PUTTING KELLOGG TO WORK.

NORTHWESTERN UNIVERSITY
CAREER MANAGEMENT CENTER

A lifelong partner for career development.
An ever-deeper pool of talent
for the world of business and beyond.

NORTHWESTERN UNIVERSITY

Kellogg
School of Management
Dear Employers:

We are thrilled that you are an active part of the Kellogg School of Management community through the engagement and recruitment of our students. This engagement led to strong employment numbers among the full-time class of 2012 and the summer intern class of 2013. We hope that these talented new hires will help drive further success at your organizations, and that they realize their full leadership potential with you. Maintaining a high-potential talent pipeline is one of Kellogg’s key contributions to the market and one of its most important charges.

Enclosed you will find employment statistics on both classes. You will see key demographics and information that paint an aggregate picture of our employment landscape. Please do not hesitate to contact us if you have any questions or feedback about this material.

In a rapidly changing and uncertain economy, Kellogg students continue to bring intellectual rigor, strong collaborative skills and a global perspective to their employers. We hope that as you gain a better sense of your hiring needs for this year, you will reach out and let us know how we might assist you. We are looking forward to working with you and aim to be your first stop for MBA-level talent.

On behalf of the Kellogg Career Management Center, thank you for your partnership.

Regards,

Michael F. Malone
Managing Director, Career Management Center
<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class of 2012 Profile</td>
<td>2</td>
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<tr>
<td>Class of 2012 Profile</td>
<td>2</td>
</tr>
<tr>
<td>Base Salary Acceptances, Class of 2012</td>
<td>3</td>
</tr>
<tr>
<td>By Work Experience</td>
<td>3</td>
</tr>
<tr>
<td>By Undergraduate Degree</td>
<td>3</td>
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<tr>
<td>By Age</td>
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</tr>
<tr>
<td>By Gender</td>
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<tr>
<td>By Geographic Distribution</td>
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<td>Major Industries Chosen by Graduates, 2008–2012</td>
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<tr>
<td>Base Salary Acceptances by Industry, Class of 2012</td>
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<tr>
<td>Major Functions Chosen by Graduates, 2008–2012</td>
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<tr>
<td>Base Salary Acceptances by Function, Class of 2012</td>
<td>5</td>
</tr>
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<td>Major Employers, Class of 2012</td>
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<tr>
<td>Sign-On Bonus Acceptances, Class of 2012</td>
<td>7</td>
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<tr>
<td>By Industry Group</td>
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<tr>
<td>By Functional Group</td>
<td>7</td>
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<td>Corporate Recruiting Partners, 2011–2012</td>
<td>8</td>
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<tr>
<td>Job Acceptances by Organization, Class of 2012</td>
<td>11</td>
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<tr>
<td>Major Industries Chosen by Summer Interns, 2008–2012</td>
<td>18</td>
</tr>
<tr>
<td>Monthly Salaries of Summer Interns, by Industry, Class of 2013</td>
<td>18</td>
</tr>
<tr>
<td>Major Functions Chosen by Summer Interns, 2008–2012</td>
<td>19</td>
</tr>
<tr>
<td>Monthly Salaries of Summer Interns, by Function, Class of 2013</td>
<td>19</td>
</tr>
<tr>
<td>Major Employers of Summer Interns, Class of 2013</td>
<td>20</td>
</tr>
<tr>
<td>Summer Intern Acceptances by Organization, Class of 2013</td>
<td>21</td>
</tr>
<tr>
<td>CORPORATE AFFILIATES, FISCAL YEAR 2011–2012</td>
<td>27</td>
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<tr>
<td>CAREER MANAGEMENT CENTER STAFF</td>
<td>28</td>
</tr>
</tbody>
</table>
Class of 2012
Class of 2012 Profile

DEMOGRAPHICS

Students graduating in the class of 2012 784

- Two-Year MBA students 506
- One-Year MBA students 85
- Part-Time MBA students 106
- MMM students 1 60
- JD-MBA students 2 27

Age range at graduation 26-33
Full-time work experience, in years 3-7
Women 31%
U.S. minority 23%
International citizenship 33%

GEOGRAPHIC REGION OF MBA ENTRANTS

Northeast 18%
Mid-Atlantic 8%
South 4%
Midwest 17%
Southwest 5%
West 18%
International 30%

EMPLOYMENT SUMMARY

Graduates seeking Full-time employment, class of 2012 670
Job acceptances reported 603
First-year students seeking internships, class of 2013 546
Internship acceptances reported 537

1 Dual degree MBA + MEM program in design and operations.
2 Joint Law School/Kellogg students.
3 Represents the middle 80%.
* As reported to the CMC.
## Base Salary Acceptances, Class of 2012

### BY WORK EXPERIENCE

<table>
<thead>
<tr>
<th>Experience</th>
<th>Acceptances (%)*</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-2 Years</td>
<td>5</td>
<td>49,000–155,000</td>
<td>114,981</td>
<td>120,000</td>
</tr>
<tr>
<td>3-5 Years</td>
<td>49</td>
<td>20,000–220,000</td>
<td>118,651</td>
<td>120,000</td>
</tr>
<tr>
<td>6-9 Years</td>
<td>44</td>
<td>24,000–225,000</td>
<td>116,982</td>
<td>115,000</td>
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<tr>
<td>10-15 Years</td>
<td>2</td>
<td>96,000–180,000</td>
<td>127,123</td>
<td>125,000</td>
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</tbody>
</table>

### BY UNDERGRADUATE DEGREE

<table>
<thead>
<tr>
<th>Degree</th>
<th>Acceptances (%)*</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nontechnical</td>
<td>42</td>
<td>20,000–225,000</td>
<td>115,778</td>
<td>114,500</td>
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<tr>
<td>Technical</td>
<td>50</td>
<td>49,000–220,000</td>
<td>119,167</td>
<td>120,000</td>
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<tr>
<td>Other</td>
<td>8</td>
<td>20,000–200,000</td>
<td>121,443</td>
<td>127,500</td>
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### BY AGE

<table>
<thead>
<tr>
<th>Age</th>
<th>Acceptances (%)*</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>24-26</td>
<td>4</td>
<td>82,000–200,000</td>
<td>124,851</td>
<td>128,000</td>
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<tr>
<td>27-29</td>
<td>53</td>
<td>20,000–220,000</td>
<td>116,977</td>
<td>120,000</td>
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<tr>
<td>≥ 30</td>
<td>43</td>
<td>50,000–225,000</td>
<td>118,442</td>
<td>117,500</td>
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</table>

### BY GENDER

<table>
<thead>
<tr>
<th>Gender</th>
<th>Acceptances (%)*</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Female</td>
<td>31</td>
<td>50,000–160,000</td>
<td>112,248</td>
<td>109,000</td>
</tr>
<tr>
<td>Male</td>
<td>69</td>
<td>20,000–225,000</td>
<td>120,503</td>
<td>124,500</td>
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</tbody>
</table>

* Percentages have been rounded to the nearest whole number.

† Less than 1 percent of accepted offers.
### Major Industries Chosen by Graduates, 2008–2012

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
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<tbody>
<tr>
<td>Consulting</td>
<td>39</td>
<td>37</td>
<td>31</td>
<td>38</td>
<td>33</td>
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<tr>
<td>Consumer &amp; Packaged Goods</td>
<td>9</td>
<td>10</td>
<td>12</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>Investment Banking, Brokerage &amp; Securities</td>
<td>7</td>
<td>7</td>
<td>6</td>
<td>5</td>
<td>12</td>
</tr>
<tr>
<td>Media &amp; Entertainment</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Other Financial Services, Private Equity &amp; Venture Capital</td>
<td>12</td>
<td>12</td>
<td>10</td>
<td>10</td>
<td>13</td>
</tr>
<tr>
<td>Other Manufacturing</td>
<td>6</td>
<td>5</td>
<td>8</td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td>Other Services</td>
<td>9</td>
<td>11</td>
<td>13</td>
<td>13</td>
<td>10</td>
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<tr>
<td>Pharmaceutical, Biotechnology, Healthcare</td>
<td>5</td>
<td>7</td>
<td>8</td>
<td>8</td>
<td>6</td>
</tr>
<tr>
<td>Technology Manufacturing &amp; Services</td>
<td>12</td>
<td>10</td>
<td>11</td>
<td>9</td>
<td>9</td>
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</tbody>
</table>

