

2010–2011

# Full-Time MBA Facts & Figures

## Impact Business and Beyond

The Kellogg School of Management at Northwestern University develops global leaders who make contributions of lasting significance for the world. The Kellogg experience is built on intellectual depth, experiential learning, a global perspective, and leadership skills and social responsibility.

At Kellogg, students develop skills and values that enable them to diagnose complex organizational problems, set strategic direction in turbulent environments, build consensus across diverse

groups and apply rigorous analytical thinking to create value for society.

These are the qualities that distinguish the Kellogg graduate. Taught by a faculty of renowned scholars and supported by a global network of more than 53,000 alumni, Kellogg students continue the legacy begun when the school was founded in 1908. Today, Kellogg is one of the world's most prestigious business schools.

## Full-Time MBA Programs

**Two-Year MBA:** Offers the greatest flexibility to explore new areas of interest and develop strong management and leadership skills. Beginning in September, students complete six academic quarters and a summer internship.

**One-Year MBA:** Accelerated program allows students who have already completed core coursework to earn an MBA and return to their careers quickly. The curriculum consists almost entirely of electives. Students begin in June, complete four consecutive academic quarters and graduate in June of the following year.

**The MMM Program:** Integrates management, operations and design in a two-year, dual-degree program. Students receive an MBA from Kellogg and a master of engineering management (MEM) from Northwestern University's McCormick School of Engineering and Applied Science.

**JD-MBA:** Students earn both a juris doctor and the MBA in three years. The program begins with a full year of study—including summer—at Northwestern University's School of Law, followed by three academic quarters at Kellogg, then a summer internship in law or business and a final year of coursework at the law school.

# Cultivating Leaders

## INTELLECTUAL DEPTH

- Kellogg School students take demanding courses in a core curriculum that emphasizes the development of analytical skills across disciplines.
- Kellogg faculty are dedicated teachers and researchers who challenge conventional wisdom and encourage students to think about business and management in new ways.
- With more than 200 elective courses to choose from, students can customize their degrees and explore business industries and functions in depth.
- Learning at Kellogg begins in the classroom, but does not end there. Kellogg students impart their diverse personal and business experiences to their peers in all their interactions.

## LEADERSHIP SKILLS AND SOCIAL RESPONSIBILITY

- Incoming full-time MBA students step into leadership roles with the intensive Leadership in Organizations course prior to the start of the fall quarter. This three-week, full-credit course prepares students to make wise decisions and build strong teams in their coursework and careers.
- The Social Enterprise at Kellogg (SEEK) program offers a structure that expands upon entrepreneurship and teaches students how to create sustainable businesses.
- Recruiters value Kellogg graduates for their collaborative, versatile management skills, honed during hundreds of leadership opportunities at Kellogg. With more than 80 professional and special-interest organizations and 14 business conferences to choose from, students continue developing their skills long after class lets out for the day.

## EXPERIENTIAL LEARNING

- Kellogg offers students more than 20 formal hands-on opportunities to apply classroom theory to solve real-world business problems.  
For example:
  - Students in the Asset Management Practicum use investment theory to manage part of the Kellogg School's endowment.
  - In the Medical Innovation Lab, Kellogg students work with peers from Northwestern University's engineering, medical and law schools to develop medical products and present business plans to venture capitalists.
- In case competitions on a wide range of topics — including marketing, finance, healthcare and social impact — Kellogg teams regularly win top prizes.

## GLOBAL PERSPECTIVE

- Global Initiatives in Management is a cornerstone of the Kellogg international curriculum. After 10 weeks of classroom instruction, students travel to their chosen countries for a two-week research trip, then present a report on a specific aspect of conducting business in the region they studied.
- In the Global Lab course, a team of students completes an international consulting project for a host company that culminates in two weeks of on-site research and a presentation to the company's senior management.
- Students also have the opportunity to study abroad at more than 20 schools involved with the Kellogg School's international partnerships and alliances.

