Dear Employer,

It has been a pleasure to meet so many of you this year. I enjoyed lunch with many of you while you were here for on-campus recruiting, and your feedback has been tremendously valuable. Thank you.

We are extremely proud of our students. Everything I heard from you makes me even more proud. You told me that they are smart and well trained. Any top business school can boast as much. But then you told me more. You told me about some truly distinctive capabilities. First, our students reflect the kind of independent, innovative thinking that Berkeley represents. Second, they are particularly well oriented to adding value in team-based, collaborative ways, in the community spirit that is so much a part of Berkeley. And third, they have confidence without attitude, which positions them as well for their first job as it does for their last.

I would also like to take this opportunity to announce a new initiative—one that gives you new opportunities to build your recruiting brand here at Haas. We are developing a set of lead corporate partners who will take our student and career services to a higher plateau. They will provide leadership in activities such as new-student orientations, student outreach, networking events, student-run conferences, and many other valuable means for you to connect with our students. I hope that you will take advantage of these opportunities. For more information, contact Jeff Rhode, Director of Corporate Relations (rhode@haas.berkeley.edu), or your Account Manager.

My heartfelt thanks to all of you. I look forward to developing our partnership still further over the coming year.

Warmest regards,

Richard K. Lyons
Acting Dean
Coleman Professor of Finance
Dear Haas Recruiter,

Thank you for your interest in Berkeley MBAs! The Career Services Office (CSO) is committed to helping your organization build and execute a successful recruiting strategy. In the past year we have taken a number of new initiatives in our quest to better serve your recruiting needs:

**East Coast Account Manager:** In a groundbreaking move, we’ve assigned an Account Manager to work in New York City to focus on maximizing opportunities for MBA and MFE students interested in careers in finance and on forming new partnerships with companies throughout the region.

**CSO Advisory Board:** We have created an advisory board consisting of current students and Berkeley MBA alumni active in recruiting. This board will help guide our efforts to further improve your recruiting experience and meet your hiring needs.

**Videoconferenced Interviews:** You can meet and interview Haas students without having to travel from your office, whether it is across the bay, country or ocean. For information on setting up video conferences, please consult your Account Manager.

We look forward to working with you this year.

The Haas Recruitment Team
# The Berkeley Advantage

## A Management Education for Today’s Complex Business Environment

## Profile of Full-time MBA

### Class of 2006

<table>
<thead>
<tr>
<th>Application Received</th>
<th>2,858</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enrolled Students</td>
<td>230</td>
</tr>
<tr>
<td>Women</td>
<td>27%</td>
</tr>
<tr>
<td>Minority Students</td>
<td>32%</td>
</tr>
<tr>
<td>International Students</td>
<td>33%</td>
</tr>
<tr>
<td>Countries Represented</td>
<td>39</td>
</tr>
<tr>
<td>Median Age at Enrollment</td>
<td>28 years</td>
</tr>
<tr>
<td>Median Post-University</td>
<td>5 years</td>
</tr>
<tr>
<td>Work Experience</td>
<td></td>
</tr>
<tr>
<td>Average GMAT</td>
<td>700</td>
</tr>
<tr>
<td>Average Undergraduate GPA</td>
<td>3.51</td>
</tr>
</tbody>
</table>

### Previous Degrees

- Bachelor’s: 100%
- Master’s: 9%
- Ph.D.: 2%

### Selected Undergraduate Majors

- Business: 27%
- Economics: 20%
- Engineering: 13%
- Social Sciences: 13%
- Natural Sciences: 8%
- Humanities: 7%

### Selected Professional Experience

**By Industry**

- Consulting: 15%
- High Technology/Electronics: 12%
- Financial Services: 8%
- Computer-related Services: 7%
- Banking: Investment & Commercial: 6%
- Consumer Products: 4%
- Not-for-Profit: 4%
- Telecommunications: 4%
- Accounting: 3%
- Advertising/Public Relations: 3%
- Energy: 3%

**By Job Function**

- Consulting/Management Services: 19%
- Marketing/Sales: 17%
- Finance: 16%
- General Management: 10%
- Project Management: 9%
- Planning & Corporate Strategy: 7%

---

The Berkeley MBA

## Full-time Program

Creative, resourceful, intelligent, energetic, entrepreneurial and, above all, highly motivated to make things happen around them—all of these are hallmarks of the Berkeley MBA student. As members of one of the most highly selective MBA programs—only one out of six applicants is admitted—Berkeley MBA students enter the program having distinguished themselves in their studies, in their career and in their community. Once here, they are challenged daily by the world-class Haas faculty and their fellow classmates in an atmosphere where students can further the development of their analytical, communication and leadership skills.

Berkeley MBA students have a wide-range of courses, certificates and degree programs from which to choose. Many take advantage of attending one of the world’s preeminent universities by supplementing their business course work with courses in law, urban planning, public policy, and public health. Berkeley MBA students learn the nuances of doing business in the global economy through exposure to the diversity within their own class and the dynamic business community of the region.

A tight-knit community, the Haas School fosters an environment where teamwork and a “get-it-done” attitude thrive. With a mastery of powerful quantitative tools and an understanding of the changing technological, global and human dimensions of business, Berkeley MBAs are well prepared to make a difference in your company.
Evening & Weekend MBA
As the Bay Area’s leading management program for working professionals, the Evening & Weekend MBA Program enables students to accelerate their career advancement by honing their business skills and acumen. This program features the identical comprehensive management curriculum and leading-edge courses as the Full-time MBA Program, taught by the same outstanding faculty.

Evening & Weekend MBAs are able to apply rigorous classroom learning directly to the business environment on a daily basis, giving them a unique perspective on management theory and practice. Selected students participate in summer intern recruiting during their second year and full-time employment recruiting during their final year.