### Base Salary Acceptances by Industry, Class of 2012

<table>
<thead>
<tr>
<th>Industry</th>
<th>Acceptances (%)*</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>25</td>
<td>20,000–200,000</td>
<td>108,270</td>
<td>105,000</td>
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<tr>
<td>Automotive</td>
<td>1</td>
<td>100,000–120,000</td>
<td>109,250</td>
<td>108,500</td>
</tr>
<tr>
<td>Energy/Utilities</td>
<td>1</td>
<td>100,000–130,000</td>
<td>116,375</td>
<td>117,750</td>
</tr>
<tr>
<td>Food &amp; Beverage</td>
<td>6</td>
<td>66,000–180,000</td>
<td>101,031</td>
<td>100,000</td>
</tr>
<tr>
<td>General Healthcare</td>
<td>1</td>
<td>103,000–130,000</td>
<td>111,571</td>
<td>103,000</td>
</tr>
<tr>
<td>General Manufacturing</td>
<td>2</td>
<td>20,000–200,000</td>
<td>109,549</td>
<td>120,000</td>
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<tr>
<td>Heavy Equipment</td>
<td>1</td>
<td>78,000–105,000</td>
<td>98,140</td>
<td>102,600</td>
</tr>
<tr>
<td>Household/Personal Products</td>
<td>3</td>
<td>93,000–110,000</td>
<td>98,250</td>
<td>97,000</td>
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<tr>
<td>Medical Devices</td>
<td>2</td>
<td>75,000–120,000</td>
<td>105,099</td>
<td>107,500</td>
</tr>
<tr>
<td>Other Manufacturing</td>
<td>1</td>
<td>102,500–110,000</td>
<td>106,300</td>
<td>106,200</td>
</tr>
<tr>
<td>Software</td>
<td>3</td>
<td>105,000–155,000</td>
<td>119,579</td>
<td>117,000</td>
</tr>
<tr>
<td>Technology Equipment/Networking</td>
<td>3</td>
<td>95,000–130,000</td>
<td>120,464</td>
<td>120,000</td>
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<tr>
<td>Services</td>
<td>75</td>
<td>24,000–225,000</td>
<td>121,025</td>
<td>125,000</td>
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<tr>
<td>Advertising</td>
<td>1</td>
<td>82,000–150,000</td>
<td>113,000</td>
<td>110,000</td>
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<tr>
<td>Commercial Banking</td>
<td>1</td>
<td>24,000–123,000</td>
<td>97,071</td>
<td>105,000</td>
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<tr>
<td>Consulting</td>
<td>39</td>
<td>80,000–166,300</td>
<td>129,811</td>
<td>133,000</td>
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<tr>
<td>Diversified Financial Services</td>
<td>2</td>
<td>100,000–125,000</td>
<td>106,000</td>
<td>100,000</td>
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<tr>
<td>Education</td>
<td>1</td>
<td>32,000–102,000</td>
<td>80,800</td>
<td>85,000</td>
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<tr>
<td>Healthcare Providers &amp; Services</td>
<td>2</td>
<td>49,000–130,000</td>
<td>99,500</td>
<td>110,000</td>
</tr>
<tr>
<td>Insurance</td>
<td>1</td>
<td>100,000–150,000</td>
<td>118,125</td>
<td>112,250</td>
</tr>
<tr>
<td>Internet Services/E-Commerce</td>
<td>5</td>
<td>75,000–135,000</td>
<td>112,185</td>
<td>115,000</td>
</tr>
<tr>
<td>Investment Banking/Brokerage/Securities</td>
<td>7</td>
<td>75,000–150,000</td>
<td>102,825</td>
<td>100,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>2</td>
<td>100,000–158,000</td>
<td>114,800</td>
<td>102,500</td>
</tr>
<tr>
<td>Law/Legal Services</td>
<td>1</td>
<td>50,000–175,000</td>
<td>148,373</td>
<td>165,000</td>
</tr>
<tr>
<td>Private Equity</td>
<td>4</td>
<td>90,000–225,000</td>
<td>135,214</td>
<td>125,000</td>
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<tr>
<td>Real Estate</td>
<td>1</td>
<td>75,000–110,000</td>
<td>93,500</td>
<td>90,000</td>
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<tr>
<td>Retail</td>
<td>3</td>
<td>90,000–145,000</td>
<td>106,265</td>
<td>105,000</td>
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<td>Telecommunication Services</td>
<td>1</td>
<td>83,000–165,000</td>
<td>109,476</td>
<td>105,000</td>
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<td>Transportation Services</td>
<td>1</td>
<td>100,000–135,000</td>
<td>107,000</td>
<td>100,000</td>
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<tr>
<td>Venture Capital</td>
<td>1</td>
<td>70,000–155,000</td>
<td>114,125</td>
<td>111,500</td>
</tr>
</tbody>
</table>

* Percentages have been rounded to the nearest whole number.

The following industries each represented less than 1 percent of reported acceptances and are not included in the above table: Agribusiness, Biotechnology, Chemicals, Construction, Engineering Services, Executive Search, Hedge Funds, Hospitality/Tourism, Import/Export, Luxury Goods, Metals/Mining, Multimedia Products & Services, Nonprofit, Pharmaceuticals, Public Finance, Radio/TV/Cable/Film, Technology – General, Tobacco.
Major Functions Chosen by Graduates, 2008–2012

<table>
<thead>
<tr>
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<th></th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Business Development</td>
<td>4</td>
<td>3</td>
<td>4</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>Consulting**</td>
<td>40</td>
<td>40</td>
<td>34</td>
<td>41</td>
<td>34</td>
</tr>
<tr>
<td>Finance</td>
<td>17</td>
<td>18</td>
<td>17</td>
<td>15</td>
<td>24</td>
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<tr>
<td>Management</td>
<td>8</td>
<td>8</td>
<td>9</td>
<td>6</td>
<td>6</td>
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<tr>
<td>Marketing</td>
<td>20</td>
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<td>25</td>
<td>20</td>
<td>21</td>
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<tr>
<td>Other</td>
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<td>8</td>
<td>7</td>
<td>7</td>
<td>9</td>
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<tr>
<td>Strategic Planning</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>7</td>
<td>4</td>
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</tbody>
</table>

Base Salary Acceptances by Function, Class of 2012

<table>
<thead>
<tr>
<th>Function</th>
<th>Acceptances (%)</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Development</td>
<td>4</td>
<td>20,000–170,000</td>
<td>107,502</td>
<td>110,000</td>
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<tr>
<td>Consulting</td>
<td>40</td>
<td>80,000–200,000</td>
<td>130,284</td>
<td>135,000</td>
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<td>Entrepreneurship</td>
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<td>60,000–200,000</td>
<td>110,750</td>
<td>91,500</td>
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<td>Corporate Finance</td>
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<td>87,000–130,000</td>
<td>105,417</td>
<td>100,000</td>
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<tr>
<td>General Finance</td>
<td>2</td>
<td>93,000–150,000</td>
<td>102,345</td>
<td>120,000</td>
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<td>Investment Banking</td>
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<td>87,000–130,000</td>
<td>102,235</td>
<td>100,000</td>
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<td>Investment Management</td>
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<td>92,000–220,000</td>
<td>129,053</td>
<td>125,000</td>
</tr>
<tr>
<td>Mergers &amp; Acquisitions</td>
<td>1</td>
<td>100,000–225,000</td>
<td>123,125</td>
<td>105,000</td>
</tr>
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<td>Lawyer/Legal Professional</td>
<td>1</td>
<td>50,000–175,000</td>
<td>148,373</td>
<td>165,000</td>
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<tr>
<td>General Management/Leadership Development</td>
<td>5</td>
<td>85,000–165,000</td>
<td>115,093</td>
<td>110,000</td>
</tr>
<tr>
<td>Operations / Production</td>
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<td>100,000–130,000</td>
<td>116,550</td>
<td>119,000</td>
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<td>Project Management</td>
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<td>102,500–130,000</td>
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<td>116,500</td>
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<tr>
<td>Brand / Product Management</td>
<td>16</td>
<td>72,500–150,000</td>
<td>106,001</td>
<td>100,000</td>
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<tr>
<td>Buyer / Merchandising</td>
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<td>105,000–120,000</td>
<td>110,000</td>
<td>107,500</td>
</tr>
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<td>Product Development</td>
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<td>110,000</td>
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<td>Sales</td>
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<td>66,000–175,000</td>
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<td>100,000</td>
</tr>
<tr>
<td>Other</td>
<td>2</td>
<td>24,000–120,000</td>
<td>84,556</td>
<td>98,000</td>
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<td>Real Estate – Finance</td>
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<td>75,000–150,000</td>
<td>103,750</td>
<td>95,000</td>
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<td>Strategic Planning</td>
<td>4</td>
<td>20,000–125,000</td>
<td>105,158</td>
<td>110,000</td>
</tr>
</tbody>
</table>

* Percentages have been rounded to the nearest whole number.
** Includes consulting positions with public accounting firms as well as internal corporate consulting.

