Placement Report
Greetings! We are happy to present the placement information for the Haas Class of 2000 and summer internship data for the Class of 2001.

We would like to thank all of the recruiting firms and individuals who have participated in the recruiting process at Haas this year. We hope you will continue to be involved in the many opportunities to meet Haas students including job fairs, guest speaking opportunities, mentoring, on-campus recruiting, and much more. We look forward to working with you to meet your recruiting needs in the coming year and as they evolve over time.

We think you will find this information interesting. Please let us know if you have any questions about the data and trends that follow.

Ilse Evans
Executive Director,
MBA Admissions and Career Services
Haas School of Business

Abby Scott
Director of MBA Career Services
Haas School of Business

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10 Building a Recruiting Presence at Haas
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It probably comes as no surprise that technology is the industry of choice among Haas MBA graduates, with 37.7% of the class choosing to work in this sector.

Consulting was the second industry of choice with 26.2% of the class, a slight jump from the year before. Investment Banking/Brokerage remained steady at 15.7%. With recent increases in the number of traditional firms recruiting on campus, it is likely that these numbers will continue to grow.

The median annual base salary for the Class of 2000 increased 9% to $85,000 while the average base salary reached $90,000.

The average total compensation package (excluding stock options) was $128,300, up 14% from 1999, and a two-year increase of almost 23%, or $24,000.

The average total bonus for the Class of 2000 was $45,600.

The number of students who reported stock options also increased to 37% in 2000 from 29% in 1999.
**Salary Breakdown**

Average Compensation (FT) Over 3 Years

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Base Salary</th>
<th>Average Total Bonus</th>
<th>Average Total Comp</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998</td>
<td>$75,500.00</td>
<td>$29,100.00</td>
<td>$104,600.00</td>
</tr>
<tr>
<td>1999</td>
<td>$81,200.00</td>
<td>$31,400.00</td>
<td>$112,600.00</td>
</tr>
<tr>
<td>2000</td>
<td>$90,000.00</td>
<td>$45,600.00</td>
<td>$128,300.00</td>
</tr>
</tbody>
</table>

**Top Employers**

The following employers (listed in alphabetical order) hired three or more Haas graduates in 2000:

- A.T. Kearney, Inc.
- Andersen Consulting
- Arthur D. Little
- Bain & Company
- Charles Schwab
- The Climate Company
- Goldman Sachs
- Hewlett-Packard/Agilent Technologies
- The McLean Group
- McKinsey and Company
- marchFIRST
- PricewaterhouseCoopers
- Siebel Systems, Inc.
- SG Cowen

**Source of Career Position**

The increase in networking as a source of employment is not surprising given the number of Haas students who choose to work at companies that do not have formalized recruiting programs. As a result, the Haas Career Center has expanded its efforts in both creating these opportunities as well as formally teaching students how to take advantage of them.
## Industry Summary

