Avg Salary
Consulting	14%	1,934	1,776
Finance	27%	1,517	1,484
General Management	19%	1,293	1,151
Marketing	34%	1,367	1,332
Real Estate	6%	1,270	1,312
Grand Total	100.0%	1,386	1,401

*Average Salary shown is weekly salary.

Top Hiring Companies

- Adobe Systems
- Apple
- Bank of America
- Bain & Company
- Blue Shield of California
- Cisco Systems
- Citigroup
- Deloitte
- Deutsche Bank
- Genentech
- Goldman Sachs
- Guidant
- Hewlett-Packard
- Intuit
- Johnson & Johnson
- Samsung
- SAP
- Yahoo!
- ZS Associates

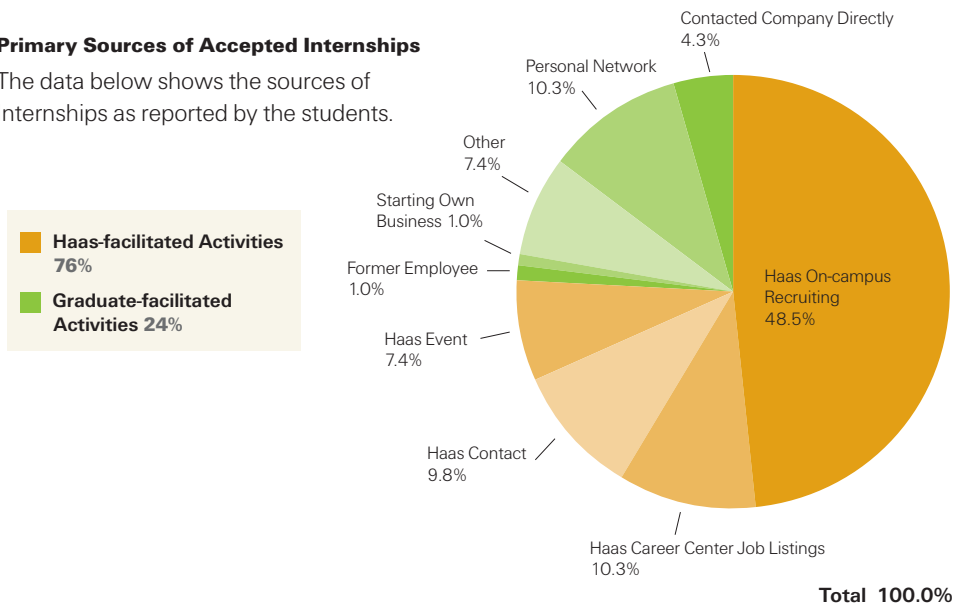


**Class of 2007 -
Summer Internships by Region**

Location	%
United States	91.6%
Northern California	71.1%
Southern California	8.4%
Pacific Northwest	3.3%
Northeast	4.9%
Middle Atlantic	2.2%
Midwest	1.3%
South	0.4%
International	8.4%
Asia	4.0%
Europe	3.1%
South America	0.9%
Africa	0.4%
Grand total	100.0%

Primary Sources of Accepted Internships

The data below shows the sources of Internships as reported by the students.



Internship Quick Facts

- 98.4% of students actively seeking a summer internship reported having one.
- The Class of 2007 interned at 148 different organizations during the summer of 2006.
- 29% of the Class of 2007 spent three weeks in late May and early June working overseas as consultants to companies and organizations as part of the International Business Development (IBD) program.