The following industries each represented less than 1 percent of reported acceptances and are not included in the above table:
Major Employers, Class of 2012

<table>
<thead>
<tr>
<th>FIRMS HIRING THREE OR MORE STUDENTS</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>McKinsey &amp; Company</td>
<td>55</td>
</tr>
<tr>
<td>The Boston Consulting Group</td>
<td>43</td>
</tr>
<tr>
<td>Bain &amp; Company</td>
<td>35</td>
</tr>
<tr>
<td>Deloitte Consulting LLP</td>
<td>24</td>
</tr>
<tr>
<td>Accenture</td>
<td>13</td>
</tr>
<tr>
<td>Booz &amp; Company</td>
<td>13</td>
</tr>
<tr>
<td>Amazon</td>
<td>10</td>
</tr>
<tr>
<td>PepsiCo, Inc.</td>
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</tr>
<tr>
<td>Target Corporation</td>
<td>8</td>
</tr>
<tr>
<td>A.T. Kearney</td>
<td>6</td>
</tr>
<tr>
<td>Apple, Inc.</td>
<td>6</td>
</tr>
<tr>
<td>Bank of America Merrill Lynch</td>
<td>6</td>
</tr>
<tr>
<td>Google</td>
<td>6</td>
</tr>
<tr>
<td>Microsoft Corporation</td>
<td>6</td>
</tr>
<tr>
<td>Monitor Group</td>
<td>6</td>
</tr>
<tr>
<td>Anheuser-Busch InBev</td>
<td>5</td>
</tr>
<tr>
<td>Danaher Corporation</td>
<td>5</td>
</tr>
<tr>
<td>DaVita, Inc.</td>
<td>5</td>
</tr>
<tr>
<td>United Airlines</td>
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<tr>
<td>Barclays Capital</td>
<td>4</td>
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<tr>
<td>BD – Becton, Dickinson and Company</td>
<td>4</td>
</tr>
<tr>
<td>Cisco Systems</td>
<td>4</td>
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<tr>
<td>Deere and Company – John Deere</td>
<td>4</td>
</tr>
<tr>
<td>Kraft Foods Global, Inc.</td>
<td>4</td>
</tr>
<tr>
<td>L.E.K. Consulting</td>
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<tr>
<td>Morgan Stanley</td>
<td>4</td>
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<tr>
<td>UBS Investment Bank</td>
<td>4</td>
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<tr>
<td>Unilever</td>
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</tr>
<tr>
<td>Zynga Game Network, Inc.</td>
<td>4</td>
</tr>
<tr>
<td>Baxter Healthcare</td>
<td>3</td>
</tr>
<tr>
<td>Citi</td>
<td>3</td>
</tr>
<tr>
<td>The Clorox Company</td>
<td>3</td>
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<tr>
<td>DISH Network</td>
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<tr>
<td>General Mills</td>
<td>3</td>
</tr>
<tr>
<td>Intel Corporation</td>
<td>3</td>
</tr>
<tr>
<td>J.P. Morgan</td>
<td>3</td>
</tr>
<tr>
<td>Lincoln International LLC</td>
<td>3</td>
</tr>
<tr>
<td>Orbitz Worldwide</td>
<td>3</td>
</tr>
<tr>
<td>PricewaterhouseCoopers LLP</td>
<td>3</td>
</tr>
<tr>
<td>Samsung Global Strategy Group</td>
<td>3</td>
</tr>
<tr>
<td>ZS Associates</td>
<td>3</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>343</strong></td>
</tr>
</tbody>
</table>

**Sources of Accepted Full-Time Job Offers**

- **25%** On-Campus Interview
- **22%** Tailored Job Search
- **26%** Returning to Summer Employer
- **16%** Returning to Previous Employer
- **9%** Job Posting/Resume Database
- **2%** Other*

*Includes: family-owned business, search firm/employment agency, starting own business.
### By Industry Group

<table>
<thead>
<tr>
<th>Industry Group</th>
<th>Acceptances (%)</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>44</td>
<td>10,000–55,000</td>
<td>25,000</td>
<td>20,000</td>
</tr>
<tr>
<td>Consumer &amp; Packaged Goods</td>
<td>10</td>
<td>5,000–40,000</td>
<td>23,865</td>
<td>25,000</td>
</tr>
<tr>
<td>Investment Banking, Brokerage &amp; Securities</td>
<td>7</td>
<td>20,000–60,000</td>
<td>44,815</td>
<td>45,000</td>
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<tr>
<td>Media &amp; Entertainment</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Financial Services, Private Equity &amp; Venture Capital</td>
<td>9</td>
<td>3,000–55,000</td>
<td>26,202</td>
<td>25,000</td>
</tr>
<tr>
<td>Other Manufacturing</td>
<td>5</td>
<td>3,000–70,000</td>
<td>24,250</td>
<td>20,000</td>
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<tr>
<td>Other Services</td>
<td>6</td>
<td>5,000–30,000</td>
<td>17,045</td>
<td>15,000</td>
</tr>
<tr>
<td>Pharmaceutical, Biotechnology, Healthcare</td>
<td>6</td>
<td>5,000–40,000</td>
<td>19,752</td>
<td>20,000</td>
</tr>
<tr>
<td>Technology Manufacturing &amp; Services</td>
<td>13</td>
<td>5,000–60,000</td>
<td>23,309</td>
<td>20,000</td>
</tr>
</tbody>
</table>

*Percentages have been rounded to the nearest whole number.

† Less than 1 percent of accepted sign-on bonuses.

### By Functional Group

<table>
<thead>
<tr>
<th>Functional Group</th>
<th>Acceptances (%)</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Development</td>
<td>4</td>
<td>3,000–70,000</td>
<td>23,000</td>
<td>20,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>44</td>
<td>5,000–55,000</td>
<td>24,875</td>
<td>20,000</td>
</tr>
<tr>
<td>Finance</td>
<td>15</td>
<td>10,000–60,000</td>
<td>35,395</td>
<td>40,000</td>
</tr>
<tr>
<td>Management</td>
<td>7</td>
<td>5,000–50,000</td>
<td>25,514</td>
<td>24,900</td>
</tr>
<tr>
<td>Marketing</td>
<td>22</td>
<td>5,000–60,000</td>
<td>22,911</td>
<td>20,000</td>
</tr>
<tr>
<td>Operations/Production</td>
<td>2</td>
<td>10,000–20,000</td>
<td>17,500</td>
<td>20,000</td>
</tr>
<tr>
<td>Other</td>
<td>3</td>
<td>3,000–40,000</td>
<td>15,682</td>
<td>13,000</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>3</td>
<td>5,000–40,000</td>
<td>19,583</td>
<td>17,500</td>
</tr>
</tbody>
</table>

*Percentages have been rounded to the nearest whole number.
The following organizations recruited students from the Kellogg School of Management during 2011–2012.