Berkeley-Columbia Executive MBA
Merging the strengths of two top business schools, the Berkeley-Columbia Executive MBA program offers on-campus instruction featuring the same rigorous curriculum and world-class faculties as our prestigious full-time program.

Approximately 60 fast-tracked mid to senior-level executives with an average of 12 years of work experience learn in a unique bicoastal educational environment from two of the world’s preeminent business programs. The result: graduates with a rigorous general management education that blends the fundamentals with the innovative.

Masters in Financial Engineering (MFE)
The MFE degree is a one-year graduate degree that fills an important industry need for professional training. Students learn to employ financial economics, mathematics, and computer modeling skills to make pricing, hedging, trading, risk management, project evaluation, and portfolio management decisions. With an enrollment of only 60 students, the Haas MFE program encourages students to learn from each other and develops team players with strong analytical and interpersonal skills. For more information on recruiting MFE students, please contact either Linda Kreitzman (510.643.4329; lindak@haas.berkeley.edu) or Nicole Gehrmann (917.536.1017; nicoleg@haas.berkeley.edu).

Profile of Evening & Weekend MBA Class of 2007
Applications Received 722
Enrolled Students 240
Women 27%
Minorities 43%
International Students 12%
Countries Represented 20
Average Age at Enrollment 32 years
Average Post-Baccalaureate 7.8 years
Work Experience
Median GMAT Score 690
Median Undergraduate GPA 3.3

Previous Degrees
Bachelor’s 100%
Master’s 32%
Ph.D. 5%
J.D. 2%
M.D. 2%

Selected Undergraduate Majors
Engineering 36%
Business 15%
Computer Science 11%
Economics 9%
Natural Sciences 9%
Social Sciences 7%

Selected Professional Experience
By Industry
High Technology 23%
Computer-related Services 12%
Banking/Financial Services 10%
Telecommunications 7%
Consulting 5%
Biotechnology 4%
Consumer Products 4%
Medical Products/Devices 4%
Entertainment 3%
Health Services 3%
Not-for-Profit 1%

By Job Function
Marketing/Sales 17%
Engineering 16%
Finance 11%
Consulting/Management Services 9%
Information Systems 9%
Project Management 8%

Concurrent Degrees & Certificate Programs
The Haas School offers three concurrent degree programs in areas of special interest to business professionals:
- JD/MBA
- MBA/MPH in Health Management
- MBA/MA in International and Area Studies

Berkeley MBA students also have the option to earn certificates in one of six areas of study:
- Corporate Environmental Management
- Entrepreneurship
- Global Management
- Health Management
- Management of Technology
- Real Estate

These certificates allow students to develop an in-depth knowledge and mastery of a particular field, and are granted upon the completion of a designated number of courses and special projects.

“...As in-house counsel, I was increasingly being asked to give non-legal business advice. The Berkeley MBA gave me the tools to most effectively support my internal business clients, and ultimately to move into a business role. Without the extensive finance-focused curriculum that I have taken at Haas, I would never have qualified for the VP of Corporate Development position.”

PHIL STRAUSS, MBA 05 (EVENING & WEEKEND PROGRAM)
VP OF CORPORATE DEVELOPMENT & GENERAL COUNSEL, ACTUATE CORP.
The Haas School offers a variety of services to companies interested in recruiting our students. The following are just a sampling of the networking and recruiting opportunities available to you. To prepare your company’s strategy:

• Determine the needs of your organization,
• Contact your Account Manager (see page 1) to discuss which of the following options best meet your needs,
• Create a detailed job description for your MBA positions,
• Provide information according to the schedule on page 7, and
• Give us your feedback.

The Basics

On-Campus Presentations
An effective presentation provides students with a strong sense of the objectives and career paths offered by your company. Because of UC Berkeley’s academic calendar, we strongly urge fall presentations that target both first-year and second-year students.

On-Campus Interviews
Conducting interviews on-campus is the most efficient and convenient way to meet Haas students. Our staff will help you with all of your logistical tasks. We will provide on-campus parking permits, lunches, and, if his schedule permits, a visit from Dean Lyons.

Student Resumes
The Haas School publishes the resumes of its first- and second-year MBA students annually. To order your set, visit http://www.haas.berkeley.edu/careercenter/haas_mba_resume_books.html.

Company-Specific Resume Collections
Resumes collected specifically for your company can be used to identify candidates for an off-campus interview process or as the first step towards on-campus interviews.

Posting Jobs@Haas
If you have specific positions available in your company at any time during the year, we invite you to post job descriptions at no cost on Jobs@Haas for viewing by Haas students only. Posting is easy—just contact your Account Manager, visit http://www.haas.berkeley.edu/careercenter/job.html, or e-mail your job description to jobs@haas.berkeley.edu.

Career Fairs
On-campus lunchtime and early evening Career Fairs are efficient and cost-effective ways to meet face-to-face with our students. Firms may even choose to conduct same-day interviews in our Recruiting Center with students that they meet.

Build Your Brand On Campus

Firm Nights
Firm nights are an ideal way to reach a targeted audience. These networking events are organized by student clubs and are industry- or job function-specific.

<table>
<thead>
<tr>
<th>Fall 2005</th>
<th>Consulting</th>
<th>Pacific Rim</th>
<th>Marketing</th>
<th>Real Estate</th>
<th>Healthcare/Biotech</th>
<th>Finance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spring 2006</td>
<td>High Tech</td>
<td>Net Impact</td>
<td>Real Estate (2)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
“Having worked as a scientist focusing on drug discovery, I came to Haas with the long-term goal of working in venture capital doing biotech investments. With the skills I’ve learned in my classes, internship, and extracurricular activities in entrepreneurship, I now have a better understanding of what makes a startup biotech firm successful and can thus be a better investor.”

