

## Profile for 2007 Full-Time MBA Entrants

Data represent all Full-Time MBA programs: Two-Year, One-Year, MMM, JD-MBA, MD-MBA

### Applicant Information

Total Number of Applicants	4539
Two-Year MBA and MMM Applicants	4148
Number of Interviews	4095
With Alumni	2724
With Staff or Student Counselor	1371

### Enrolled Students

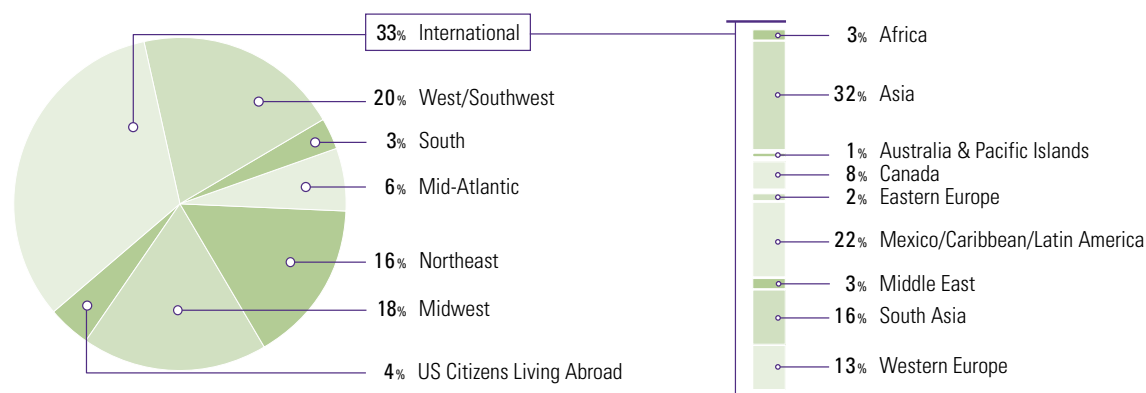
Total Enrolled Students	666
Two-Year MBA	514
One-Year MBA	74
Master of Management + Manufacturing	55
JD-MBA	23

### Class Characteristics

Minority	22%
Women	34%
International	34%
Average Age at Matriculation	28
Age Range (years)	24-39
Average Salary Range Prior to Kellogg	\$60,000–69,999
Average Length of Work Experience (years)	5.3

Data refer to all programs as of Sept. 17, 2007. All averages are rounded and may not equal 100%.

### Geographic Representation



### GMAT Distribution

	Up to 640	650-690	700-740	750-800
Enrolled Students	10%	23%	51%	15%
Total Applicants	16%	25%	45%	14%

GMAT	
Average Score	704
Test of English as a Foreign Language (TOEFL)	
Average Score	278

GMAT and TOEFL scores are just two of the many factors considered in the admissions decision process.

### Tuition and Financial Aid Information

Financial Aid Recipients	67%
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Two-Year MBA and MMM Programs	
Tuition*	\$43,935
Annual Room and Board Expenses	\$14,190
Total Annual Expense Estimate**	\$68,626

One-Year MBA Program	
Tuition*	\$58,580
Annual Room and Board Expenses	\$18,920
Total Annual Expense Estimate**	\$89,972

\*This number reflects tuition for the 2007-2008 academic year. Tuition costs vary from year to year.

\*\*Includes tuition plus estimated living expenses for the 2007-2008 academic year.

## Student Organizations and Initiatives

The Kellogg School has more than 80 student-led organizations and initiatives covering a multitude of interests.

### SPECIAL INTEREST CLUBS INCLUDE

African Business Association  
 Asian Management Association  
 Black Management Association  
 Business with a Heart  
 Culture and Arts  
 European Business  
 Gay & Lesbian Management Association  
 Hispanic Business Student Association  
 India Business  
 Joint Ventures\*  
 Jewish Students (Kadima)  
 Kellogg Christian Fellowship  
 Latin American, Hispanic and Iberian Management Association  
 Middle Eastern & Arabic Business Association  
 Social Impact  
 Veterans Association  
 Women's Business Association

\*Nearly half of Kellogg students are accompanied by a spouse or partner, making Joint Ventures an important part of life at Kellogg. Joint Ventures organizes social events and serves as a sport and networking group for spouses and partners. Kellogg Kids, a related group, offers family activities throughout the year.