- @WalmartLabs
- 2x Consumer Products Growth Partners
- 3M
- 7-Beven, Inc
- A.T. Kearney
- Abbott
- Accenture
- Acumen Fund
- The Acushnet Company
- Adobe Systems
- Adwise
- Agentis Energy
- Alinda Capital Partners
- Altira Group
- Altman Vilandrie & Company
- Amazon
- American Airlines, Inc.
- American Express
- American Industrial Partners
- American Securities
- Amgen Inc.
- Amphenol Alden Products
- Amphenol Corporation
- Analysis Group, Inc.
- Anheuser-Busch InBev
- Ann Corporation
- Apple, Inc.
- Artisan Partners LP
- Asian Development Bank
- Asurion
- Baidu
- Bain & Company
- Balsam Brands
- Banco Itaú Unibanco
- Bank of America
- Bank of America Merrill Lynch
- Barclays Capital
- Bare Escentuals
- Barings Private Equity Partners
- Baxter Healthcare
- BD — Becton, Dickinson and Company
- Beam Inc.
- Bear Brothers, LLC
- Behre Dolbear Group
- Best Buy
- Best Buy Capital
- Big Frame, Inc.
- BISSELL Homecare, Inc.
- BlackBerry / Research In Motion
- BlackRock
- Blue Ridge Partners Management Consulting
- Blue Shell Games
- BMO Capital Markets
- Booz & Company
- Bose Corporation
- The Boston Consulting Group
- Boyfriend, LLC
- Bridge Strategy
- British Telecommunications
- Broadcom Corporation
- Brown-Forman Corporation
- BTS USA
- Buffalo Christian Center
- Build-A-Bear Workshop
- Caesar’s Entertainment
- Cambridge Associates
- The Cambridge Group
- Camden Property Trust
- Capgemini Consulting
- Capital Management Group
- Capital One Financial Corporation
- CareFusion
- CareTech
- Cargill
- The Carlyle Group
- Carmel Ventures
- Cars.com
- CDH Fund
- CDW Corporation
- CENCOSUD S.A.
- Cerberus Capital Management L.P. – GMAC Financial Services
- Charles Schwab & Co.
- The Charter Group
- Chevron
- Chicago Community Loan Fund
- Chicago Cubs
- Choice Hotels International
- Chrysler Group LLC
- CIGNA
- CIM Group, LP.
- Cisco Systems
- Citadel
- Citibank Korea Inc.
- CITIC Capital
- CITIC PE
- Citigroup N.A.
- Civic Consulting Alliance
- ClearSky Power & Technology Fund
- Clearwater Capital Partners
- Cleveland Clinic Foundation
- Cleveland Indians Baseball Club
- The Clorox Company
- CNN.com
- The Coca-Cola Company
- Coesive Capital Partners
- Colgate-Palmolive Company
- Columbia Management
- Columbia Wanger Asset Management
- Compass Group Management
- Compancintes, Inc.
- ConAgra Foods, Inc
- Contactually
- Conversion Partners LLC
- Cooper Industries
- Corporate Financial Advisors, LLC
- Correlation Ventures
- Coty Inc.
- Cowin Capital
- Cravath Swaine & Moore
- Creation Investments Capital Management, LLC
- Creative Artists Agency
- Credit Suisse
- Cummins, Inc.
- Cutler Group, LP
- CyberAgent America, Inc.
- Daitberg Global Development Advisors
- Danaher Corporation
- Darden Restaurants, Inc.
- Dashfire
- DaWit, Inc.
- Deere and Company-John Deere
- Del Monte Foods
- Dell Inc.
- Deloitte Consulting LLP
- Detroit Venture Partners
- Deutsche Bank
- Diageo plc
- Direct Supply
- Discover Financial Services
- DISH Network
- DISGUS
- Dover Corporation
- The Dow Chemical Company
- Dow Corning Corporation
- D-Rev: Design Revolution
- Drinker Biddle & Reath LLP
- Dropbox
- Druva
- DTE Energy
- DuPont
- E. & J. Gallo Winery
- Eaglesmere Williston
- Eastill Secured
- Eaton Corporation
- eBay, Inc.
Echo Street Capital
Edelman Management Consulting
The Edgewater Funds
Education Pioneers
Emerson Electric Company
Empower Health
Empresas CMPC
Enfoca Inversiones
ENDA
Environmental Defense Fund
Ernst & Young
Evercore Partners
Evernote
Everspring Partners
Expedia, Inc.
Experian
ExxonMobil
Facebook
Fairview Capital Partners
Falabella
Federal Bureau of Investigation
Fenox Venture Capital
Fidelity Business Consulting
First Fuel
Fisker Automotive
FMC Technologies
Ford Motor Company
Fortune Brands, Inc. – Beam Global Spirits & Wine
Frontier Communications
Furlong Financial
GE Capital Bank
Genentech, Inc.
General Electric
General Mills
General Motors Treasurer’s Office
Geneva Glen Capital
Glencore International AG
Golden Gate Capital
Goldman, Sachs & Co.
Goodwin Procter LLP
Google
Gorton’s Seafoods
Gracenote
gridiron Capital
Groupon Inc.
Grupo Industrial Alfa S.A. de C.V.
Harbor Freight Tools
Harris Williams & Co.
Hasbro, Inc.
HBO
Health Advances, LLC
Heard Capital
Heidrick & Struggles
Hemisource
The Hershey Company
Hewlett-Packard Company
Hill-Rom Company
Honeywell
Hony Capital Limited
Houlihan Lokey
Hudson Advisors
I heart Keenwah
IA Collaborative
IBM — International Business Machines Corporation
IDEO, Inc.
I-Farms Venture
IM Trust
IMS Consulting Group
Indiana Pacers Basketball Club
INDITEX
Infosys Limited
INGLOBAL
Inpoint, an Aon Company
Insight Equity
Intap Labs
Intel Corporation
Interactive Advertising Bureau
Interbank
International Finance Corporation
Intuit Inc.
Intuitive Surgical
Itau-Unibanco
ITW Inc.
Jabong.com
Jaguars Land Rover
James Hardie
Jefferies & Company, Inc.
JHL Capital Group
Johnson & Johnson
Johnson Controls Inc.
Jones Day
Jones Lang LaSalle
The Jordan Family Enterprises LLC
J.P. Morgan
JPMorgan Chase
JWT
Kaiser Associates
Kasikorn Bank
Kellogg Center for Research in Technology & Innovation (CRTI)
Keermore Wilson Companies
Keurig, Incorporated
The Keystone Group
Keytrade AG
Klin Ltd. — Tokyo Marine Group
Kimberly-Clark Corporation
Kirkland & Ellis LLP
Kraft Foods Group
Kurt Salmon
L.E.K. Consulting
LAC+USC Medical Center
Lakeview Investment Group
Lark Technologies, Inc.
LarrainVal
LaSalle Investment Management
Lazard Frères & Co. LLC
Lazard Middle Market LLC
LEAD Public Schools
Leopard Capital
Liberty Mutual Insurance Company
Lincoln International LLC
LinkedIn
Lookout Inc.
L’Oreal USA
M3 Capital Partners, LLC
Madison Capital Management
Madison International Realty
Mandala Capital
Market Edge Associates
Mars & Co
Mars, Incorporated
Masco Corporation
MasterCard Worldwide
Mattel, Inc.
Maxim Partners
McColl Partners
McDermott Will and Emery
McDonald’s Corporation
The McGraw-Hill Companies
McKinsey & Company
McNally Capital
Medcan
Medline Industries, Inc.
Medtronic, Inc.
Mercer
Merck
Merrill Lynch
MFS Investment Management
MHI Partners
Microsoft Corporation
MillerCoors
Mizuho Corporate Bank, Ltd.
Molex, Incorporated
Monitor Group
Morgan Stanley
Mount Kellett Capital Management
MTA Metro-North Railroad
Narrative Science
Netal Energy
National Solar

Recruited on campus for:
* Full-time employees
** Summer interns
† Both full-time employees and summer interns
* Nationwide
* Navigant Consulting, Inc.
* Neighbor Capital
* Nelcast Limited
* Nestlé USA
* New Eagle
* New York-Presbyterian Hospital
* Nike, Inc.
* Nissan North America, Inc.
* Nordstrom Inc.
* Northwest Community Hospital
* Northwestern Mutual Capital
* Northwestern University
* Norwest Equity Partners
* Novartis Pharmaceuticals
* Oceanside Ten
* Oliver Wyman
* OMERS Private Equity
* On Deck Capital
* OpTier
* Orbitz Worldwide
* Oro Negro
* Pacific Alternative Asset Management Company
* The Parthenon Group
* Partners Group
* PayPal Inc.
* Peabody Energy
* Penton Media
* PepsiCo, Inc.
* Pfizer Consumer Healthcare
* Pfizer, Inc
* Philip Morris International
* Philips
* PIMCO
* Piper Jaffray & Co.
* Playsquare, LLC
* Point B, Inc.
* Polycab
* PricewaterhouseCoopers, LLC
* Privaus Partners
* Procter & Gamble
* Prophet
* Prudential Capital Group
* Prudential Financial
* Ralph Lauren
* Razorfish
* Reckitt Benckiser
* RedF
* Retrofit
* Rennord Industries, Inc.
* RHU International Japan
* The Riverside Company
* Robert W. Baird & Co. Incorporated
* Rocket Internet
* Rocketship Education
* Rogers Enterprises, Inc.
* Roland Berger Strategy Consultants
* Roll Global
* Ropes & Gray LLP
* RPA Advisors, LLC
* Russell Reynolds Associates
* SAC Capital Advisors, LLC
* salesforce.com
* Samsung Electronics America, Inc.
* Samsung Global Strategy Group
* Samsung Telecommunications America
* San Antonio Spurs
* SAP America
* Sara Lee Corporation
* Satori Capital
* SC Johnson
* Schlumberger Business Consulting
* Scotia Waterous
* SEAF
* Sears Holdings Corporation
* Sephora
* Shasta Ventures
* Shipston Group, LTD
* Shoedazzle.com
* Siam Cement Group (SCG)
* Siemens Management Consulting
* Sigma Ventures
* Siliconarts, Inc.
* Silver Spring Networks
* Simon Property Group, Inc.
* Simon-Kucher and Partners
* Simpler
* Simpson Thacher & Bartlett LLP
* smashburger
* SoFi
* SolarWinds
* Sony Corporation of America
* Sony Music Entertainment
* Sony Pictures Entertainment
* Sony Pictures Entertainment
* Sprint Nextel Corp.
* Stage Equity Partners
* Starbucks Coffee Company
* Starwood Hotels & Resorts Worldwide Inc.
* Stax, Inc.
* Sterling Partners
* StumbleUpon Inc
* Sycamore Partners
* Symantec Corporation
* Takeda Pharmaceuticals U.S.A., Inc.
* Target Corporation
* Thrivent Asset Management Inc.
* TIAA-CREF
* Time Inc.
* TinyCo
* Tishman Speyer
* Topps
* TPG Credit
* Tresalia Capital
* Turk Telekom
* Tylenex Medical, L.L.C.
* UBS Investment Bank
* Underwriters Laboratories, Inc.
* Unilever
* United Airlines
* United Airlines
* United States Court of Appeals for the Sixth Circuit
* UnitedHealth Group
* UOB Kay Hian
* URS
* US Cellular Corporation
* Vedder Price P.C.
* VelotBit, Inc.
* Vendor Assistance Program
* Ventana Medical Systems, Inc.
* (A Member of the Roche Group)
* Ventes REIT, Inc.
* Vera Bradley Designs Inc
* Verizon Wireless
* Virtus Partners
* VISA Inc.
* VIVO Ventures
* VPA Partners, LLC
* VWR
* W.W. Grainger, Inc.
* Walgreens
* Walmart Inc.
* Walmart Mexico
* Walton Street Capital, LLC
* Watermark Capital Partners
* Waterstone Management Group LLC
* Wellpoint
* Wells Fargo Securities
* William Blair and Company, LLC
* William Grant & Sons USA
* The Wine Group
* Wm. Wrigley Jr. Company
* Wolf Point Growth Partners LLC
* Yahoo! Inc.
* Yum! Brands Inc.
* Zimmer, Inc.
* ZS Associates
* Zynga Game Network, Inc.