MANUEL RODRIGUEZ, MBA 05
SUMMER INTERNSHIP: BOSTON SCIENTIFIC CORPORATION

Student Visits
Inviting students to your workplace provides an excellent introduction to your company’s culture. The Haas@Work program facilitates such visits. Go to http://www.haas.berkeley.edu/alumni/students/haasatwork.html to learn more.

Guest Lectures and Industry Topic Courses
Each year, students coordinate a number of industry-specific courses that require corporate participation to succeed. These classes cover cutting-edge business topics and help prepare students to work in those industries. Representatives from your company can lead a case, offer timely insight into a real business problem, or share current research.

Become a Corporate Sponsor
As a Corporate Sponsor, your firm can choose from a range of activities that go beyond the typical recruiting events to not only strengthen its campus brand but also connect with Haas faculty, staff, and alumni. Annual events such as the Haaski Charity Golf Tournament, the Haas Gala in San Francisco, or the Menlo Circus Celebration in Menlo Park are superb, high visibility networking events. Or, you can get a jump on recruiting and meet our newly admitted students by sponsoring Orientation Week or one of our workshops that focuses on diversity and women’s issues. For more information on how your company can raise its profile at Haas, contact your Account Manager or Jeff Rhode, Director of Corporate Relations (510.642.1907/rhode@haas.berkeley.edu).

Get Your Haas Alumni Involved
Leveraging the Haas graduates within your firm is one of the easiest ways to strengthen the ties between your company and campus. To help you identify Berkeley MBAs, we can provide you with a list of graduates who currently list your company as their employer.

Alumni Industry Panels
Alumni industry panels provide an intimate setting for Haas graduates and current students to share their insight and experiences.

Sponsor a Consumption Function
Consumption Functions are student-organized and hosted Haas school gatherings on Friday afternoons. Sponsorship of a Consumption Function provides your company with an outstanding opportunity to reach the entire class in a relaxed and informal setting. For more information, contact your Account Manager or the appropriate club representative listed on page 10.

Promote Your Events
Advertise in HaasWeek
HaasWeek, the official student newspaper at Haas, is published every other Monday while school is in session. Whether you are looking to increase brand awareness or get the word out about your campus events, advertising in HaasWeek is a cost-effective way to reach over 1,200 MBA and undergraduate students at Haas. For the past 20 years, HaasWeek has been a top channel for reaching Haas students. For more information, contact 510.642.7480 or haasweek@haas.berkeley.edu.

Targeted E-mails
Messages sent to your Account Manager can be forwarded to students based on their interest in full-time jobs or summer internships, industry, job function, geographic preference, or an affiliation with a particular campus organization.

An Excellent Return on Your Investment—International Students at Haas
International students comprise one-third of the first- and second-year MBA classes at Haas. Currently, students from 49 countries are enrolled in our program. These students bring outstanding work experience, academic accomplishment, multilingual abilities, and business skills to produce results across cultures.

We encourage you to include them on your interview schedules for both domestic and international positions. International alumni of the Berkeley MBA program are employed in all industries and functions throughout the US and around the world, adding valuable cross-cultural insight and business savvy. Just as they have contributed to the Haas community through their wide range of knowledge and experiences, so too will they make valuable contributions to your organization.

It is not difficult to hire an international student. Most of our MBA students travel to Berkeley to study on an F1 visa, so work permission for internships is authorized by officials on the Berkeley campus without employer involvement. Graduating students can work for up to one year under the practical training provision of their F1 visa while their employer applies for the H1-B visa. Processing time varies but in general requires only three to four months. Foreign citizens can work on an H1-B visa for an initial period of three years, with a possible extension of three more years. For more information, please contact your Career Services Account Manager.
Each year, approximately 75% of our student body takes part in on-campus recruiting. By following these steps, your company can select and interview the best candidates in an efficient and economical manner.

**Scheduling Your On-Campus Interviews**

Please contact your Account Manager to schedule your interview dates, keeping the following information in mind:

**Position Title and Description**

Firms that provide detailed information about the available positions, as well as some information about the company and division, consistently receive the most vigorous response from students.

**Type of Schedule**

**Closed:** Pre-select all of your interviewees based on a resume drop or other means.

**Open:** Students bid for the opportunity to be interviewed by you.

**Split:** (Recommended) Pre-select some of your candidates and allow interested students to bid for the remaining slots. This ensures a balanced mix of students whose backgrounds fit your needs, as well as students who are very interested in the company.

**Rotating:** Can be closed, open or split. Allows two interviewers to see a single candidate in back-to-back interviews.

**Length of Interviews**

Generally, firms choose to conduct 30 minute interviews (12 students per schedule) or 45 minute interviews (8 students per schedule). However, we are happy to amend the standard template to your specific needs.

**Presentations**

If you plan to conduct a presentation in the fall, we recommend that you hold it at least one month before your interview date so that it will occur prior to your resume drop. Presentations for Berkeley MBA students should take place either at 12:30-2:00 p.m. or 6:00-7:30 p.m. Most presentations are held in the UCB Faculty Club, just behind the Haas School of Business. Please contact Barbara Bybee, Faculty Club Presentation Coordinator, at 510.642.2119 for more information.

**Populating Your Schedule: Resume Drops and Invite Lists**

If you choose to conduct closed or split schedules, we will manage a company-specific resume drop approximately one month prior to your interview date. We will then forward the resumes to you via e-mail.

We also recommend that you order a complete Student Resume Book set. This is an excellent tool for identifying interview candidates and can be ordered online at http://www.haas.berkeley.edu/careercenter/employers.html.

Two weeks prior to your visit, you should return your candidate list to us. We will invite and schedule the students for you. For schedules with open slots, we will conduct the bid process and award slots to the highest bidders.