### MBA Class of 2000

#### Industry % of Average

<table>
<thead>
<tr>
<th>Industry</th>
<th>% of Class</th>
<th>Average Base Salary</th>
<th>Average Bonuses</th>
<th>% Receiving Options</th>
<th>Average Total Compensation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Airlines/Automotive/Travel</td>
<td>1.6</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>N/A</td>
</tr>
<tr>
<td>Consulting</td>
<td>26.2</td>
<td>97,000</td>
<td>45,000</td>
<td>14.0</td>
<td>140,400</td>
</tr>
<tr>
<td>Consumer Products/Retail</td>
<td>3.6</td>
<td>79,400</td>
<td>28,600</td>
<td>40.0</td>
<td>108,800</td>
</tr>
<tr>
<td>Financial Services</td>
<td>23.0</td>
<td>84,400</td>
<td>78,000</td>
<td>15.9</td>
<td>160,600</td>
</tr>
<tr>
<td>Commercial Banking/Div. Financial Services</td>
<td>3.1</td>
<td>77,500</td>
<td>9,800</td>
<td>16.7</td>
<td>87,300</td>
</tr>
<tr>
<td>Investment Banking/ Brokerage</td>
<td>15.7</td>
<td>82,700</td>
<td>69,100</td>
<td>16.7</td>
<td>151,800</td>
</tr>
<tr>
<td>Investment/Portfolio Management</td>
<td>1.0</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>N/A</td>
</tr>
<tr>
<td>Venture Capital</td>
<td>3.1</td>
<td>103,000</td>
<td>217,500</td>
<td>16.7</td>
<td>284,200</td>
</tr>
<tr>
<td>Healthcare/BioTech</td>
<td>2.1</td>
<td>93,000</td>
<td>49,300</td>
<td>50.0</td>
<td>142,300</td>
</tr>
<tr>
<td>Not-For-Profit</td>
<td>2.1</td>
<td>59,800</td>
<td>N/A</td>
<td>0</td>
<td>61,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>2.1</td>
<td>73,400</td>
<td>41,500</td>
<td>25.0</td>
<td>106,800</td>
</tr>
<tr>
<td>Technology</td>
<td>37.7</td>
<td>95,700</td>
<td>24,100</td>
<td>50.0</td>
<td>120,800</td>
</tr>
<tr>
<td>Internet*</td>
<td>24.6</td>
<td>99,000</td>
<td>21,700</td>
<td>70.2</td>
<td>120,800</td>
</tr>
<tr>
<td>Diversified Tech</td>
<td>2.1</td>
<td>83,800</td>
<td>16,500</td>
<td>50.0</td>
<td>100,400</td>
</tr>
<tr>
<td>Electronics</td>
<td>2.6</td>
<td>84,100</td>
<td>15,100</td>
<td>40.0</td>
<td>100,000</td>
</tr>
<tr>
<td>Semiconductors</td>
<td>1.6</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0</td>
<td>N/A</td>
</tr>
<tr>
<td>Software</td>
<td>3.7</td>
<td>91,300</td>
<td>43,300</td>
<td>86.7</td>
<td>134,600</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>3.1</td>
<td>88,000</td>
<td>28,600</td>
<td>50.0</td>
<td>116,600</td>
</tr>
<tr>
<td>Utilities/Energy</td>
<td>1.0</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>N/A</td>
</tr>
<tr>
<td>Widely Diversified Manufacturing</td>
<td>0.5</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0</td>
<td>N/A</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>90,000</td>
<td>45,600</td>
<td>36.5</td>
<td>128,300</td>
</tr>
</tbody>
</table>

**Notes:**
1. Salaries are self-reported. N/A indicates 1.6 percent or less reporting.
2. Bonus - Figures include signing bonus, annual bonus, educational reimbursements, relocation and any other form of guaranteed compensation (does not include stock options).
3. Stock Options are reported as the % within the category that received options.
### Function Summary