Recruited on campus for:

* Full-time employees
* Summer interns
* Both full-time employees and summer interns
Some students have chosen not to include their names in the Employment Report. We have included the total number of students hired by each organization in parentheses after the organization name.

**2X CONSUMER PRODUCTS GROWTH PARTNERS (1)**
Friend, Charles M.

**A.T. KEARNEY (6)**
Ahman, Zeshaun Ali
Gurnealp Monroy, Jose Eduardo
Kanoria, Neha
Zens, Jeffrey Burton

**ACCENTURE (13)**
Barra Da Silva, Marcio Guilherme
Burns, Jeffrey Houston
Croft, Cory Alexander
Daviddson, Justin
Dibble, Mark Ryan
Halani, Amit Arvind
Lakshminarasimhan, Ramakrishnan
Landers, Robert
Roland, Jeffrey
Salinas, David
Sharp, Evan Canada

**THE ACUSHNET COMPANY (1)**
Waddell, Frederick H.

**ALINDA CAPITAL PARTNERS (1)**
Bonnet, Benjamin Aldridge

**ALTIRA GROUP (1)**
Biegala, Tomasz

**AMAZON (9)**
Ashrit, Manuraj
Banerjee, Suhel
Choi, Richard Eunjoong
Kearl, William Jordan
Lukose, Dilip Kurlan
Melekin, Mikhail
Tsigkogiannis, Ilias

**AMAZON.COM/IMDB.COM (1)**

**AMERICAN EXPRESS (1)**
Potanka, Lindsay Marie

**AMERICAN INDUSTRIAL PARTNERS (1)**
Rotroff, Joel Michael

**AMERICAN SECURITIES (1)**
Wiedman, William Charles

**AMPHENOL ALDEN PRODUCTS (1)**

**ANHEUSER-BUSCH INBEV (5)**
Hermida, Rafael Ignacio
Kurtinisits Fernandes, George Mauro
Lennon, Joseph Estill
Troyko, Jorge

**AON (2)**
House, James Matthew

**APPLE, INC. (6)**
Brunelle, Teasha Anh Mariko
Grossmann, Thomas
Hlina, Zachary Allen
Rau, Andrea Bee
Williams, Jeffrey Bennett

**ARTISAN PARTNERS LP (1)**

**ASURION (1)**

**BAIN & COMPANY (35)**
Brisk, Tamara Jane
Canakapalli, Venkata Surya Smriti
Clements, Ross Bartlett
DePriester, Craig Burke
Gadde, Patrick
Hanyen, Gregory Earl
Haspel, Josanna Weeks
Houston, Brooke Margaret
Johnston, Tracy Lynn
Kawadler, Matthew S.
Keith, Matthew John
Livesey, Jacelyn
Luengo Alonso, Jose Maria
Mallick, Ameed Tanweer
Murray, Daniel Emerson
Nil, Elizabeth Chadwick
Rohde, Justin Belanger
Shay, Michael Paul
Song, Jungmok
Timko, Andrew Michael
Uppal, Neal Rishi
Wasson, Kara Michelle
Yaroslavskiy, Yevgeniy

**BANK OF AMERICA MERRILL LYNCH (6)**
Dai Borgo, Guillermo
George, Aijt Abraham
Oshinkaniu, Feyisayo
Weyrens, Peter August
Willingham, Ryan Stewart

**BARCLAYS CAPITAL (4)**
Campbell, Brent W.
Cherukuri, Shastr Pradhanth
Miller, Michael Scott
Whitt, Jonathan P.

**BARE ESSENTIALS (1)**
Chan, Vickie

**BAXTER HEALTHCARE (3)**
Fabode, Michel Amma-Sereva
Hanson, Megan Marie

**BD — BECTON, DICKINSON AND COMPANY (4)**
Chatterjee, Aniruddha
Lee, Timothy J.
Moskalites, Jonathan William

**BEAM INC. (1)**
Chen, Marilyn Kaleen

**BEAR BROTHERS, LLC (1)**
Slutsky, Adam Barret

**BEST BUY CAPITAL (1)**
Lee, John Han

**BIG FRAME, INC. (1)**
Erwin, Christopher Novak

**BLACKROCK (1)**
Zhang, Wendy Wang

**BLUE SHELL GAMES (1)**
Hou, Jenny Weiqing

**BOOZ & COMPANY (13)**
Ashkar, Al Mourtadah
Grierson, Michael James
Leite, Thago Aranha
Medeiros de Faria, Gabriella
Mutic, Nicolas Abram
Remyler, David
Rodriguez Canon, Jorge Enrique
Ruz Flores, Andres
Rymza, David
Sheridan, Jenelle Marie
Weber, Kyle Raymond
THE BOSTON CONSULTING GROUP (43)

BOYFRIEND, LLC (1)
Fletcher, Andrew Vernon

THE CAMBRIDGE GROUP (1)
Smith, Lindsey Kristin

CAMDEN PROPERTY TRUST (1)
Mohr, Lisa Marie

CAPGEMINI CONSULTING (1)
Nagananda, Sahana

CAPITAL ONE FINANCIAL CORPORATION (1)

CAREFUSSION (1)

CARETECH (1)
Mohan, Sathyaranyadh

CARMEL VENTURES (1)
Pizov, Maya

CDH FUND (1)

CERBERUS CAPITAL MANAGEMENT L.P. — GMAC FINANCIAL SERVICES (1)
Gold, Matthew Gregory

CFR (1)

THE CHARTIS GROUP (2)
Lukasik, Keith Dennis Ries, Thalia

CHOICE HOTELS INTERNATIONAL (1)
Kurtzman, Julie Christine

CISCO SYSTEMS (4)
Haire, Andrew Palavalli, Naveen Anil Venkata Subramanian, Vidya Yesikov, Ruslan

CITADEL (1)
Choi, Sungjoo

CITI (3)
Sandstrom, Rory Philip

CITIBANK KOREA INC. (2)
Cho, Jae In Moon, Sung Hwan

CITIC PE (2)
Lu, Ziyu Yang, Ce

CITIGROUP N.A. (2)

CLEVELAND CLINIC FOUNDATION (1)
Nyame, Yaw Animakwa

THE CLOROX COMPANY (3)
Freeman, Elliot Yu, Yating

THE COCA-COLA COMPANY (1)
Tabb, Sarah

COHESIVE CAPITAL PARTNERS (1)
Freeman, Sean Adam

COLGATE-PALMOLIVE COMPANY (2)
Stark, Martha Suzanne Vasconcellos, Paula Destro

CORRELATION VENTURES (1)
West, Collin Ryan

CREDIT SUISSE (1)
Tesfamicael, Kabral

CUMMINS, INC. (1)

DANAHER CORPORATION (5)
Evans, Tyler Bennett Sokoloski, Sandra Leigh Wang, Jie

DASHFIRE (1)
Lutz, Kelsey

DAVITA, INC. (5)
Cheema, Amarpreet Dickerson, Sarah Huntley Hennegan, Neal Kuether

DEERE AND COMPANY — JOHN DEERE (4)
Conrad, William Payne Faulkner, Jason Michael Howerton, Robert Nicholas Noreuil, Ashley Marie

DELL INC. (1)
Drame, Hawa

DELOITTE CONSULTING LLP (24)
Blackwelder, Megan Lynn Dashuta, Julia delLambert, Nicole Diaz, Diogenes Alex Dowden, Emily Estep, Kyle Davidson Goff, Brian Patrick Greer, Jonathan D. Joehl, Eric James Lee, Jane Y. Lindquist, Daniel Ross Oxainati, Jafar Pattanayak, Anurupam Raterman, Tatiana Anatolievna Ravilla, Kishore Sankaranarayanan, Ramkumar Schaffler, Michael Scott Schwartzwald, Emily Beth Short, Amanda Leigh Tedford, Megan Marie Wijaya, Felix

DEUTSCHE BANK SECURITIES, INC. (1)

DIRECT SUPPLY (1)
Kodner, Michael Lawrence

DISCOVER FINANCIAL SERVICES (2)
Young, Jessica Leigh

DISH NETWORK (3)
Bollineni, Bhavani Prasad Ellis, Thea Simone
DOW CORNING CORPORATION — BUSINESS & TECHNOLOGY INCUBATOR (2)
Daley, Stephen Charles

DRUVA (1)
Srinivasan, Shvatsan

DUPONT (1)
Hagerman, Peter Phillip

EVERNOTE (1)
Liu, Shirley S.