**Coming to Campus**

We will send your final schedule along with driving directions and logistical information a few days before your interview date. Parking passes may be mailed to your interviewers with at least one week’s prior notice. Typically, interviews begin at 8:30 a.m. in the Haas Recruitment Center, room S330. On the day of the interviews, we suggest that you arrive at least 15 minutes before your first interview to obtain a parking pass, park, acclimate yourself, and prepare for the day. Upon arrival, you will be provided with a packet of information including your updated schedule and resumes for the students that you will meet.

**Final Rounds, Follow Up, and Feedback**

Since firms have varying timetables for advanced interviews, we ask that you keep students appraised of their status throughout your hiring process. Students greatly appreciate open communication, regardless of the final outcome of their candidacy. We also ask that after your interviews, please be sure to complete the Recruiters’ Survey, which provides us with valuable feedback.

**The Offer**

Accepting an offer is the culmination of a student’s time at Haas. It is an important decision that requires the time to ensure that it is right for both the student and your firm. We ask that you provide students who have received full-time offers until December 15, or at least three weeks from the date of the offer, whichever comes later, to decide. We ask that you provide students who have received internship offers until March 15, or at least three weeks from the date of the offer, whichever comes later, to decide.
# 2005/06 Recruiting Calendars

## Fall 2005 (Full-time Positions)

<table>
<thead>
<tr>
<th>Interview Week</th>
<th>Presentation Dates</th>
<th>Job Description Due (Tues)</th>
<th>Recruiters Receive Resumes (Wed)</th>
<th>Invite Lists Due to Haas (Tues)</th>
<th>Final Schedules Sent (Thurs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct 10-14</td>
<td>Sep 6-16</td>
<td>Aug 23</td>
<td>Sep 21</td>
<td>Sep 27</td>
<td>Oct 6</td>
</tr>
<tr>
<td>Oct 17-21</td>
<td>Sep 12-23</td>
<td>Aug 30</td>
<td>Sep 28</td>
<td>Oct 4</td>
<td>Oct 13</td>
</tr>
<tr>
<td>Oct 30 - Nov 4</td>
<td>Sep 26 - Oct 7</td>
<td>Oct 12</td>
<td>Oct 18</td>
<td>Oct 27</td>
<td></td>
</tr>
<tr>
<td>Nov 7-10</td>
<td>Oct 3-14</td>
<td>Oct 19</td>
<td>Oct 25</td>
<td>Nov 3</td>
<td></td>
</tr>
<tr>
<td>Nov 14-18</td>
<td>Oct 10-21</td>
<td>Oct 26</td>
<td>Nov 1</td>
<td>Nov 10</td>
<td></td>
</tr>
</tbody>
</table>

## Spring 2006 (Full-time Positions and Summer Internships)

<table>
<thead>
<tr>
<th>Interview Week</th>
<th>Presentation Dates</th>
<th>Job Description Due (Tues)</th>
<th>Recruiters Receive Resumes (Wed)</th>
<th>Invite Lists Due to Haas (Tues)</th>
<th>Final Schedules Sent (Thurs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan 23-27</td>
<td>Fall 2005</td>
<td>Nov 15</td>
<td>Jan 4</td>
<td>Jan 10</td>
<td>Jan 19</td>
</tr>
<tr>
<td>Jan 30 - Feb 3</td>
<td>Fall 2005</td>
<td>Nov 15</td>
<td>Jan 4</td>
<td>Jan 17</td>
<td>Jan 26</td>
</tr>
<tr>
<td>Feb 6-10</td>
<td>Fall 2005</td>
<td>Nov 15</td>
<td>Jan 4</td>
<td>Jan 24</td>
<td>Feb 2</td>
</tr>
<tr>
<td>Feb 13-17</td>
<td>Fall 2005</td>
<td>Dec 13</td>
<td>Jan 25</td>
<td>Jan 31</td>
<td>Feb 9</td>
</tr>
<tr>
<td>Feb 21-24</td>
<td>Fall 2005</td>
<td>Jan 10</td>
<td>Feb 1</td>
<td>Feb 7</td>
<td>Feb 16</td>
</tr>
<tr>
<td>Feb 27 - Mar 3</td>
<td>Fall 2005</td>
<td>Jan 17</td>
<td>Feb 8</td>
<td>Feb 14</td>
<td>Feb 23</td>
</tr>
</tbody>
</table>

### Bonus Week

<table>
<thead>
<tr>
<th>Week</th>
<th>Dates</th>
<th>Due Dates</th>
<th>Resumes Due</th>
<th>Send Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr 3-7</td>
<td>Fall 2005</td>
<td>Feb 28</td>
<td>Mar 15</td>
<td>Mar 21</td>
</tr>
</tbody>
</table>
Average Salary by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>% Employed</th>
<th>Range of Salary</th>
<th>Median Salary</th>
<th>Avg Salary</th>
<th>Avg Sign Bonus</th>
<th>Avg Total Other Comp</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>15.4%</td>
<td>$60,000 - 120,000</td>
<td>$100,000</td>
<td>$95,213</td>
<td>$12,571</td>
<td>27,280</td>
</tr>
<tr>
<td>Consumer Products/Retail</td>
<td>13.9%</td>
<td>$28,000 - 125,000</td>
<td>82,750</td>
<td>79,375</td>
<td>9,433</td>
<td>12,274</td>
</tr>
<tr>
<td>Financial Services</td>
<td>20.7%</td>
<td>37,500 - 125,000</td>
<td>85,000</td>
<td>82,819</td>
<td>17,432</td>
<td>41,225</td>
</tr>
<tr>
<td>Healthcare/Biotech/Pharmaceuticals</td>
<td>9.1%</td>
<td>62,000 - 120,000</td>
<td>95,000</td>
<td>95,565</td>
<td>11,800</td>
<td>18,725</td>
</tr>
<tr>
<td>Non-Profit/Government/Education</td>
<td>3.4%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Real Estate</td>
<td>6.7%</td>
<td>45,000 - 120,000</td>
<td>80,000</td>
<td>82,917</td>
<td>7,125</td>
<td>24,300</td>
</tr>
<tr>
<td>Technology</td>
<td>23.6%</td>
<td>45,000 - 180,000</td>
<td>92,000</td>
<td>91,853</td>
<td>11,963</td>
<td>18,283</td>
</tr>
<tr>
<td>Utilities/Energy</td>
<td>2.4%</td>
<td>85,000 - 100,000</td>
<td>90,000</td>
<td>90,000</td>
<td>20,000</td>
<td>11,250</td>
</tr>
<tr>
<td>Other Industry</td>
<td>4.8%</td>
<td>85,000 - 100,000</td>
<td>91,500</td>
<td>92,167</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Grand Totals</strong></td>
<td>100.0%</td>
<td><strong>$28,000 - 180,000</strong></td>
<td><strong>$87,500</strong></td>
<td><strong>$88,234</strong></td>
<td><strong>$12,824</strong></td>
<td><strong>$24,465</strong></td>
</tr>
</tbody>
</table>