The MBA Class of 2000

<table>
<thead>
<tr>
<th>Function</th>
<th>% of Class</th>
<th>Average Base Salary</th>
<th>Average Bonus</th>
<th>% Receiving Options</th>
<th>Average Total Compensation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>26.2%</td>
<td>96,400</td>
<td>44,000</td>
<td>12.1</td>
<td>139,500</td>
</tr>
<tr>
<td>Finance</td>
<td>27.7%</td>
<td>85,400</td>
<td>74,400</td>
<td>24.5</td>
<td>156,000</td>
</tr>
<tr>
<td>General Financial Services</td>
<td>2.1%</td>
<td>75,000</td>
<td>40,500</td>
<td>75.0</td>
<td>115,500</td>
</tr>
<tr>
<td>Private Industry Finance</td>
<td>8.4%</td>
<td>85,300</td>
<td>26,300</td>
<td>43.8</td>
<td>112,000</td>
</tr>
<tr>
<td>Corporate Finance/Investment Banking</td>
<td>8.4%</td>
<td>85,300</td>
<td>88,400</td>
<td>0</td>
<td>172,000</td>
</tr>
<tr>
<td>Investment/Portfolio Management</td>
<td>0.5%</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>N/A</td>
</tr>
<tr>
<td>Private Client Services</td>
<td>1.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>N/A</td>
</tr>
<tr>
<td>Sales &amp; Trading</td>
<td>2.1%</td>
<td>89,300</td>
<td>45,600</td>
<td>0</td>
<td>135,000</td>
</tr>
<tr>
<td>Venture Capital</td>
<td>4.2%</td>
<td>101,000</td>
<td>181,700</td>
<td>37.5</td>
<td>237,000</td>
</tr>
<tr>
<td>General Management</td>
<td>20.9%</td>
<td>91,200</td>
<td>26,500</td>
<td>67.5</td>
<td>107,100</td>
</tr>
<tr>
<td>Business Development</td>
<td>11.5%</td>
<td>85,700</td>
<td>33,000</td>
<td>68.2</td>
<td>105,600</td>
</tr>
<tr>
<td>General Management</td>
<td>1.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>N/A</td>
</tr>
<tr>
<td>Operations/Production Management</td>
<td>1.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0</td>
<td>N/A</td>
</tr>
<tr>
<td>Project Management</td>
<td>3.1%</td>
<td>117,200</td>
<td>10,200</td>
<td>33.3</td>
<td>125,400</td>
</tr>
<tr>
<td>Strategic/Business Planning</td>
<td>4.2%</td>
<td>91,900</td>
<td>25,900</td>
<td>87.5</td>
<td>111,800</td>
</tr>
<tr>
<td>Marketing</td>
<td>21.5%</td>
<td>85,100</td>
<td>23,100</td>
<td>55.1</td>
<td>104,200</td>
</tr>
<tr>
<td>Brand/Product Management</td>
<td>13.6%</td>
<td>85,400</td>
<td>22,800</td>
<td>90.0</td>
<td>108,200</td>
</tr>
<tr>
<td>General Marketing</td>
<td>6.8%</td>
<td>85,900</td>
<td>21,600</td>
<td>69.2</td>
<td>107,500</td>
</tr>
<tr>
<td>Merchandising/Buyer</td>
<td>1.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>50.0</td>
<td>N/A</td>
</tr>
<tr>
<td>Real Estate</td>
<td>2.1%</td>
<td>75,300</td>
<td>41,500</td>
<td>25.0</td>
<td>106,800</td>
</tr>
<tr>
<td>Real Estate Asset Management</td>
<td>0.5%</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0</td>
<td>N/A</td>
</tr>
<tr>
<td>Real Estate Development</td>
<td>1.6%</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>N/A</td>
</tr>
<tr>
<td>Other</td>
<td>1.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>0</td>
<td>N/A</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>90,000</td>
<td>46,000</td>
<td>36.5%</td>
<td>128,300</td>
</tr>
</tbody>
</table>

Notes:
1. Salaries are self reported. N/A indicates 1.6 percent or less reporting.
2. Average Bonus - Figures include signing bonus, annual bonus, educational reimbursements, relocation and any other form of guaranteed compensation (does not include stock options).
3. Stock Options are reported as the % within the category that received options.
<table>
<thead>
<tr>
<th>Location</th>
<th>% of Class</th>
<th>Average Base Salary</th>
<th>Average Bonus</th>
<th>Average Total Compensation</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>88.4</td>
<td>88,400</td>
<td>45,300</td>
<td>126,100</td>
</tr>
<tr>
<td>West</td>
<td>11.6</td>
<td>88,700</td>
<td>40,600</td>
<td>121,900</td>
</tr>
<tr>
<td>Midwest</td>
<td>0.5</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Northeast</td>
<td>7.6</td>
<td>83,100</td>
<td>89,700</td>
<td>163,400</td>
</tr>
<tr>
<td>South</td>
<td>1.6</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>International</td>
<td>12.4</td>
<td>100,400</td>
<td>51,600</td>
<td>147,400</td>
</tr>
<tr>
<td>Asia</td>
<td>4.7</td>
<td>103,900</td>
<td>64,000</td>
<td>167,900</td>
</tr>
<tr>
<td>Central/South America</td>
<td>1.1</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Europe</td>
<td>5.8</td>
<td>102,300</td>
<td>43,600</td>
<td>145,900</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>90,000</td>
<td>45,600</td>
<td>128,300</td>
</tr>
</tbody>
</table>

Notes:
1. Salaries are self reported. N/A indicates 1.6 percent or less reporting.
2. Bonus figures include signing bonus, annual bonus, educational reimbursements, relocation and any other form of guaranteed compensation (does not include stock options).
3. Stock Options are reported as the % within the category that received options.
The MBA Class of 2001 continued to favor summer jobs in the technology industry by a wide margin – 45.0%, including an unprecedented 28.9% working in the Internet sector. Among those pursuing dot-com opportunities, e-consulting and entertainment/media were the top industry choices.

Finance was the top functional area, with 27.7% of the class opting to do their internships in this area, up from 22.6% the year prior. Business development also saw huge gains, from 8.8% to 15.5%, and Venture Capital as a function more than doubled from 2.0% to 4.7%.