### PROFESSIONAL CLUBS INCLUDE

Business Leadership Consulting  
 Emerging Markets  
 Energy Management  
 Finance  
 Family Enterprise  
 General Management  
 Investment Banking  
 Healthcare and Biotechnology  
 High-Tech Marketing  
 Media and Entertainment  
 Private Equity and Entrepreneurship (PEEK)  
 Real Estate  
 Retail  
 Sports Business

For a complete list of special interest and professional clubs, please visit [kellogg.northwestern.edu/about/culture/clubs.htm](http://kellogg.northwestern.edu/about/culture/clubs.htm)

For upcoming events and conferences, please visit [kellogg.northwestern.edu/about/culture/conferences.htm](http://kellogg.northwestern.edu/about/culture/conferences.htm)



Kellogg School of Management  
 Donald P. Jacobs Center  
 2001 Sheridan Road, Evanston, IL 60208 USA

In the past year, more than 700 CEOs, senior executives and government officials addressed Kellogg conferences, classes and student events.

### RECENT DISTINGUISHED SPEAKERS INCLUDE

Aon Corp., Patrick Ryan '59, founder and executive chairman  
 Archer Daniels Midland Co., Patricia Woertz, chairman, CEO and president  
 Blackrock, Inc., Steven Buller '75, managing director and CFO  
 Chicago Public Schools, Arne Duncan, CEO  
 Cliff Bar & Co., Sheryl O'Loughlin '94, CEO  
 Diageo N.A., Ivan Menezes '85, president and CEO  
 Elizabeth Arden, Scott Beattie, chairman & CEO  
 Ethos Water, Jonathan Greenblatt '99, co-founder  
 Equity International, Sam Zell, chairman  
 Frito-Lay, Jaya Kumar, CMO  
 Google India, Shailesh Rao '99, managing director  
 Johnson & Johnson Beauty, N.A., Peter Luther '91, president  
 JPMorgan Chase, Jamie Dimon, CEO  
 Levy Restaurants, Lawrence Levy '67, chairman  
 Madison Dearborn Partners, John A. Canning Jr., chairman and CEO  
 Motorola, Inc., Jason Few '98, corporate vice president, Global Retail  
 PepsiCo International, Salman Amin '85, president, UK and Ireland  
 Phillips N.A., Paul Zeven, CEO  
 Procter & Gamble, A.G. Lafley, CEO  
 ProLogis, Ming Mei '02, president, China

### UPCOMING EVENTS AND CONFERENCES

**Fall Quarter** Innovating Social Change Conference, Leadership Conference, Real Estate Conference, Finance Conference

**Winter Quarter** Business of Healthcare Conference, Marketing Conference, Women's Business Association Conference, Technology Conference, Black Management Association Conference

**Spring Quarter** Private Equity Conference, Greater China Business Conference, India Business Conference, Manufacturing Business Conference, Latin American Business Conference

### RESOURCES

#### General Information

847.491.3300 [kellogg.northwestern.edu](http://kellogg.northwestern.edu)

#### Full-Time MBA Program Admissions/Financial Aid

847.491.3308 [kellogg.northwestern.edu/admissions/apply](http://kellogg.northwestern.edu/admissions/apply)

#### Part-Time MBA Program Admissions

312.503.8385 [kellogg.northwestern.edu/parttime/apply](http://kellogg.northwestern.edu/parttime/apply)

#### Executive MBA Program Admissions

847.467.7020 [kellogg.northwestern.edu/emba/apply](http://kellogg.northwestern.edu/emba/apply)

#### Executive Education

847.467.7000 [kellogg.northwestern.edu/execed](http://kellogg.northwestern.edu/execed)

#### Alumni Network

847.467.2586 [alumni.kellogg.northwestern.edu](http://alumni.kellogg.northwestern.edu)



## Facts & Figures

FULL-TIME KELLOGG MBA PROGRAM January 2008

## Brand Position

The Kellogg School of Management develops global leaders in a culture of innovation and collaboration. Kellogg imparts Intellectual Depth, Leadership Skills and Social Responsibility, Experiential Learning and a Global Perspective to students in its Full-Time MBA Program.

