4.3 YEARS
The average number of years work experience our MBA students possess is 4.3.

AN ACTIVE ALUMNI NETWORK
Our active alumni base mentors, recruits from and gives financial support to the current MBA program. Their example helps ensure the development of conscientious MBA graduates.

8 CONCENTRATIONS
MBAs can select from concentrations that include Business Analytics, Entrepreneurship & Innovation (E&I), Finance, Human Resource Management, Marketing, Operations, Supply Chain Management & Custom Concentration.

4 DUAL DEGREE PROGRAM OFFERINGS
We offer: JD/MBA, MBA/MS Ag Econ, MBA/MS Business Analytics & MBA/MS Engineering.
Develop your recruitment plan early and gain access to top talent. Call (865) 974-1661 or visit us online at https://tiny.utk.edu/MBARecruiting.

Our Students

**MBA Class of 2016 Undergraduate Majors**

- **Business**: 32%
- **Engineering**: 32%
- **Arts & Sciences**: 25%
- **Economics**: 7%
- **Other**: 4%

---

**MBA Class of 2016 Student Snapshot**

- **616** Average GMAT Score
- **3.42 out of 4.0** Average Undergraduate GPA
- **27 years** Average Age
- **4.3 years** Average Work Experience
- **27%** Women
- **73%** Men
- **28%** International Students
- **14%** Minority Students

**Student Profile**

Our students graduate with a strong work ethic, exceptional communication and analytical skills, a proven ability to work in teams and demonstrated success as coachable leaders. They leave poised to make an impact regionally, nationally, and globally.
Recruiting Calendar

Fall 2016

**Specialty Graduate Recruiting Event Dates & University Closings**

- **September 15–16**
  - Supply Chain Management Industry Networking Event
- **September 23**
  - CPG Boot Camp
  - Business Analytics Industry Networking Event
- **October 6–7**
  - University of Tennessee Fall Break
- **November 8–10**
  - University of Tennessee Supply Chain Forum
- **November 24–25**
  - Thanksgiving Holiday
- **December 9**
  - Graduate Business Programs Graduation
- **December 10–January 10**
  - Winter Break

**STAY UP-TO-DATE**

Find event specifics and additional spring opportunities at [https://tiny.utk.edu/MBARecruiting](https://tiny.utk.edu/MBARecruiting)

**Recruiting Cycle**

- **Sept.**
  - Peak full-time recruiting season
  - Call (865) 974-1661 to schedule your campus visit.
- **Oct.**
  - Full-Time MBA and Masters in Business Analytics students graduate.
- **Nov.**
  - Peak summer internship recruiting season.
- **Dec.**
  - Dual Degree† students graduate.
  - Full-Time MBA students participate in required* internships.
- **Summer**

*Such as JD/MBA, MBA/MS Engineering, MBA/MS Business Analytics, MBA/MS AgEcon. †Employers are encouraged to contact us any time throughout the year to recruit for summer internship opportunities.
### Internship Statistics (Class of 2016)

<table>
<thead>
<tr>
<th>Timing of Internship Acceptance</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>August – October</td>
<td>16%</td>
</tr>
<tr>
<td>November – January</td>
<td>37%</td>
</tr>
<tr>
<td>February – April</td>
<td>31%</td>
</tr>
<tr>
<td>May – June</td>
<td>16%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Source of Offer</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graduate Business Programs and college partners</td>
<td>69%</td>
</tr>
<tr>
<td>Student Facilitated</td>
<td>31%</td>
</tr>
</tbody>
</table>

### Compensation

- **Average Hourly**: $34.00

### Internships by Industry (Class of 2016)

- Consulting Services: 10%
- Consumer Products: 8%
- Finance and Accounting: 8%
- Government: 13%
- Manufacturing: 25%
- Media/Entertainment: 2%
- Petroleum/Energy: 2%
- Pharmaceutical/Biotech-Healthcare: 6%
- Technology: 2%
- Other*: 24%

* Higher Education, Legal, Retail, Transportation and Logistics.

### Placement by Geographic Location

- South: 65%
- Southwest: 10%
- Midwest: 10%
- West: 3%
- Northeast: 8%
- Mid-Atlantic: 0%
- International (China, El Salvador, India): 4%

---

Develop your recruitment plan early and gain access to top talent. Call (865) 974-1661 or visit us online at https://tiny.utk.edu/MBARecruiting.
The period of most internships is 10 weeks however, they can be longer, by agreement between student and company.