Consulting as a chosen industry dropped slightly to 14.9%. However, 22.3% of the class went into consulting as a function, the same level as last year. While student interest in consulting remains steady, the number of consulting positions within other industries, such as Internet or other technology companies, increased.

Summer Internship Trends

- The median monthly salary was $6,000, up 14% from last year.
- 42% of the class reported receiving a bonus; the average bonus was $3,500.
- Some students also reported receiving stock options for their summer internships.
- Internships located in the western US were the choice of 76.9% of the class.
- International internships (16.0%) decreased just slightly from last year.
A Profile

Students in class of 2001: 241
Women: 33%
Minority: 22%
International: 31%
Average age on enrollment: 28
Average work experience: 5 years

Top Employers for Summer Internships

The following employers (listed in alphabetical order) hired three or more Haas summer interns in 2000:

- A.T. Kearney
- Adobe Systems
- Charles Schwab
- Genentech, Inc.
- Goldman Sachs
- Healtheon/WebMD
- Hewlett-Packard Company/Agilent Technologies
- Kaiser Permanente
- Sun Microsystems

Top Industries

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology</td>
<td>45.9%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>29.7%</td>
</tr>
<tr>
<td>Consulting</td>
<td>14.9%</td>
</tr>
</tbody>
</table>

Top Functions

<table>
<thead>
<tr>
<th>Function</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>27.7%</td>
</tr>
<tr>
<td>Marketing</td>
<td>25.0%</td>
</tr>
<tr>
<td>General Management</td>
<td>23.0%</td>
</tr>
<tr>
<td>Consulting</td>
<td>22.3%</td>
</tr>
</tbody>
</table>

Source of Summer Internship

Given that so many Haas students opted for internships in Internet or other smaller Technology companies, it is not surprising that Networking was the number one internship source.

- Former Employer (not sponsored) 1.0%
- Haas Career Center/Job Listing 5.2%
- Haas Resume Direct 5.8%
- Haas Info Fair 5.8%
- Haas Contact (alumni, faculty, etc.) 1.8%
- Other (including, independent search, etc.) 33.0%
- On Campus Interview 28.3%
### Industry Summary

#### Industry Percentage of Average Monthly Salary

<table>
<thead>
<tr>
<th>Industry</th>
<th>% of Class</th>
<th>Average Monthly Salary</th>
<th>Average Bonus</th>
<th>% Receiving Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>14.9%</td>
<td>7,900</td>
<td>3,100</td>
<td>54.5</td>
</tr>
<tr>
<td>Consumer Products/Retail</td>
<td>2.8%</td>
<td>5,200</td>
<td>N/A</td>
<td>25.0</td>
</tr>
<tr>
<td>Education</td>
<td>0.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Entertainment</td>
<td>1.4%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Financial Services</td>
<td>29.7%</td>
<td>5,900</td>
<td>4,500</td>
<td>56.0</td>
</tr>
<tr>
<td>Investment Banking/Brokerage</td>
<td>20.1%</td>
<td>6,700</td>
<td>4,900</td>
<td>58.6</td>
</tr>
<tr>
<td>Diversified Financial Services</td>
<td>2.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Investment/Portfolio Management</td>
<td>2.0%</td>
<td>5,300</td>
<td>N/A</td>
<td>33.3</td>
</tr>
<tr>
<td>Venture Capital</td>
<td>6.7%</td>
<td>6,400</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Healthcare/Biotech</td>
<td>2.7%</td>
<td>6,400</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Not-For-Profit</td>
<td>0.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Technology</td>
<td>45.3%</td>
<td>5,900</td>
<td>2,300</td>
<td>35.4</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>3.4%</td>
<td>5,800</td>
<td>2,500</td>
<td>50.0</td>
</tr>
<tr>
<td>Software</td>
<td>3.4%</td>
<td>6,300</td>
<td>N/A</td>
<td>35.0</td>
</tr>
<tr>
<td>Semiconductures</td>
<td>1.4%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Electronics</td>
<td>4.0%</td>
<td>6,100</td>
<td>2,200</td>
<td>66.6</td>
</tr>
<tr>
<td>Diversified High Tech</td>
<td>2.0%</td>
<td>6,900</td>
<td>8,100</td>
<td>100.0</td>
</tr>
<tr>
<td>Internet*</td>
<td>28.9%</td>
<td>5,700</td>
<td>1,900</td>
<td>24.0</td>
</tr>
<tr>
<td>Utilities/Energy</td>
<td>2.0%</td>
<td>6,200</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Total</td>
<td>100.0%</td>
<td>6,100</td>
<td>3,500</td>
<td>42.0</td>
</tr>
</tbody>
</table>