Average Salary by Function

<table>
<thead>
<tr>
<th>Industry</th>
<th>% Employed</th>
<th>Range of Salary</th>
<th>Median Salary</th>
<th>Avg Salary</th>
<th>Avg Sign Bonus</th>
<th>Avg Total Other Comp</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>17.2%</td>
<td>$45,000 - 120,000</td>
<td>$100,000</td>
<td>$93,879</td>
<td>$12,828</td>
<td>$25,804</td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td>5.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Finance</td>
<td>26.8%</td>
<td>40,000 - 140,000</td>
<td>85,000</td>
<td>85,872</td>
<td>14,307</td>
<td>35,128</td>
</tr>
<tr>
<td>General Management</td>
<td>18.7%</td>
<td>37,500 - 125,000</td>
<td>88,000</td>
<td>87,807</td>
<td>11,530</td>
<td>17,003</td>
</tr>
<tr>
<td>Marketing</td>
<td>23.9%</td>
<td>28,000 - 180,000</td>
<td>85,000</td>
<td>88,308</td>
<td>12,619</td>
<td>16,179</td>
</tr>
<tr>
<td>Real Estate</td>
<td>7.7%</td>
<td>45,000 - 120,000</td>
<td>80,000</td>
<td>83,267</td>
<td>9,800</td>
<td>21,115</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td>100.0%</td>
<td><strong>$28,000 - 180,000</strong></td>
<td><strong>$87,500</strong></td>
<td><strong>$88,234</strong></td>
<td><strong>$12,824</strong></td>
<td><strong>$24,465</strong></td>
</tr>
</tbody>
</table>

Top Locations

Sources of Offer

United States
International

Haas On-Campus Recruiting 28%
Haas Contact or Event 28%
Company Sponsored Student 1%
Former Employer (not sponsored) 5%
Other 33%
Recent Recruiters of Berkeley MBAs

Selected companies that participated in on-campus recruiting during the 2004-2005 school year:

A.T. Kearney, Inc.
Accenture
Adobe Systems
Agilent Technologies, Inc.
AIG Global Investment Group
Alta Bates Summit Medical Center
Amazon.com, Inc.
American Express
Analysis Group
Apax Partners, Inc.
Apple
Apelera–Applied Biosystems
Applied Materials
Archstone Consulting
Artisan Funds
Autodesk, Inc.
Avaya
Avera Global Partners
Bain & Company
Banc of America Securities
Bank of America
Barclays Global Investors
BEA Systems, Inc.
BearingPoint
Belo Corporation
BioMarin Pharmaceuticals
BlackRock
Blue Shield of California
Bonanza Capital
Booz Allen Hamilton
Boston Consulting Group
The Brandes Investment Partners
Broadview International (Jefferies & Co)
Burrill & Company
California Pacific Medical Center
Cambridge Associates, LLC
Canvas Capital
Cappello Group, Inc.
Celladon Corporation
Cherokee Investment Partners
ChevronTexaco Corporation
Chiron
Cisco Systems
Citigroup
Citigroup–Smith Barney
The Clorox Company
Del Monte Foods
Dell Computer Corporation
Dell’Oro Group Inc.
Deloitte
Deutsche Bank Securities Inc.
Dresdner Kleinwort Wasserstein
Dreyer’s Grand Ice Cream
E.& J. Gallo Winery
eBay
Education Pioneers, Inc.
Electronic Arts
Endeavor Global, Inc.
Falcon Investment Group LLC
Fidelity Investments
Fidelity Ventures
Franklin Templeton Investments
Fremont Realty Capital Gap, Inc.
GE Wind Energy
Genentech, Inc.
General Electric
Gilead Sciences
Goldman Sachs & Co.
Grand-Jean Capital Management Inc.
Green Century Capital Management, Inc.
Guidant Corporation
Hahn Capital Management LLC
Hana Biosciences
Harris Williams & Company
HealthNet, Inc.
Hewlett-Packard Company
Home Depot
Houlihan Lokey Howard and Zukin (HLHZ)
IBM
IBM Global Services Consulting
Imagine Capital Management, LLC
Infosys Consulting
Intel Corporation
International Finance Corporation (IFC)
Invitrogen Corporation
Johnson & Johnson
Johnson & Johnson–Alza Pharmaceuticals
Johnson & Johnson–LifeScan
Johnson & Johnson–Neutrogena
Johnson & Johnson–Personal Products Company
Johnson & Johnson–Scios
Kaiser Permanente
KLA–Tencor
Knight Ridder
KPMG
Kurt Salmon & Associates (KSA)
Lazard
Lehman Brothers
Liquid Realty Partners
L’Oreal USA, Inc.
Los Alamos National Laboratory
M.C. Wilhelm Associates
Macromedia
Marcus & Millichap Real Estate Investment Brokerage Co.
Mattel, Inc.
McKesson
McKinsey & Company
Merrill Lynch
Microsoft Corporation
Montgomery & Co, LLC
Morgan Stanley
National Park Service
Northwest Airlines
Northwest Pacific Laboratories
OC&C Strategy Consultants
Omidyar Network
Pacific Alternative Asset Management Company
Parker & Lynch Recruiters
Parnassus Investments
Perseus Group
PG&E Corporation
Piper Jaffray
Pittiglio Rabin Todd & McGrath (PRTM)
Platform Learning
PowerBar Inc.–Nestle USA
Nutritional Foods
PricewaterhouseCoopers–Financial Advisory Services
Property & Portfolio Research, Inc.
Protein Design Labs, Inc. (PDL)
Prudential Capital Group
Prudential Equity Group, LLC
Prudential Financial
Putnam Lovell NBF
Qualcomm, Inc.
Quovera
RBC Capital Markets
RealNetworks, Inc.
Retail West
Roche Diagnostics
RPOptions
Samsung
SAP
SBC Communications
Schnitzer Northwest
Scion Capital, LLC
Seraph Group LLP
Shea Homes
Siebel Systems, Inc.
Silver Oak Solutions
SVB Alliant
Taiyo Pacific Partners LP
The Spartan Group LLC
Tiber Group
T-Mobile USA
UBS Financial Services, Inc.
U.S. Department of the Treasury
VARSStreet Inc.
Veritas Software
Wal-Mart Stores, Inc.
Washington Mutual Inc.
Wellington Management
Wells Fargo Bank
William Blair & Company
Woodside Group, Inc.
Woodside Hotels & Resorts
Xilinx, Inc.
Yahoo!
ZS Associates
Student Organizations at Haas