The Kellogg School's unique approach to management education prepares students to become global leaders who can analyze an organization's structure in depth, find creative solutions to business challenges and build consensus across diverse groups.

These are the qualities that distinguish the Kellogg School MBA graduate. Taught by a world-class, research-based faculty, and supported by a network of 50,000 alumni globally, today's students continue the legacy that began when the school was founded at Northwestern University in 1908. Today, Kellogg is one of the world's most prestigious business schools.

## Cultivating Leaders

### INTELLECTUAL DEPTH

- + Kellogg School faculty are dedicated teachers and researchers at the forefront of knowledge.
- + The school offers more than 200 elective courses, allowing customized study.
- + Kellogg students' proven business experience imparts real-world knowledge to peers.

### LEADERSHIP SKILLS AND SOCIAL RESPONSIBILITY

- + Recruiters value Kellogg graduates for their collaborative, versatile leadership, drawn from hundreds of Kellogg leadership experiences.
- + Executives make extended visits to Kellogg, offering students firsthand insights.
- + The Social Enterprise at Kellogg (SEEK) program offers a structure to prepare students for socially responsible global leadership.

### EXPERIENTIAL LEARNING

- + Kellogg applies theory to practice as students refine skills in many real-world situations.
- + Full-Time students in the Asset Management program manage part of the Kellogg School's endowment, applying investment theory.
- + In the Medical Innovation course, Kellogg students work with students from engineering, medicine and law to develop medical products and present business plans to venture capitalists.

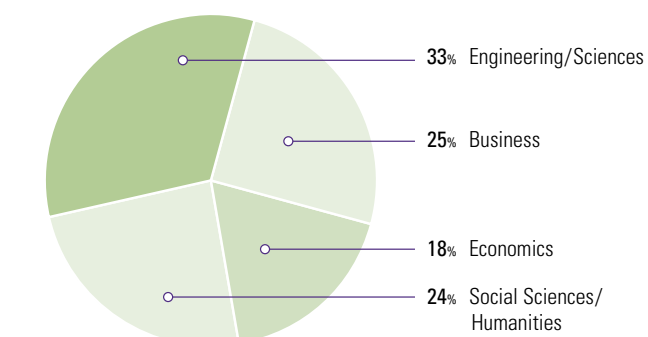
### GLOBAL PERSPECTIVE

- + More than one-third of Full-Time students come from outside the U.S.
- + A global course requirement broadens students' international frameworks.
- + Academic field studies bring students together with senior leaders in more than a dozen countries.

### CLASS PROFILE FOR 2007 TWO-YEAR PROGRAM ENTRANTS

Data represent Full-Time MBA programs: Two-Year and MMM only

Number of Colleges/Universities	237
Full-Time Work Experience	100%
Average Length (years)	5
Women	34%
Minority	22%
Undergraduate Majors	see chart



## Academics

The Kellogg School curriculum gives students the skills to build a strong business foundation through required core courses and the flexibility to pursue an academic program that is tailored to their ambitions and interests.

There are more than 200 electives offered, many of which include experiential learning opportunities and the chance to work with companies worldwide.

### MOST POPULAR MAJORS OF THE FULL-TIME CLASS OF 2007

1. Marketing
2. Management & Strategy
3. Finance
4. Analytical Consulting
5. Management & Organizations

### TEACHING METHODS

Case Study:	30%
Team Projects:	30%
Lecture:	30%
Experiential Learning & Simulations:	10%

## Full-Time MBA Programs

**Two-Year MBA (2Y):** Offers the greatest flexibility to explore new interests and develop solid management and leadership skills.

**One-Year MBA (1Y):** Accelerated curriculum that enables applicants with clear career goals to return to the workforce quickly.

**Master of Management and Manufacturing (MMM):** Integrates management, operations and design elements in a two-year joint-degree program taught by Kellogg and Northwestern University's McCormick School of Engineering. Graduates earn both the MBA and the master of engineering management degree (MEM).

**Juris Doctor-Master of Business Administration (JD-MBA):** Three-year dual-degree program offered by Kellogg and the Northwestern University School of Law. Students apply only to Kellogg, with both schools reviewing applications. The GMAT, but not the LSAT, is required.

**Medicine-Master of Business Administration (MD-MBA):** Dual-degree program offered by Kellogg and the Feinberg School of Medicine at Northwestern. Students complete courses for both programs in five years instead of the usual six years.