**Notes:**
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### The MBA Class of 2001

#### Industry Distribution

- Consulting: 14.9%
- Consumer Products/Retail: 2.8%
- Education: 0.7%
- Entertainment: 1.4%
- Financial Services: 29.7%
- Health/Biotech: 2.7%
- Not-For-Profit: 0.7%
- Technology: 45.3%
- Internet: 28.9%
## The MBA Class of 2001

### Function Summary

<table>
<thead>
<tr>
<th>Function</th>
<th>% of Class</th>
<th>Average Monthly Salary</th>
<th>Average Bonus</th>
<th>% Receiving Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>22.3%</td>
<td>6,900</td>
<td>3,000</td>
<td>45.2%</td>
</tr>
<tr>
<td>Finance</td>
<td>27.7%</td>
<td>6,100</td>
<td>4,000</td>
<td>63.4%</td>
</tr>
<tr>
<td>General Financial Services</td>
<td>5.4%</td>
<td>7,300</td>
<td>4,000</td>
<td>88.9%</td>
</tr>
<tr>
<td>Investment/Portfolio Management</td>
<td>2.0%</td>
<td>6,900</td>
<td>6,000</td>
<td>100%</td>
</tr>
<tr>
<td>Corporate Finance/Investment Banking</td>
<td>2.7%</td>
<td>7,000</td>
<td>N/A</td>
<td>33.3%</td>
</tr>
<tr>
<td>Private Client Services</td>
<td>3.4%</td>
<td>7,600</td>
<td>5,000</td>
<td>100%</td>
</tr>
<tr>
<td>Research</td>
<td>0.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Sales &amp; Trading</td>
<td>1.4%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Private Industry Finance</td>
<td>7.4%</td>
<td>5,000</td>
<td>3,200</td>
<td>56.4%</td>
</tr>
<tr>
<td>Venture Capital</td>
<td>4.7%</td>
<td>3,800</td>
<td>660</td>
<td>42.9%</td>
</tr>
<tr>
<td>General Management</td>
<td>25.0%</td>
<td>5,300</td>
<td>3,900</td>
<td>23.5%</td>
</tr>
<tr>
<td>Business Development</td>
<td>15.5%</td>
<td>6,100</td>
<td>4,100</td>
<td>30.4%</td>
</tr>
<tr>
<td>General Management</td>
<td>0.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Management Information Systems</td>
<td>0.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Project Management</td>
<td>0.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Strategic Business Planning</td>
<td>5.4%</td>
<td>6,100</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Marketing</td>
<td>25.0%</td>
<td>5,700</td>
<td>2,100</td>
<td>30.6%</td>
</tr>
<tr>
<td>Advertising</td>
<td>0.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Brand/Product Management</td>
<td>7.4%</td>
<td>6,000</td>
<td>2,900</td>
<td>30.0%</td>
</tr>
<tr>
<td>General Marketing</td>
<td>12.1%</td>
<td>5,500</td>
<td>1,800</td>
<td>33.3%</td>
</tr>
<tr>
<td>Market Research</td>
<td>4.0%</td>
<td>5,600</td>
<td>N/A</td>
<td>17.7%</td>
</tr>
<tr>
<td>Merchandising/Retail</td>
<td>0.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Other</td>
<td>1.4%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Total</td>
<td>100.0%</td>
<td>6,100</td>
<td>3,500</td>
<td>42.0%</td>
</tr>
</tbody>
</table>

**Notes:**
- Salaries are self-reported.
- N/A indicates 1.4 percent or less reporting.
Recruiting Activities

- **Set up an On Campus Recruiting Visit**
- **Host an On-Site Student Visit**
- **Submit Job Postings**
  Go to [http://www.haas.berkeley.edu/careercenter/job.html](http://www.haas.berkeley.edu/careercenter/job.html)
- **Consider a Resume Drop**
- **Participate in a Job Fair**
  The format of the fairs maximizes your company’s ability to interact with our students, with both networking and interview time available.
- **Obtain Student Resumes**
  Purchase the 1st and 2nd year books at [http://www.haas.berkeley.edu/careercenter/haas_mba_resume_books.html](http://www.haas.berkeley.edu/careercenter/haas_mba_resume_books.html)

Networking & Sponsorship

**Use Student Club Contacts**
Your company can become a sponsor of club activities or participate in events such as Firm Nights, Social Functions, Challenge for Charity events, the Business Plan Competition, Women in Leadership conference, etc.