## Academics

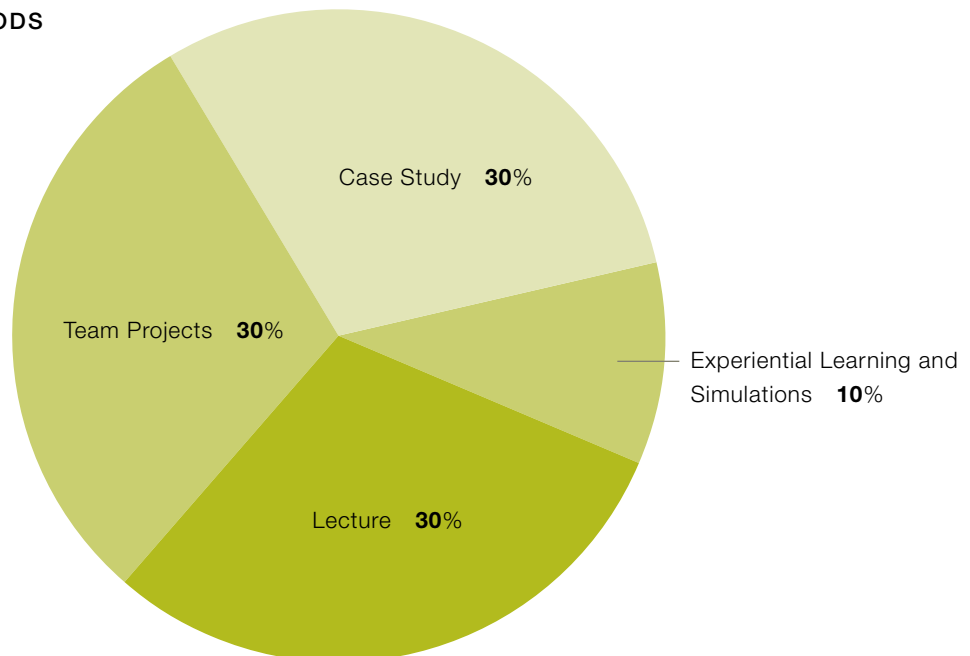
The Kellogg School curriculum gives students the skills to build a strong business and management foundation through required core courses—and the flexibility to pursue an academic program tailored to their ambitions and interests.

### MOST POPULAR MAJORS OF THE FULL-TIME CLASS OF 2010\*

*\*Represents all Full-Time MBA Program options: Two-Year, One-Year, MMM, JD-MBA*



### TEACHING METHODS



# Profile for 2010 Full-Time MBA Entrants As of June 23, 2010

*Data represent all Full-Time MBA Program options: Two-Year, One-Year, MMM, JD-MBA*

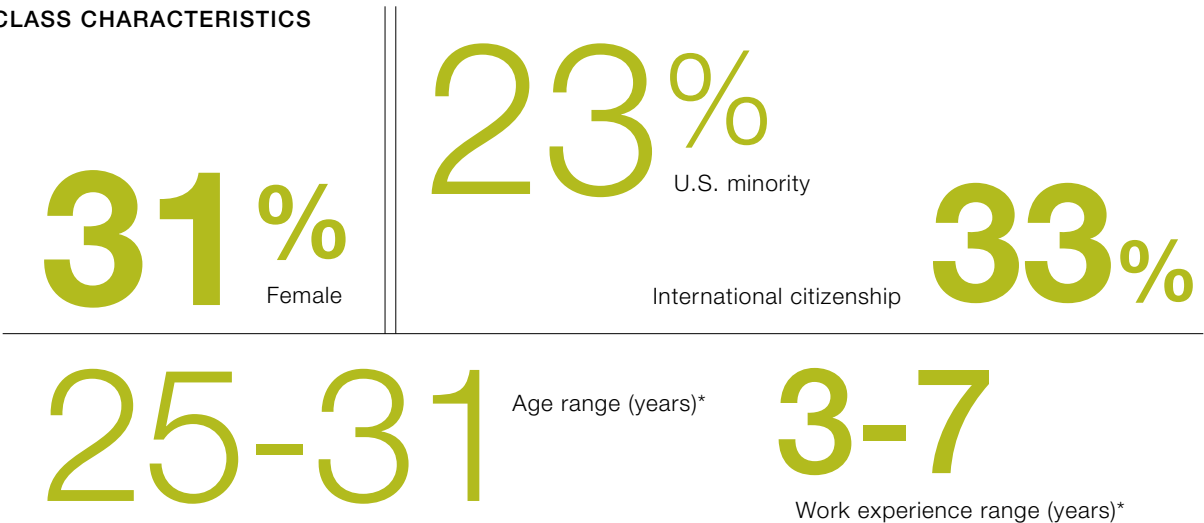
## APPLICANTS

Total Number of Applicants: **5,826**      Two-Year and MMM Applicants: **5,270**

## ENROLLED STUDENTS

Total Enrolled Students: **697**  
Two-Year: **530**      One-Year: **82**      MMM: **58**      JD-MBA: **27**

## CLASS CHARACTERISTICS



*\*Represents the middle 80%.*

## GMAT DISTRIBUTION

	Up to 640	650–690	700–740	750–800
<b>Total Applicants</b>	12%	23%	48%	16%
<b>Enrolled Students</b>	6%	20%	52%	23%