The Kellogg School also offers Part-Time and Executive MBA programs, as well as nondegree executive education programs.

## Career Management Center

The Kellogg School's employment rates are among the highest of any top-tier graduate school of business. The Kellogg School has long been recognized as a leader in providing innovative career services to employers, students and alumni. Known for its emphasis on customer service, the Kellogg Career Management Center (CMC) plays an integral role in helping students and alumni advance their careers.

Kellogg students utilize the full range of CMC services, including unrestricted, individual meetings with career counselors, self-assessment workshops, resume advice and videotaped "mock" interviews.

Each year Kellogg publishes thousands of job postings across all functions and industries through the Kellogg Career Network, a free, Web-based service for students and alumni.

The CMC prepares students for and facilitates their networking activities through workshops, events and an executive-in-residence counseling program.

The center's affiliation with the MBA Nonprofit Connection provides individual career counseling and summer job listings for students interested in the government, as well as nonprofit and socially responsible firms and organizations.

The staff works closely with hundreds of employers around the globe to support their hiring needs. The CMC conducts Recruiters' Roundtables, on-site company visits and outreach, partners with various student clubs in planning treks, and facilitates thousands of on-campus interviews each year.

Kellogg supports international students and recruiters by providing dedicated staff, resources and programming focused on international careers. Twice a year Kellogg participates in the MBA Global Career Forum, an online recruiting event in which recruiters can present their company, post jobs and search resumes. Kellogg also participates in several other international career fairs.

Career coaches are available for use by Kellogg alumni to assist in post-graduate job searches.

## Kellogg Alumni Network

The Kellogg Alumni Network consists of more than 50,000 alumni worldwide who stay engaged through numerous venues including alumni clubs, affinity programming, and lifelong learning opportunities.

### KELLOGG ALUMNI NETWORK ONLINE

Alumni stay connected at [alumni.kellogg.northwestern.edu](http://alumni.kellogg.northwestern.edu) with features such as the alumni directory, news and events, career information, and the latest Kellogg School research.

### ALUMNI ENGAGEMENT OPPORTUNITIES

- + Throughout the year, Kellogg School events and conferences enable students to connect with alumni guest speakers and participants and learn first-hand from their knowledge.
- + When alumni address student conferences and alumni club events, they can have mutually beneficial

discussions with other alumni participants on the challenges and solutions unique to their area of interest.

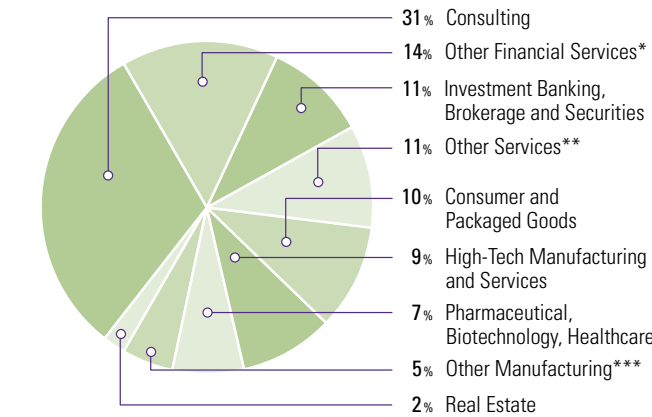
- + The Kellogg Alumni Mentorship Program (KAMP) matches alumni with current Kellogg students to provide career advice.
- + Executive Education classes at the Kellogg School's James L. Allen Center enable alumni to meet the changing needs of a global, dynamic marketplace through lifelong learning courses taught by senior faculty.
- + Each year, the Alumni Admissions Organization invites about 2,000 alumni to participate in admissions events and interview prospective students around the world.
- + Reunion Weekend, held each spring, brings alumni back to campus to enjoy social and educational events. In 2007, a record number of alumni and their guests attended.

The Donald P. Jacobs Center, home of the Kellogg School, is located on Northwestern University's picturesque lakeside Evanston campus 12 miles north of downtown Chicago.