EVERSPRING PARTNERS (1)
Unger, Edward Repport

EXPEDIA, INC. (1)

EXXONMOBIL (1)

FAIRVIEW CAPITAL PARTNERS (1)
Vachhani, Aakar

FALABELLA (1)

FIRST FUEL (1)
Mazmanian, Erik Smith

FORD MOTOR COMPANY (1)

FORTUNE BRANDS, INC. — BEAM GLOBAL SPIRITS & WINE (1)
Averbook, Jennifer Rachel

FRONTIER COMMUNICATIONS (1)
Van Wagener, Brian Page

GE CAPITAL BANK (1)
Coleman, Andrea Rachel

GENENTECH, INC. (1)
Biggs, Jehann Alicia

GENERAL GROWTH PROPERTIES, INC (1)
Galas, Matthew

GENERAL MILLS (3)
Borges, Christopher Philip
Bush, Adrienne Leigh

GLENCORE INTERNATIONAL AG (1)
Sheeldon, Colin Michael

GOLDEN GATE CAPITAL (1)
Haspel, Daniel Jonathan

GOLDMAN SACHS & CO. (1)

GOOGLE (6)
Ambabo, Ethan Charles
Armay, Gabrielle
Farnan, Ryan
Garcia, Alfredo Jose
Keller, Pascal
Liu, Taiyang

GREENSLEDGE CAPITAL MARKETS (1)
Fishbein, Michael

GRIDIRON CAPITAL (1)

GROUPON INC. (2)
Daya, Rahim
Koshy, Tanya

GRUPO INDUSTRIAL ALFA S.A. DE C.V. (1)
Elizondo Fernandez, David Mauricio

HARBOR FREIGHT TOOLS (1)
Janczzyk, Scott Joseph

HARRIS WILLIAMS & CO. (1)
Leed, Andrew Gregory

HASBRO, INC. (1)
Scott, Aimee Janet

HEALTH ADVANCES, LLC (1)

HEIDRICK & STRUGGLES (1)
Sherman, Gregory Alexander

THE HERSHEY COMPANY (1)
Carls, Jenna

IBM GLOBAL BUSINESS SERVICES (1)
Kanumilli, Vijay

IBM-INTERNATIONAL BUSINESS MACHINES CORPORATION (1)
Rathi, Vinir Dinesh

IM TRUST (1)

INDITEX (1)
Moreno de Leon, Paulino

ING DIRECT (1)
Michelini, James Andrew

INSIGHT EQUITY (1)
Stolbach, Benjamin Keenan

INTAP LABS (1)
Patri, Nishant

INTEL CORPORATION (3)
Macor, Nir Eitan
Smith, Kara Andrea

INTERNATIONAL FINANCE CORPORATION (2)

INTUIT INC. (1)
Wong, Valerie Yin Chi

ITAU-UNIBANCO (2)
Maani Shaikhdzadkh, Badi

ITW INC. — TECHNOLOGY CENTER (1)
Walker, Richard Dee

J

J.P. MORGAN (3)
Scheler, John Carl
Sweas, David Michael

JAMES HARDIE (1)

JEFFERIES & COMPANY, INC. (2)
Berriaga, Luis
Varanas, Batnir Gnanavaradraprasad

JHL CAPITAL GROUP (1)
Rosenberg, Eric J.
JOHNSON & JOHNSON (2)
Chiu, Felicia Ann
Clayton, Lindsay W.

JOHNSON CONTROLS INC. (1)
Mascarenhas, Ryan Simon

JONES LANG LASALLE (1)
Boylan, Thomas Patrick

JPMORGAN CHASE (2)
Ellinger, Kimberly Joy
Kalir, Uri

JWT (1)
Fitzgerald, Matthew Ryan

KIRKLAND & ELLIS LLP (2)
Joseph, Andrew Scott
Man, Jonathan Chun-Wah

KRAFT FOODS GLOBAL, INC. (4)
Brown, Matthew Tanas
Moore, Heather Nicole
Sorensen, Nicole Hollowell
Tamm, Erin Elizabeth

KURT SALMON (1)
Hanculak, Matthew

LINCOLN INTERNATIONAL LLC (3)
Lopes, Anthony Chadwick
Moller, Bridget Rose
Paris, Jonathan Charles

L.E.K. CONSULTING (4)
Carlisle, Torquil
Kazis, Fottis
Moniri, Kevan John

LAC+USC MEDICAL CENTER (1)
Croom, William Penn

LARK TECHNOLOGIES, INC. (1)
Corobba, Tatiana

LARRAINVAL (1)
Bulnes Muzard, Andres Jose

LASALLE INVESTMENT MANAGEMENT (1)
Rubin, Michelle Lynn

LEAD PUBLIC SCHOOLS (1)
Day, Adrienne

M3 CAPITAL PARTNERS, LLC (1)

MANDALA CAPITAL (1)
Singla, Ashish Ramesh

MARS & CO. (1)

MARS, INCORPORATED (1)
Glicken, Julia Gabrielle

MAXIM PARTNERS (1)
Linsley, Elliott Bruce

MCCOLL PARTNERS (1)
Hansell, James Nicholas

MCKINSEY & COMPANY (55)
Albertsen, Karl Christian
Alt, Drew F.
Andreas, Ioana
Blank, Thomas Stewart
Cen, Qian
Coleman, Lydia Berry
Cordes, Carter Good
Da Silva Lima, Fabio
Demers-Martel, Etienne
Dhalla, Manpreet Singh
Dhalwani, Arup
Fernandez Castillo, Christian Augusto
Ghosh, Auleen
Haider, Zaid
Hamilton, David Craig
Haschka, Nicholas Joseph
Hearme, Robert Bickford
Helfgott, Jeffrey Daniel
Jadoul, Quentin M.A.
Julka, Raman
Kawana, Masanori
Laube, Michal Aleksander
Lyons, Kevin Michael
Lyons, Megan O’Hare
Mahota, Karam
McDermott, Thomas Sean
Morita, Andres
Mozocchi, Christopher Martin
Nanny, John William
Olafsson, Bjorgvin Ingi
Olivera Salcedo, Guillermo Jorge
Patankar, Priyadarshan Uday
Rai, Saloni Mira
Ramberg, Max Guenther
Rayasam, Mahidhar
Sankaranaranayanan, Guruprasad
Sastry, Arvind Krishnan
Schwoek, Jorge Augusto
Shah, Brijesh B.
Vaskov, Denis Vladimirovich
Wittkampf, Frank Albert
Yang, Shirley Shan-Ying

MEDTRONIC, INC. (2)
Chen, Jinghua
Singh, Amrinder

MERGER (1)
Poff, Kevin Michael

MICROSOFT CORPORATION (6)
Chen, Ann
Lee, Sang Hoon
Letcher, Ryan Joseph
Modi, Avinash
Xue, Di

MOLEX, INCORPORATED (1)
Krehbiel, Jay Frederick

MONITOR GROUP (6)
Camargo, Luiz Gabriel
Fitzgibbons, Daniel Francis
Giblin, Adam Michael
Lee, Jiwon
Osugi, Kanae
Staple, Nicole Leigh

Yang, Tae-Hoon
Zivic, Brett Lawson

MCNALLY CAPITAL (1)
Mitchell, Barrett Smith

MEDICALLY INDUSTRIES, INC. (1)
LeFebvre, Diana Lynn

MERCER (1)

MICROSOFT CORPORATION (6)
Chen, Ann
Lee, Sang Hoon
Letcher, Ryan Joseph
Modi, Avinash
Xue, Di

MOLEX, INCORPORATED (1)
Krehbiel, Jay Frederick

MONITOR GROUP (6)
Camargo, Luiz Gabriel
Fitzgibbons, Daniel Francis
Giblin, Adam Michael
Lee, Jiwon
Osugi, Kanae
Staple, Nicole Leigh
MORGAN STANLEY (4)
Bernard, Michael McArthur
Stephenson, Gabriel David

NATIONAL SOLAR (1)
Cameron, Ryan Thomas

NELCAST LIMITED (1)
Pannavolu, Deepak

NIKE, INC. (1)

NISSAN MOTOR COMPANY (1)
Zhang, Jun

NORTHERNWESTERN UNIVERSITY (2)
Gay, Hannah
Neuwirth, Benjamin Jerome

OBAMA FOR AMERICA (1)
Detjen, Paul Croghan

OCEANSIDE TEN (1)
Wente, Kyle M.

OLIVER WYMAN (2)
Seethapathy, Kaushik

OMERS PRIVATE EQUITY (1)
Sexton, Michael David

ON DECK CAPITAL (1)
Wisnick, Joshua Fredric

ORBITZ WORLDWIDE (3)
Darden, Diana Nicole
Nguyen, Anh Tuyet

PACIFIC ALTERNATIVE ASSET MANAGEMENT COMPANY (2)
Henkelman, Breanne Nicole
Ved, Wrug Arunkumar

PARTNERS GROUP (1)
Luscombe, Anna

PAYPAL INC. (2)
Mangal, Abhinav
Schreer, Keith Daniel

PEPSICO, INC. (10)
Barahona, David Alexander
Lerner, Lindsey Anne
Mallick, Brooke Ternes
Salazar, Carlos Eduardo
Schmidt, Samuel Southwick

Pfizer, Inc (2)
Elam, Guy
Michaud, Abigail Naomi

PHILIP MORRIS INTERNATIONAL (1)
Kurachi, Junnosuke

PIMCO (1)
Brindle, Sarah Katherine

PLANIGRUPO LATAM (1)
Jimenez de Sandi Garcia, Ivan

POLYCAP (1)
Jaisinghani, Nikhil Ramesh

PRICEWATERHOUSECOOPERS LLP (3)
Bhattacharya, Himadri
Cain, Angela Jamila

PRIVATUS PARTNERS (1)
Hema, John

PROCTER & GAMBLE (2)
Austgen, Erin Fischer
Hill, Melanie Michelle

PROPHET (2)
Guilans, Emilie Stefania
Miller, Michael Geoffrey

RAZORFISH (1)
Marthi, Srivatsa Gurunath

RECKITT BENCKISER (2)
Francalanci, Niccolo
Santos Fernandes de Oliveira, Margarida Rita