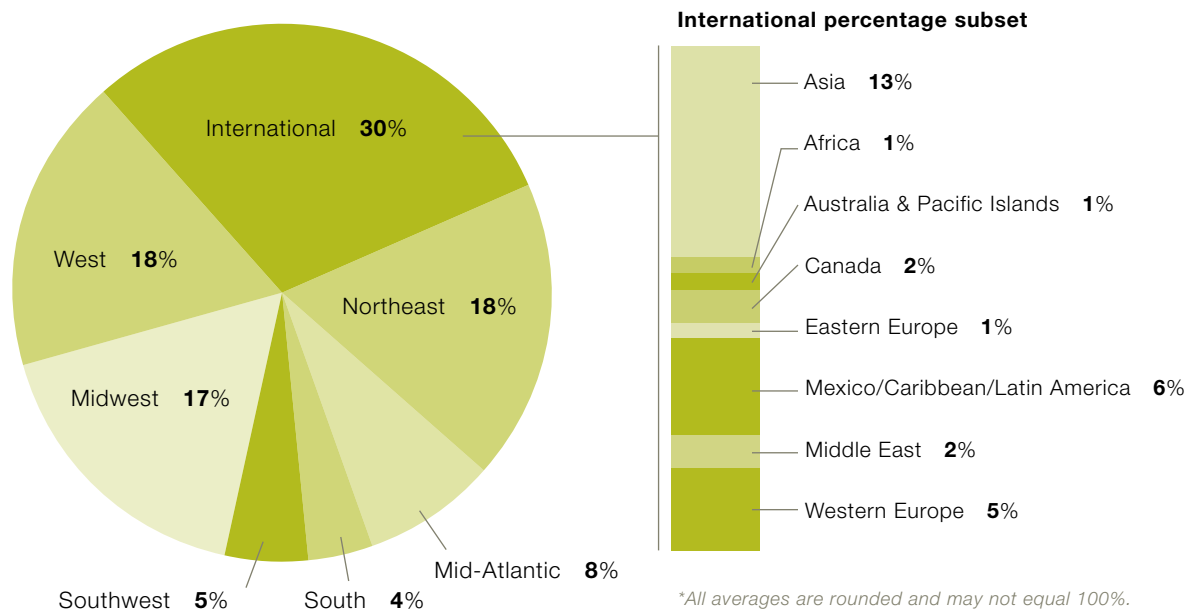
Average GMAT Score of Enrolled Students **714**

## TEST OF ENGLISH AS A FOREIGN LANGUAGE (TOEFL)

Average Score of Enrolled Students **109** Internet-based exam

*GMAT and TOEFL scores are just two of many factors considered in the admission decisions process.*

GEOGRAPHIC REPRESENTATION OF MBA ENTRANTS AT TIME OF ACCEPTANCE



TUITION

Two-Year MBA and MMM (1st year only)

Tuition*	\$51,495
Room & board	\$15,291
Anticipated additional expenses**	\$11,709

One-Year MBA

Tuition*	\$68,660
Room & board	\$20,388
Anticipated additional expenses**	\$13,886

JD-MBA (2nd year only)

Tuition*	\$69,040
Room & board	\$16,512
Anticipated additional expenses**	\$12,452

*\*For the 2010–2011 academic year. Tuition costs vary from year to year.*

*\*\*Figure reflects anticipated costs for books/supplies, travel, personal, health insurance, computer equipment and various loan fees, and is subject to change.*

# Career Acceptance Information

As of June 28, 2010

Recognized for its superior customer service, Kellogg's Career Management Center (CMC) equips students and alumni with the resources and lifelong skills to advance their careers. To prepare students, the CMC provides unlimited, one-on-one career counseling and workshops on topics such as interviewing, resume writing and

networking. Domestic and international treks, in which students visit companies to learn about employment opportunities, are also available to facilitate the job search. Additionally, the CMC offers free career counseling and workshops for alumni worldwide.

## MAJOR EMPLOYERS — GRADUATING CLASS OF 2010

Three or more students accepted positions with these firms.