Companies that Provided Internships (Class of 2016)

- AeroVironment
- Air India
- Amazon
- Axle Logistics
- BPV Capital Management
- Bush Brothers & Company
- Carolinas Healthcare System
- Caris Healthcare
- Caterpillar
- Dell
- Deloitte
- DeRoyal
- Designsensory
- Eastman Chemical
- Company
- Emerson
- Ernst & Young
- Gexa
- Google
- Graycourt Capital
- HT
- Hackney
- Hy-Vee
- Industrial
- Commercial Bank of China
- Intel
- Knoxville Office of Sustainability
- London & Amburn
- Miller & Martin and Waller
- Neovia Logistics Services, LLC
- Nissan
- Oak Ridge
- Openwater
- Pershing Yoakley & Associates
- Pictsweet
- Pinnacle
- PolyOne
- ProNova
- Riviera Beach
- CRA
- Ryder
- Schott Group
- Sears Holdings
- TCRS
- TN Equine Hospital
- Unum
- UT Athletics Department
- The University of Tennessee
- Walmart
- Y-12
- National Security Complex
Full-Time Employment

Employers of the MBA Class of 2015

Ascension Health Arcadis
Barge Waggoner Sumner & Cannon
Bridgestone Convoy Solutions Corporate Communications Resources Dairyconcepts
Darden Delhaize America Dell DesignSensory
Eastman Chemical Company eBridge Business Solutions Electron Funds Source LLC Ernst & Young HealthTrust Highland Financial
Hewlett-Packard Company Intel McKinsey & Company Merrill Lynch NBZ Advisors
Neovia Logistics Nielsen ORAU Peach Tree Advising Pictsweet Pilot Flying J PWC Pershing Yoakley & Associates Red Stag
Sarah Cannon Resource Advisors Scripps Networks Sears Holdings Tarco TVA Uniliever
Walmart Y-12 National Security Complex

Salary Information by Region (2015 data)

<table>
<thead>
<tr>
<th>Geographic Region</th>
<th>% of Placed Graduates</th>
<th>Mean</th>
<th>Median</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>South</td>
<td>73%</td>
<td>86,500</td>
<td>84,000</td>
<td>103,000</td>
</tr>
<tr>
<td>Midwest</td>
<td>15%</td>
<td>96,188</td>
<td>100,000</td>
<td>135,000</td>
</tr>
<tr>
<td>Northeast</td>
<td>4%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Southwest</td>
<td>8%</td>
<td>86,500</td>
<td>84,000</td>
<td>103,000</td>
</tr>
<tr>
<td>West</td>
<td>0%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>0%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

Develop your recruitment plan early and gain access to top talent. Call (865) 974-1661 or visit us online at https://tiny.utk.edu/MBARecruiting.
Class of 2015 Full-Time Placement Statistics by Month

2013 GRADUATES
2014 GRADUATES
2015 GRADUATES

Average Starting MBA Salary by Job Function & Industry (2015 data)

<table>
<thead>
<tr>
<th>Industry</th>
<th>%</th>
<th>Mean</th>
<th>Median</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>12%</td>
<td>$123,000</td>
<td>$135,000</td>
<td>$135,000</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>8%</td>
<td>$84,500</td>
<td>$81,500</td>
<td>$100,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>8%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Government</td>
<td>1%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>18%</td>
<td>$73,571</td>
<td>$75,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>4%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Petroleum/Energy</td>
<td>4%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Pharmaceutical/Biotechnology/Healthcare</td>
<td>16%</td>
<td>$70,000</td>
<td>$66,500</td>
<td>$85,000</td>
</tr>
<tr>
<td>Technology</td>
<td>8%</td>
<td>$82,750</td>
<td>$84,000</td>
<td>$98,000</td>
</tr>
<tr>
<td>Other (Advertising, Higher Education, Information Services, Retail, Telecommunications, Transportation/Logistic Services)</td>
<td>21%</td>
<td>$84,625</td>
<td>$82,500</td>
<td>$117,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Job Function</th>
<th>% of Placed Graduates**</th>
<th>Mean</th>
<th>Median</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>12%</td>
<td>$93,000</td>
<td>$65,000</td>
<td>$135,000</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>12%</td>
<td>$63,500</td>
<td>$65,000</td>
<td>$75,000</td>
</tr>
<tr>
<td>General Management</td>
<td>4%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>12%</td>
<td>$65,200</td>
<td>$60,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>Operations/Logistics</td>
<td>39%</td>
<td>$88,350</td>
<td>$87,500</td>
<td>$135,000</td>
</tr>
<tr>
<td>Supply Chain Management</td>
<td>20%</td>
<td>$77,667</td>
<td>$76,500</td>
<td>$98,000</td>
</tr>
<tr>
<td>Business Analytics</td>
<td>1%</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

* MBA Career Services and Employer Alliance reporting standards require a minimum of three data points for salary publication. ** Due to rounding, some categories may add up to more or less than 100%. 2015 placement data includes all full-time MBA program graduates who completed degree requirements in May 2015, August 2015, and December 2015.
Develop your recruitment plan early and gain access to top talent. Call (865) 974-1661 or visit us online at https://tiny.utk.edu/MBARecruiting.