RIVERSIDE COMPANY (1)
Emmons, Kyle Thompson

ROBERT W. BAIRD & CO. INCORPORATED (1)
Sharma, Vikhyat

ROCKET INTERNET (1)
Karouzos, Panagiotis

ROCKETSHIP EDUCATION (1)
Thronton, Tyler Elizabeth

ROGERS ENTERPRISES, INC. (1)
Stern, Brent

ROLAND BERGER STRATEGY CONSULTANTS (1)
Marian, Alexandre

RPA ADVISORS, LLC (1)
Jordan, Ryan Craig

SAC CAPITAL ADVISORS, LLC (1)
Kavoor, Siddharth Sharad

SAMSUNG ELECTRONICS AMERICA, INC. (1)
Neelie Andrada, Rodrigo Ulrich

SAMSUNG GLOBAL STRATEGY GROUP (3)
Rouse, Cassidy Taylor

SARA LEE CORPORATION (1)
Kent, Katharine May

SCHLUMBERGER BUSINESS CONSULTING (2)
Lhoste, Stephane

SCOTIA WATEROUS (1)

SEAF (1)
Vodicka, Robert Erwin

SEARS HOLDINGS CORPORATION (1)
Lightfoot, Monica McClain

SEPHORA (1)

SHASTA VENTURES (1)
Bhattacharyya, Joydeep

SHOEDAZZLE.COM (1)
Hsieh, Vanessa H.

SIAM CEMENT GROUP (SCG) (2)
Pipattanakosit, Kittipong

SIEMENS MANAGEMENT CONSULTING (1)
Shin, Hye Jin

SIGNIA VENTURES (1)
Dhillon, Sandeep

SILICONARTS, INC. (1)

SILVER SPRING NETWORKS (1)
Flinn, John Donaldson

SIMPSON THACHER & BARTLETT LLP (2)
Monteleone, Michael Craig

SMASHBURGER (1)
Schiffer, Elliot Baker

SOFI (1)
Newton, Stephen Lowell

SOLARWINDS (1)
Balcauski, Daniel Steven
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<td>Soloff, Ashley Rome</td>
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<td>Stiebel, Emily Beth</td>
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<td>Tinyco (1)</td>
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<td>Tishman Speyer (1)</td>
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<td>Tpg Credit (2)</td>
<td>Duffy, Devin Byrne</td>
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<td>Grabarz, Michael Adam</td>
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<td>Underwriters Laboratories, Inc. (1)</td>
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<td>Unilever (4)</td>
<td>Cadavid, Carol</td>
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<td>Heller, Marissa Danielle</td>
<td>Ricketti, Diana Frances</td>
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<td>United Airlines (5)</td>
<td>Chew, Katherine M.</td>
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<td>Ho, Katherine</td>
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<td>O’Neill, Jacob</td>
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<td>United States Court of Appeals for the Sixth Circuit (1)</td>
<td>Lord, Adina Melissa</td>
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<td>Rohde, Martha Elisabeth</td>
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<td>Uob Kay Hian (1)</td>
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<td>Vedder Price P.C. (1)</td>
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<td>Ventes Reit, Inc. (1)</td>
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<td>Vera Bradley Designs Inc (1)</td>
<td>Mulholland, Erin</td>
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<td>Verison Wireless (1)</td>
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<td>Virtus Partners (1)</td>
<td>Eberspacher Palacios, Nicolas Arturo</td>
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<td>Visa Inc. (1)</td>
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<td>Vra Partners, LLC (1)</td>
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<td>Vwr (1)</td>
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<td>W.w. Grainger, Inc. (1)</td>
<td>Mayer, Michael Andrew</td>
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<td>The Walt Disney Studios (1)</td>
<td>Harkin, Ariel Janine</td>
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<td>Walton Street Capital, LLC (1)</td>
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<td>Waterstone Management Group LLC (1)</td>
<td>Kammerer, Christopher</td>
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<td>William Blair and Company, L.L.C. (1)</td>
<td>Robinson, Joseph Lewis</td>
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<td>William Grant &amp; Sons USA (1)</td>
<td>Luci, Gino A.</td>
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<td>Wm. Wrigley Jr. Company (1)</td>
<td>Nazarian, Jill Ashley Reid</td>
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<td>Zaga Capital Partners (1)</td>
<td>Zambrano Garza, Francisco</td>
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<td>Zimmer, Inc. (1)</td>
<td>Palmer, David Tyler</td>
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<td>Zs Associates (3)</td>
<td>Manoogian, Peter Zareh</td>
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<td>Pillutia, Chandra Kanth</td>
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<td>Zynga Game Network, Inc. (4)</td>
<td>Carter, Jacob Andrew</td>
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<tr>
<td>Khubani, Kamal Kumar</td>
<td>Poeppelmeier, Neal</td>
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</tbody>
</table>
Class of 2013
Summer Internships
### Major Industries Chosen by Summer Interns, 2008–2012

<table>
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<tbody>
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<td>Consulting</td>
<td>25</td>
<td>25</td>
<td>21</td>
<td>15</td>
<td>23</td>
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<tr>
<td>Consumer &amp; Packaged Goods</td>
<td>13</td>
<td>14</td>
<td>12</td>
<td>14</td>
<td>12</td>
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<td>Investment Banking, Brokerage &amp; Securities</td>
<td>7</td>
<td>8</td>
<td>7</td>
<td>7</td>
<td>11</td>
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<tr>
<td>Media &amp; Entertainment</td>
<td>3</td>
<td>2</td>
<td>4</td>
<td>2</td>
<td>3</td>
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<tr>
<td>Other Financial Services, Private Equity &amp; Venture Capital</td>
<td>14</td>
<td>10</td>
<td>13</td>
<td>12</td>
<td>14</td>
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<tr>
<td>Other Manufacturing</td>
<td>5</td>
<td>5</td>
<td>8</td>
<td>7</td>
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<tr>
<td>Other Services</td>
<td>14</td>
<td>14</td>
<td>15</td>
<td>18</td>
<td>12</td>
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<tr>
<td>Pharmaceutical, Biotechnology, Healthcare</td>
<td>5</td>
<td>8</td>
<td>9</td>
<td>13</td>
<td>7</td>
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<tr>
<td>Technology Manufacturing &amp; Services</td>
<td>14</td>
<td>14</td>
<td>11</td>
<td>12</td>
<td>11</td>
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</tbody>
</table>

### Monthly Salaries of Summer Interns, by Industry, Class of 2013

<table>
<thead>
<tr>
<th>Industry</th>
<th>Acceptances (%)</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
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<tbody>
<tr>
<td>Apparels/Textiles</td>
<td>1</td>
<td>5,800–6,400</td>
<td>6,115</td>
<td>6,119</td>
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<tr>
<td>Chemicals</td>
<td>1</td>
<td>6,000–9,600</td>
<td>7,933</td>
<td>9,166</td>
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<tr>
<td>Electronics</td>
<td>2</td>
<td>6,400–8,100</td>
<td>7,735</td>
<td>8,000</td>
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<tr>
<td>Food &amp; Beverage</td>
<td>7</td>
<td>1,480–8,400</td>
<td>6,113</td>
<td>6,400</td>
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<tr>
<td>General Manufacturing</td>
<td>3</td>
<td>3,250–10,417</td>
<td>7,816</td>
<td>8,000</td>
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<tr>
<td>Household/Personal Products</td>
<td>3</td>
<td>5,770–12,000</td>
<td>7,047</td>
<td>6,625</td>
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<tr>
<td>Medical Devices</td>
<td>2</td>
<td>6,000–8,000</td>
<td>7,636</td>
<td>8,000</td>
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<tr>
<td>Pharmaceuticals</td>
<td>1</td>
<td>5,000–12,000</td>
<td>7,456</td>
<td>6,910</td>
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<tr>
<td>Software</td>
<td>2</td>
<td>2,000–8,200</td>
<td>5,628</td>
<td>6,500</td>
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<tr>
<td>Technology Equipment/Hardware/Networking</td>
<td>3</td>
<td>5,000–8,624</td>
<td>6,229</td>
<td>5,900</td>
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<tr>
<td>Services</td>
<td>73</td>
<td>360–19,000</td>
<td>7,918</td>
<td>8,333</td>
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<td>Commercial Real Estate</td>
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<td>1,000–4,400</td>
<td>2,678</td>
<td>2,657</td>
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<td>Consulting</td>
<td>25</td>
<td>2,000–19,000</td>
<td>10,233</td>
<td>10,500</td>
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<tr>
<td>Diversified Financial Services</td>
<td>4</td>
<td>5,200–8,500</td>
<td>7,867</td>
<td>8,333</td>
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<tr>
<td>Education</td>
<td>1</td>
<td>2,800–7,000</td>
<td>5,267</td>
<td>6,536</td>
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<td>Energy/Utilities</td>
<td>1</td>
<td>2,500–8,750</td>
<td>5,575</td>
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<td>Healthcare Providers &amp; Services</td>
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<td>2,400–10,000</td>
<td>6,824</td>
<td>7,058</td>
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<td>Hospitality/Tourism</td>
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<td>4,000–7,000</td>
<td>5,852</td>
<td>6,000</td>
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<tr>
<td>Internet Services/E-Commerce</td>
<td>7</td>
<td>3,000–10,000</td>
<td>7,038</td>
<td>8,000</td>
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<tr>
<td>Investment Banking/Brokerage/Securities</td>
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<td>1,900–11,910</td>
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<td>Investment Management</td>
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<td>3,400–12,500</td>
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<td>Law/Legal Services</td>
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<td>3,000–13,333</td>
<td>11,462</td>
<td>13,333</td>
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<tr>
<td>Media</td>
<td>1</td>
<td>2,500–8,500</td>
<td>5,350</td>
<td>5,250</td>
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<td>Nonprofit</td>
<td>2</td>
<td>360–5,500</td>
<td>2,579</td>
<td>2,000</td>
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<td>Private Equity</td>
<td>5</td>
<td>1,000–10,420</td>
<td>5,305</td>
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<td>Retail</td>
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<td>2,000–9,833</td>
<td>6,385</td>
<td>6,500</td>
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<td>Venture Capital</td>
<td>2</td>
<td>1,500–6,000</td>
<td>4,176</td>
<td>5,000</td>
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* Percentages have been rounded to the nearest whole number.