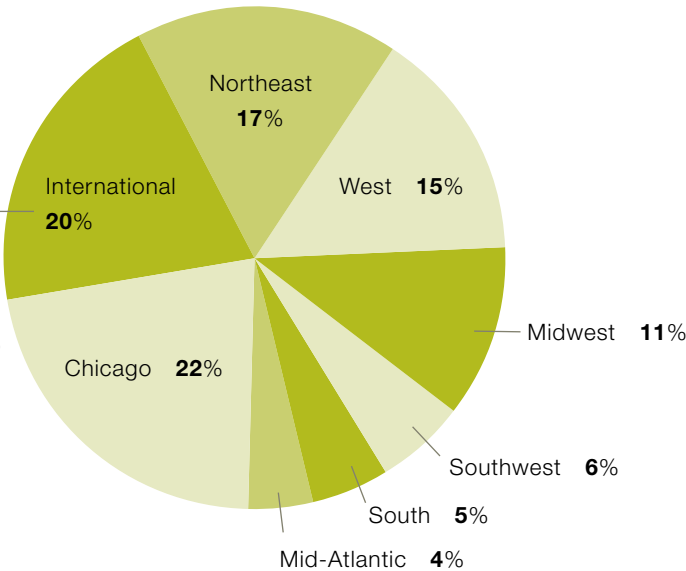
A.T. Kearney	Cisco Systems, Inc.	Goldman, Sachs & Co.	PepsiCo Chicago
Accenture	Danaher Corporation	Intel Corporation	Procter & Gamble
Amazon.com, Inc.	Del Monte Foods	JPMorgan Chase & Co.	Samsung Global Strategy Group
Anheuser-Busch InBev	Deloitte Consulting LLP	Johnson & Johnson	SAP America, Inc.
Bain & Company	Diamond Management & Technology Consultants, Inc	L.E.K. Consulting	Symantec Corporation
Bank of America Corporation	Eli Lilly and Company	Mars North America	Target Corporation
Baxter Healthcare Corporation	Emerson Electric Co.	McKinsey & Company	United Airlines
Becton, Dickinson and Company	Evercore Partners	Microsoft Corporation	Walmart
Booz & Company Inc.	General Electric Company	Monitor Group	Wm. Wrigley Jr. Company
The Boston Consulting Group	General Mills Inc.	Morgan Stanley	
The Cambridge Group		Nissan North America, Inc.	

## JOB ACCEPTANCES BY GEOGRAPHIC DISTRIBUTION

### International percentage subset

Asia/South Pacific	9%
Europe	5%
Mexico/Central & South America/Caribbean	4%
Other*	2%

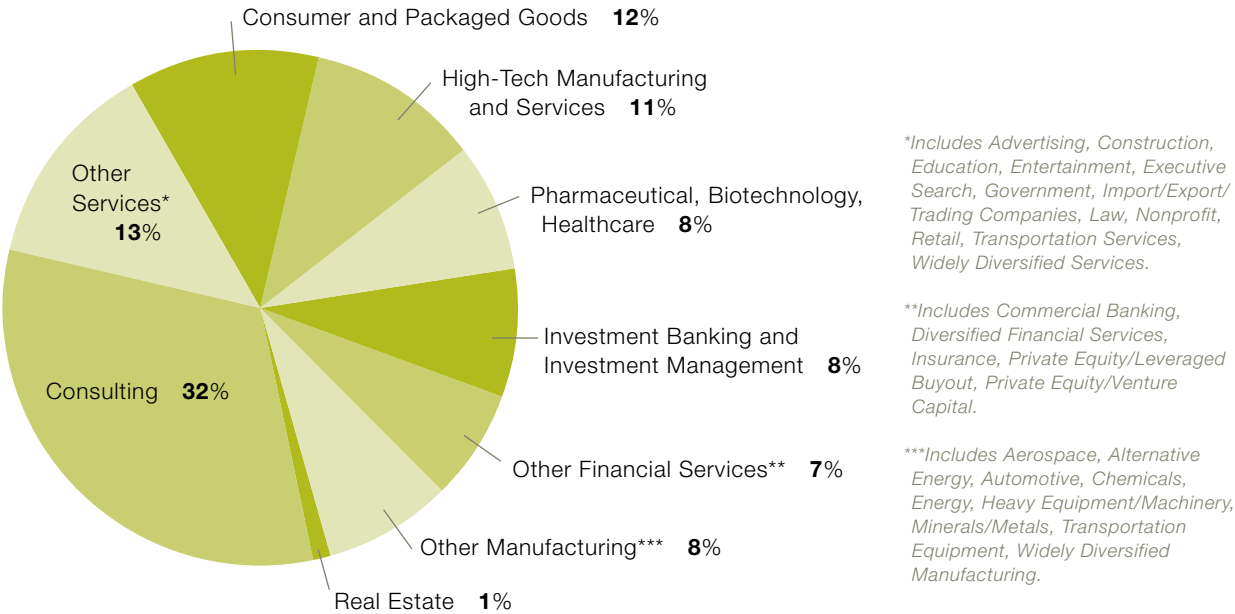
\*Includes Africa, Canada, Middle East.