Berkeley MBA students are involved in a wide range of clubs and organizations. Partnering with a student group is a valuable resource to enhance your campus visibility and recruiting efforts. Whatever range of activities you choose to do—conference, speaker series, guest lecturer, panel discussion, mock interview, company visit, trek host, or happy hour—working with Haas students directly can give you an extra edge in your recruitment efforts. To find out how your firm can become more involved on campus, please don’t hesitate to contact a club representative or your Account Manager.

<table>
<thead>
<tr>
<th>Organization</th>
<th>Officer</th>
<th>E-mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBAA Student Association—VP for Careers</td>
<td>Ronnie Chapman</td>
<td><a href="mailto:chapman@haas.berkeley.edu">chapman@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Berkeley BioBusiness Association</td>
<td>Aditya Mane</td>
<td><a href="mailto:mane@haas.berkeley.edu">mane@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Berkeley Real Estate Club (BREC)</td>
<td>Brian Milovich</td>
<td><a href="mailto:milovich@haas.berkeley.edu">milovich@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Black Business Students Assoc.</td>
<td>Rufus McLain</td>
<td><a href="mailto:mclain@haas.berkeley.edu">mclain@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Berkeley Solutions Group</td>
<td>Eric Marnandus</td>
<td><a href="mailto:marnandu@haas.berkeley.edu">marnandu@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Challenge 4 Charity</td>
<td>Alex Taylor</td>
<td><a href="mailto:ataylor@haas.berkeley.edu">ataylor@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Consulting Club</td>
<td>Lovi Randhawa</td>
<td><a href="mailto:randhawa@haas.berkeley.edu">randhawa@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Digital Media and Entertainment</td>
<td>Christian Oestlien</td>
<td><a href="mailto:oestlien@haas.berkeley.edu">oestlien@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Entrepreneurs Association</td>
<td>Mohammed Guller</td>
<td><a href="mailto:guller@haas.berkeley.edu">guller@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>European Business Club</td>
<td>Remco Groeneveld</td>
<td><a href="mailto:groeneve@haas.berkeley.edu">groeneve@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Finance Club</td>
<td>Daniel Nash</td>
<td><a href="mailto:nash@haas.berkeley.edu">nash@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Global Social Venture Club</td>
<td>Adam Gouttier</td>
<td><a href="mailto:gouttier@haas.berkeley.edu">gouttier@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Haas Asia Business Conference</td>
<td>Sylvia Chen</td>
<td><a href="mailto:schen@haas.berkeley.edu">schen@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Haas Christian Fellowship</td>
<td>Jovan Sankar</td>
<td><a href="mailto:jovan.sankar@mba.berkeley.edu">jovan.sankar@mba.berkeley.edu</a></td>
</tr>
<tr>
<td>Haas Technology Club</td>
<td>Navneet Joneja</td>
<td><a href="mailto:joneja@haas.berkeley.edu">joneja@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>HaasWeek</td>
<td>K.J. Yoo</td>
<td><a href="mailto:kjyoo@haas.berkeley.edu">kjyoo@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Healthcare@Haas</td>
<td>Howard Tsay</td>
<td><a href="mailto:tsay@haas.berkeley.edu">tsay@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Hispanic Club</td>
<td>Claudia Reyes</td>
<td><a href="mailto:creyes@haas.berkeley.edu">creyes@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Investment Club</td>
<td>Colin T.C. Ho</td>
<td><a href="mailto:tho@haas.berkeley.edu">tho@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Jewish Business Club</td>
<td>Bruce Deutsch</td>
<td><a href="mailto:bruce.deutsch@mba.berkeley.edu">bruce.deutsch@mba.berkeley.edu</a></td>
</tr>
<tr>
<td>Latin American Business Club</td>
<td>Rodrigo Hetz</td>
<td><a href="mailto:hetz@haas.berkeley.edu">hetz@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Leaders@Haas</td>
<td>Rafael Gomes</td>
<td><a href="mailto:gomes@haas.berkeley.edu">gomes@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Leading Edge Conference</td>
<td>Rich Brown</td>
<td><a href="mailto:rich.brown@mba.berkeley.edu">rich.brown@mba.berkeley.edu</a></td>
</tr>
<tr>
<td>Marketing Club</td>
<td>Brad Farrell</td>
<td><a href="mailto:farrel@haas.berkeley.edu">farrel@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Nanotechnology Club</td>
<td>Narasimhan Raghavan</td>
<td><a href="mailto:nraghava@haas.berkeley.edu">nraghava@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Net Impact and Non-Profit</td>
<td>Seth Bindernagel</td>
<td><a href="mailto:binderna@haas.berkeley.edu">binderna@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Pacific Rim Club</td>
<td>Roy Zhou</td>
<td><a href="mailto:wzhou@haas.berkeley.edu">wzhou@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Q@Haas (Gay, Lesbian &amp; Bisexual Association)</td>
<td>Brian Jordan</td>
<td><a href="mailto:bjordan@haas.berkeley.edu">bjordan@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>South Asia Club</td>
<td>Mani Pandher</td>
<td><a href="mailto:pandher@haas.berkeley.edu">pandher@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>UCB Business Plan Competition</td>
<td>Nathan Dintenfass</td>
<td><a href="mailto:nathan.dintenfass@mba.berkeley.edu">nathan.dintenfass@mba.berkeley.edu</a></td>
</tr>
<tr>
<td>Wine Industry Club</td>
<td>Alexis Todor</td>
<td><a href="mailto:todor@haas.berkeley.edu">todor@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>Women in Leadership (WIL)</td>
<td>Christine Chun</td>
<td><a href="mailto:chun@haas.berkeley.edu">chun@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>WIL Conference</td>
<td>Mani Pandher</td>
<td><a href="mailto:pandher@haas.berkeley.edu">pandher@haas.berkeley.edu</a></td>
</tr>
<tr>
<td>YEAH (Young Entrepreneurs at Haas)</td>
<td>Tania Fraley</td>
<td><a href="mailto:fraley@haas.berkeley.edu">fraley@haas.berkeley.edu</a></td>
</tr>
</tbody>
</table>
Helpful Tips for Recruiters