**Participate in a Forum or Workshop**
The Career Center organizes many skill-building programs throughout the academic year. We often rely upon members of the business community to help lead or speak at these events, and welcome your company’s participation.

Ask Haas Alumni Employees to Represent Your Company

If your company currently employs Haas graduates, there are several unique ways to involve them in networking with and recruiting current students:
- Have an alum send a personalized email to students
- Have an alum come to industry networking events
- Have an alum participate in the Haas@Work Program, in which alumni host Haas students during an on-site visit to your company.

Submit Student Projects

Haas students are eager to apply their classroom learning to real-world situations. If your company has a project that needs attention, go to [http://web.haas.berkeley.edu/student_projects](http://web.haas.berkeley.edu/student_projects)

Join the Corporate Investors Program
Unrestricted corporate support strengthens all facets of the school: teaching, research and outreach to the community. For more information, contact giving@haas.berkeley.edu.

Outside of the formal recruiting season, there are many ways for your company to attract student interest and build a larger campus presence here at Haas. You should contact your Account Manager if you would like more information on any of the following options, or for further information, please go to: [http://web.haas.berkeley.edu/intranet/recruitingguide/main.html](http://web.haas.berkeley.edu/intranet/recruitingguide/main.html)
Haas School MBA Students

Hiring Organizations

The following organizations hired one or more Haas students in 2000 for career or summer positions.
Haas School MBA Students

Hiring Organizations continued

The following organizations hired one or more Haas students in 2000 for career or summer positions.

- LG Venture Investment Inc.
- Listen.com
- Live365
- Los Alamos National Laboratory
- Loudcloud, Inc.
- Lucent Technologies
- Luftansa German Airlines
- Macromedia, Inc.
- Macy’s
- marchFIRST
- McKenna Group, The
- McKinsey and Company
- Mercer Management Consulting
- Merrill Lynch
- Microsoft Corporation
- Mind & Technology
- Mongo Music
- Morgan Stanley Dean Witter
- Morgan Stanley Venture Partners
- Motorola, Inc.
- Mousse Partners
- mvideo
- Napster, Inc.
- NBC Internet, Inc.
- Neustar, Inc.
- Neutel USA, Inc.
- Netcar
- Netseope Communications
- Newfront Productions
- Nickelodeon Enterprises Capital Management
- Nomura Research Institute, Ltd.
- Nomis Networks
- Novell
- Octane Software
- Olexos Capital
- OpenTV
- Opportunities Capital Partners
- Optimal Auctions
- Organic Online, Inc.
- Panoramic Interests
- Part.lt
- Planned Parenthood
- Nielsens Consumer Media
- Polycor
- Porter
- Frontier & George
- Prophet Market Research & Consulting, Inc.
- Providence Financial
- Protext Investment Management
- Quantum Corporation
- Quokka Sports
- Quova Communication
- Quims
- Quest, Blue & Lione
- RENTaNet
- Roland Berger & Partners
- Salesforce
- Salomon Smith Barney
- Saparen Corporation
- Sargasso Partners
- Saga.com
- Searle Rozen
- SGI Commerce Security Corporation
- Shutterstock.com
- Sealed Systems Inc.
- Silicon Image
- Simplex.com
- Smartnetwork.com
- Softpak
- Space Systems/Loral
- Squaredale Inc.
- Star TV
- Starion Instruments Corp.
- Sun Microsystems
- Symantec & Port
- Symyx Technologies
- Systems Fusion
- Taub Foundation
- Technicor SA
- Telephia
- Tenrec
- Terraviva
- TownePerri
- TradeWaves
- turbolinux
- U.S. Bancorp Piper Jaffray
- Uity.com
- VerticalWire
- Vant
- Virtual learnings
- Visa International
- Visualise
- Webloyal Systems
- Wellington Partners
- Wells Fargo Bank
- Whinest.com
- Whole Foods Office LLC
- Wipro
- zipag
- Ziptrader
- Zefer
- ziprealty.com
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