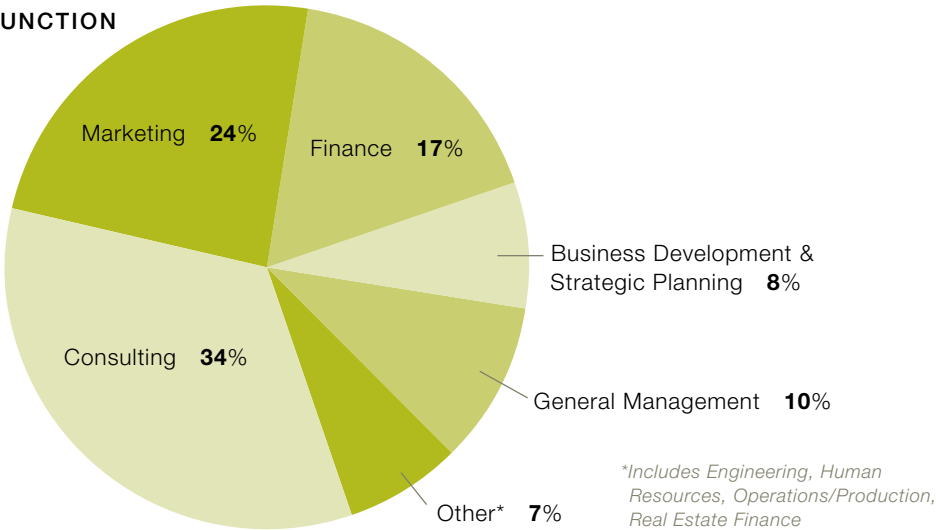
BASE SALARY RANGE BY FUNCTION	Range	Average	Median
Business Development & Strategic Planning	\$38,000 – \$140,000	\$98,934	\$100,000
Consulting	\$50,000 – \$200,000	\$122,188	\$120,000
Finance	\$40,000 – \$250,000	\$111,236	\$100,000
General Management	\$40,000 – \$140,000	\$103,766	\$105,000
Marketing	\$50,000 – \$185,000	\$100,038	\$97,000
Other*	\$60,000 – \$170,000	\$123,021	\$115,000

\*Includes Engineering, Human Resources, Operations/Production, Real Estate Finance.

### JOB ACCEPTANCES BY SELECTED INDUSTRIES



### JOB ACCEPTANCES BY FUNCTION



# 2010–2011 Application Deadlines

The application and all supporting materials must be completed and submitted by the appropriate application deadlines (see chart below).

	Round 1	Round 2	Round 3
<b>APPLICATION PART I DEADLINES</b>			
Part I must be submitted to request an off-campus interview OR to schedule an on-campus interview with the Kellogg Admissions Office. Please note the different interview deadlines.			
<b>OFF-CAMPUS INTERVIEW REQUEST DEADLINES</b>			
Select the off-campus interview request box and submit			
Part I by .....	Sept. 24, 2010 .....	Dec. 15, 2010 .....	March 24, 2011
<i>Please allow up to eight weeks after submitting Part I to receive either an interview assignment in your local area or an interview waiver in areas of high demand.</i>			
<b>ON-CAMPUS INTERVIEW DEADLINES</b>			
Select the on-campus interview request box and submit			
Part I by .....	Oct. 14, 2010 .....	Jan. 11, 2011 .....	April 07, 2011
THEN			
Contact the Kellogg Admissions Office to schedule and			
complete your interview by .....	Dec. 03, 2010 .....	March 05, 2011 ....	April 29, 2011
<i>Please allow two business days after submitting Part I to schedule your interview.</i>			
<i>Chicago-area MBA applicants must request an off-campus interview unless applying to the JD-MBA program.</i>			
<b>APPLICATION PART II DEADLINES</b>			
Due by 11:59 p.m. Central Time .....	Oct. 14, 2010 .....	Jan. 11, 2011 .....	April 07, 2011
<b>DECISION</b>			
Rendered by .....	Dec. 20, 2010 .....	March 28, 2011 ....	May 16, 2011
<b>TUITION DEPOSIT</b>			
(\$2,000) Received by .....	March 07, 2011 .....	May 03, 2011 .....	June 6, 2011

For more information: [kellogg.northwestern.edu/Programs/FullTimeMBA/Applying/Deadlines](http://kellogg.northwestern.edu/Programs/FullTimeMBA/Applying/Deadlines)

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