Advertising
The buildings of the Haas School of Business are home to students from several academic programs. For your MBA presentation and on-campus interview dates, be sure to specify “MBA” in your ad in HaasWeek, the MBA student newspaper, and also on any flyers or other materials you’d like for us to post in the hallways of Haas.

Consolidate Your Recruiting Efforts
You may have several divisions of your company hiring MBAs. Designate one representative from your company as the Haas Team Lead to centralize your recruiting strategy across your firm. You can build a more powerful brand on campus the more you combine efforts with other divisions.

Job Descriptions
Let students pre-screen themselves by providing a detailed job description. Be sure to include information on job locations and work authorization requirements.

Split Your Schedule
A split interview schedule allows the employer to select a number of candidates and also for students to select employers through a bidding process. This way, companies have a mix of students whose backgrounds fit their needs, as well as the opportunity to meet students who show a very strong interest in the company.

Printed Materials
Make sure to bring business cards with you. If you have corporate literature or applications for the students to fill out, you can send them to us in advance of your presentation or interviews. We can keep any extra literature here or ship it back to your office, as you prefer.

Choosing Your Corporate Representatives
Interviewers and presenters from functional areas who have been with the company for a while are ideal. We especially encourage alumni participation, since their support and enthusiasm are valued by students and corporate staffing alike.

Parking
Parking on the UC Berkeley campus can be difficult, even with a parking permit. Use public transportation, take a taxi or try to arrange a carpool with other recruiters from your company. You can find information on local transportation services on page 12 or contact us with further questions.

Watch the Clock
With a full day of interviews, it’s important to stay on schedule. Be aware of your (or your interviewer’s) style and needs, and choose from 30, 45 or 60 minute interview slot options.

Follow Up
Students really appreciate hearing from a company soon after their first interview, even if they have not made it to the next interview round. Let them know at the interview what your follow-up process and time frame will be. It provides a good impression not only with the student, but enhances the company’s reputation with the student body.

Offer Guidelines
Accepting an offer of employment requires the proper amount of time for an MBA student to make an educated decision. While we understand that some hiring decisions may be under tight deadlines, by honoring our Offer Guidelines your new relationship will start off on the right foot.

“Real-world experience is key at Haas. During my time here I have learned how to apply my classroom lessons to be a better leader and a better teammate. With offers from firms on both the west and east coasts, I can honestly attribute the success I’ve had in the business environment to the experience I have had at Haas.”

KATHERINE EVANS, MBA 05
SUMMER INTERNSHIP: MATTEL, INC.
Traveling to the San Francisco Bay Area

Travelers to the San Francisco Bay Area may fly into either Oakland or San Francisco. The San Francisco International Airport (SFO) is located on the peninsula south of the city, across the bay from Berkeley. The Oakland International Airport (OAK) is smaller and closer to Berkeley. You can take public transportation from both airports. A taxi to Berkeley costs approximately $35-40 from OAK versus $45-50 from SFO.