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## Career Acceptance Information

### Acceptances by Selected Industries

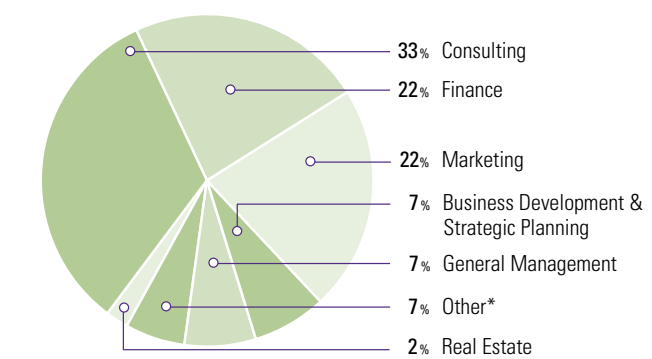


\*Includes Advertising, Commercial Banking, Diversified Financial Services, Insurance, Investment Management, Private Equity/Leveraged Buyout, and Private Equity/Venture Capital

\*\*Includes Construction, Education, Entertainment, Food Service, Government, Import/Export/Trading Companies, Law, Media, Non-Profit, Other Services, Retail, Sporting Events, Groups and Services, Transportation Services, Travel/Leisure Services, Utilities, Widely Diversified Services

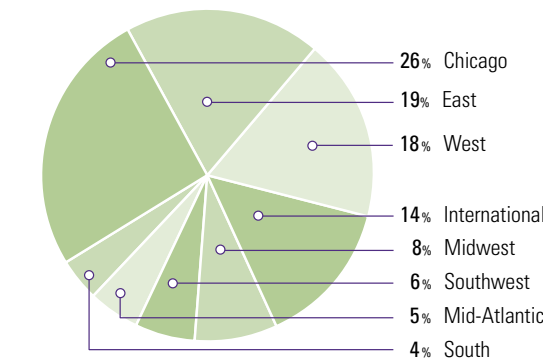
\*\*\*Includes Aerospace, Automotive, Chemicals, Energy, Heavy Equipment/Machinery, Other Manufacturing, Petroleum, Sporting Goods Manufacturing, Widely Diversified Manufacturing

### Acceptances by Function



\* Includes Engineering, Human Resources, MIS - EDP Management, Operations - Production, Other

### Acceptances by Geographic Distribution



CMC data as of November 5, 2007.

### Base Salary Range by Function

	Range	Average	Median
Business Development & Strategic Planning	70,000–130,000	99,000	100,000
Consulting	50,000–160,000	116,700	120,000
Finance	50,000–180,000	104,100	95,000
General Management	55,000–120,000	96,500	95,000
Marketing	35,000–140,000	94,900	92,000
Other*	42,500–170,000	104,675	103,000
Real Estate	65,000–132,000	99,800	100,000

\* Includes Engineering, Human Resources, MIS - EDP Management, Operations - Production, Other

### Major Employers — Graduating Class of 2007

Three or more students accepted positions with these firms.

McKinsey & Company, Inc.	54	Latham & Watkins	4
Bain & Company	27	PepsiCo QTG	4
The Boston Consulting Group	27	Sears Holdings Corporation	4
Booz Allen Hamilton	12	Target Corporation	4
Morgan Stanley	10	UBS Investment Bank	4
A.T. Kearney	9	3M	3
Deloitte Consulting	9	Bank of America	3
Kraft Foods Global, Inc.	9	Baxter Healthcare	3
Citi	8	The Cambridge Group	3
Danaher Corporation	8	The Carlyle Group	3
Lehman Brothers	8	Chevron Corporation	3
Merrill Lynch	8	Discover Financial Services	3
Johnson & Johnson	7	Fidelity Investments	3
JPMorgan Chase & Co.	7	Frito-Lay	3
The Clorox Company	6	General Mills	3
Goldman, Sachs & Co.	6	Harrah's Entertainment, Inc.	3
Google, Inc.	6	HSBC	3
Microsoft Corporation	6	John Deere	3
Procter & Gamble	6	L.E.K. Consulting	3
ZS Associates	6	Marakon Associates	3
Monitor Group	5	Reckitt Benckiser	3
PRTM	5	Robert W. Baird & Co. Incorporated	3
Abbott Laboratories	4	Wachovia Securities	3
Accenture	4	Yahoo! Inc.	3
Cisco Systems	4		
Dell Inc.	4		
Diamond Management & Technology Consultants, Inc	4		