Airport Shuttles to Berkeley

Bayporter
510.864.4000 or 415.467.1800
OAK-Haas $21 + $12/each add’l passenger
SFO-Haas $25 + $12/each add’l passenger

City Express Shuttle & Limo
888.874.8885
OAK-Haas $21 + $10/each add’l passenger
SFO-Haas $32 + $10/each add’l passenger

East Bay Direct Air Porter—Non-Stop Service
510.812.7326
OAK-Haas $30 + $5/each add’l passenger
SFO-Haas $50 + $5/each add’l passenger

Taxi Companies

Yellow Cab
510.234.1111
OAK-Haas $40
SFO-Haas $55

American Yellow Cab
510.665.2233
OAK-Haas $35
SFO-Haas $55

Ladybug Towncar Services
866.594.2500 or 510.594.2500
OAK-Haas $50
SFO-Haas $65

Public Transportation to Berkeley

From the Oakland Airport, take the AirBART shuttle ($2; purchase your ticket at the machine in the terminal before boarding the shuttle, runs every 10 min.) to the Coliseum/Oakland Airport BART station. Then take the Richmond BART train ($1.90) to the Downtown Berkeley station. Once outside of the Downtown Berkeley station, board the UC Berkeley Campus Perimeter Shuttle (50 cents) at the corner of Shattuck Avenue and Center Street, in front of Bank of America. Get off at the Haas School of Business stop.

From the San Francisco Airport (SFO), we recommend that you use one of the airport shuttles or taxi cab companies noted above. If you’d like, you may take BART from SFO to Berkeley by first taking the free AirTrain to the SFO BART station. Take the Richmond BART train ($5.50) to the Downtown Berkeley station. Follow the above directions from the Berkeley station to the Haas School.

Driving Directions to Berkeley From Oakland Airport

1. Take 880 North to Oakland.
2. At the 880-80 junction, take 80 East to Berkeley.
3. Exit on University Avenue and head east (right) toward campus.
4. When you reach the campus, turn left onto Oxford Street.
5. Turn right onto Hearst Avenue.
6. Veer right onto Gayley/Piedmont Road (to the left, this street is called La Loma).
7. At the second stop sign, the Haas School of Business will be on your right and the Kleeberger/Optometry parking lot will be on your left.

See “Parking on Campus” instructions on this page.

From San Francisco Airport

1. Take 101 North to San Francisco.
2. Take 80 East across the Bay Bridge and stay on 80 East to Berkeley.
3. Exit on University Avenue and head east (right) toward campus.
4. When you reach the campus, turn left onto Oxford Street.
5. Turn right onto Hearst Avenue.
6. Veer right onto Gayley/Piedmont Road (to the left, this street is called La Loma).
7. At the second stop sign, the Haas School of Business will be on your right and the Kleeberger/Optometry parking lot will be on your left.

See “Parking on Campus” instructions on this page.

Parking on Campus

Parking is very limited on the Berkeley campus and parking regulations are strictly enforced. When you arrive at Haas, please turn into the Kleeberger parking lot, on Gayley Rd./Piedmont Ave., directly across the street from the school. For your on-campus interviews, you may request that a parking permit be mailed to you in advance. Or, when you arrive at Haas, a member of our staff will greet you at the loading zone with a parking permit between 8:00 and 8:30 a.m. If you arrive at any other time, to avoid being ticketed, please write “RECRUITING” on a piece of paper and place it on your dashboard. This does not constitute a parking permit, but will give you a few minutes to come into the Career Center for the official permit. If you do not do this, you may be ticketed. To enter the Career Center, proceed toward the school, turning left under the arch. The Career Center, Room S430, will be directly in front of you. Pick up a parking permit from the Career Center receptionist. Be sure the permit is clearly and completely scratched out and that you leave it hanging face-out from your rearview mirror. Park your car across the street in the Kleeberger/Optometry lot. Even in this lot not all spaces are available to you, so please follow posted instructions. You may call your Account Manager if you have any questions about parking.

Campus Map

A campus map is available on page 13 and at http://www.berkeley.edu/map/.

Accommodations

Below is a list of selected hotels in Berkeley. Some provide shuttle service to and from SFO and/or OAK.

Bancroft Hotel
(1 block from Haas)
2680 Bancroft Way
510.549.1000

Claremont Resort Hotel
(approx. 1.5 miles from Haas)
41 Tunnel Road
510.843.3000

Courtyard Marriott
(approx. 3.8 miles from Haas)
5555 Shellmound Street
Emeryville, CA
510.652.8777

Doubletree–Berkeley Marina
(approx. 2 miles from campus)
200 Marina Boulevard
510.548.7920

Hotel Durant
(2 blocks from Haas)
2600 Durant Avenue
510.845.8981

Rose Garden Inn
(approx. 1 mile from campus)
2740 Telegraph Avenue
510.549.2145
800.992.9005
Non-Discrimination Policies

It is the policy of the Haas School Career Center, in accordance with applicable federal and state law and university policy, to support equality of educational and employment opportunity. No person shall be denied admission to any educational program or activity, or be denied employment, on the basis of any legally prohibited discrimination involving, but not limited to, such factors as race, color, creed, religion, national or ethnic origin, sex, sexual orientation, age, or handicap. Sexual harassment is an act of discrimination, and, as such, will not be tolerated.

Career Center Staff:
Executive Director, Career Services and Initiatives
Ilse Evans
Director, MBA Career Services
Abby Scott
Recruitment Center Team:
Account Managers
Lisa Feldman
Nicole Gehrmann
Rich Wong
Marketing Manager
Mark Friedfeld
Recruiting Systems Manager
Steven Holden
Recruiting Coordinator
Jocelyn Newman
Operations and Counseling Team
MBA Career Advisors
Lesah Beckhusen
Sheri Lockshin
Operations Manager
Christine Blaine
MBA Career Services Associate
Courtney Allen
EW MBA, BCE MBA, and Haas MBA Alumni Career Services Team:
Associate Director
John Morel
Program Coordinator
Gael Meraud
Program Coordinator Assistant
Brooke Slade
Undergraduate Recruiting at Haas
510.642.0464
ocr@uclink.berkeley.edu