The following industries each represented less than 1 percent of reported acceptances and are not included in the above table: Advertising/Marketing Services, Aerospace/Aviation/Defense, Agribusiness, Biotechnology, Commercial Banking, Economic Development/Microfinance, Entertainment/Leisure/Recreation, General Healthcare, General Technology, Heavy Equipment, Hedge Funds, Multimedia Products & Services, Other Healthcare, Other Technology, Sports & Sports Management, Telecommunications, Transportation/Logistics.
### Major Functions Chosen by Summer Interns, 2008–2012

<table>
<thead>
<tr>
<th>Function</th>
<th>Acceptances (%)</th>
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<td>Business Development</td>
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<tr>
<td>Consulting**</td>
<td>28</td>
</tr>
<tr>
<td>Finance</td>
<td>18</td>
</tr>
<tr>
<td>Management</td>
<td>5</td>
</tr>
<tr>
<td>Marketing</td>
<td>24</td>
</tr>
<tr>
<td>Other</td>
<td>11</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>7</td>
</tr>
</tbody>
</table>

**INTERNSHIP ACCEPTANCES BY FUNCTIONAL GROUP**

- **FINANCE**: 18%
- **BUSINESS DEVELOPMENT**: 28%
- **CONSULTING**: 11%
- **MARKETING**: 24%
- **STRATEGIC PLANNING**: 7%
- **MANAGEMENT**: 5%
- **OTHER**: 7%

### Summer Intern Monthly Salary Acceptances by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Acceptances (%)</th>
<th>Range ($)</th>
<th>Average ($)</th>
<th>Median ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Development</td>
<td>7</td>
<td>1,440–12,000</td>
<td>6,001</td>
<td>6,518</td>
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<tr>
<td>Consulting**</td>
<td>28</td>
<td>1,500–19,000</td>
<td>9,919</td>
<td>10,500</td>
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<tr>
<td>Corporate Development</td>
<td>1</td>
<td>5,000–9,600</td>
<td>7,065</td>
<td>6,721</td>
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<tr>
<td>Entrepreneurship</td>
<td>1</td>
<td>2,000–5,000</td>
<td>3,905</td>
<td>4,275</td>
</tr>
<tr>
<td>Finance</td>
<td>18</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Analyst/Research</td>
<td>2</td>
<td>4,500–8,500</td>
<td>7,000</td>
<td>7,500</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>2</td>
<td>3,250–8,333</td>
<td>6,366</td>
<td>6,712</td>
</tr>
<tr>
<td>General Finance</td>
<td>1</td>
<td>360–5,615</td>
<td>3,281</td>
<td>3,575</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>7</td>
<td>1,900–11,910</td>
<td>8,199</td>
<td>8,333</td>
</tr>
<tr>
<td>Investment Management</td>
<td>4</td>
<td>1,500–12,500</td>
<td>6,238</td>
<td>6,234</td>
</tr>
<tr>
<td>Mergers &amp; Acquisitions</td>
<td>2</td>
<td>2,000–10,000</td>
<td>5,450</td>
<td>5,000</td>
</tr>
<tr>
<td>Lawyer/Legal Professional</td>
<td>2</td>
<td>3,000–13,333</td>
<td>11,642</td>
<td>13,333</td>
</tr>
<tr>
<td>Management</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Management/Leadership Development</td>
<td>3</td>
<td>4,500–12,000</td>
<td>8,157</td>
<td>8,200</td>
</tr>
<tr>
<td>Operations/Production</td>
<td>1</td>
<td>6,080–8,000</td>
<td>6,996</td>
<td>6,950</td>
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<tr>
<td>Supply Chain/Logistics</td>
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<td>2,900–6,000</td>
<td>4,625</td>
<td>4,800</td>
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<tr>
<td>Marketing</td>
<td>24</td>
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<tr>
<td>Brand/Product Management</td>
<td>19</td>
<td>1,480–9,300</td>
<td>6,565</td>
<td>6,625</td>
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<tr>
<td>Buyer/Merchandising</td>
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<td>6,400–8,000</td>
<td>6,656</td>
<td>6,500</td>
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<tr>
<td>Other Marketing</td>
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<td>2,000–9,166</td>
<td>6,652</td>
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<tr>
<td>Other</td>
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<td>5,000–8,000</td>
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<td>7,000</td>
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<tr>
<td>Real Estate — Finance</td>
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<td>1,000–10,420</td>
<td>5,231</td>
<td>4,440</td>
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<tr>
<td>Strategic Planning</td>
<td>7</td>
<td>700–10,000</td>
<td>6,352</td>
<td>6,600</td>
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</tbody>
</table>

* Percentages have been rounded to the nearest whole number.
**Includes consulting positions with public accounting firms as well as internal corporate consulting.

The following functions each represented less than 1 percent of reported acceptances and are not included in the above table:
**Major Employers of Summer Interns, Class of 2013**

**FIRMS HIRING THREE OR MORE STUDENTS**

<table>
<thead>
<tr>
<th>Firm</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>McKinsey &amp; Company</td>
<td>30</td>
</tr>
<tr>
<td>The Boston Consulting Group</td>
<td>24</td>
</tr>
<tr>
<td>Bain &amp; Company</td>
<td>20</td>
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<tr>
<td>Amazon</td>
<td>11</td>
</tr>
<tr>
<td>Target Corporation</td>
<td>11</td>
</tr>
<tr>
<td>Booz &amp; Company</td>
<td>10</td>
</tr>
<tr>
<td>Deloitte Consulting LLP</td>
<td>9</td>
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<tr>
<td>A.T. Kearney</td>
<td>8</td>
</tr>
<tr>
<td>Apple, Inc.</td>
<td>8</td>
</tr>
<tr>
<td>Citibank</td>
<td>8</td>
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<tr>
<td>Danaher Corporation</td>
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<tr>
<td>Goldman, Sachs &amp; Co.</td>
<td>8</td>
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<tr>
<td>Cisco Systems</td>
<td>7</td>
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<tr>
<td>Accenture</td>
<td>6</td>
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<tr>
<td>J.P. Morgan</td>
<td>6</td>
</tr>
<tr>
<td>American Express</td>
<td>5</td>
</tr>
<tr>
<td>Barclays Capital</td>
<td>5</td>
</tr>
<tr>
<td>BD — Becton, Dickinson and Company</td>
<td>5</td>
</tr>
<tr>
<td>Dell Inc.</td>
<td>5</td>
</tr>
<tr>
<td>Johnson &amp; Johnson</td>
<td>5</td>
</tr>
<tr>
<td>Morgan Stanley</td>
<td>5</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>273</strong></td>
</tr>
</tbody>
</table>

**SOURCES OF ACCEPTED INTERNSHIP JOB OFFERS**

- **50%** On-campus interview
- **24%** Job posting/resume database
- **23%** Tailored job search
- **2%** Interning with previous employer
- **1%** Search firm/employment agency
Summer Intern Acceptances by Organization, Class of 2013

Some students have chosen not to include their names in the Employment Report. We have included the total number of students hired by each organization in parentheses after the organization name.

@WalmartLabs (1)
Pan, Beli

3M (1)
Creagh, Daniel Halsey

7-Eleven, Inc (2)
Reiman, Mitchell Stuart
Skinner, Valerie Rachael

A.T. Kearney (8)
Calahorro Jimenez, Rafael
Faria de Oliveira Filho, Fabio
Jas, Anarjita
Moiz, Shehzad
Premkumar, Jayant
Thakur, Saurav
Xie, Jihui

Abbott (1)

Accenture (6)
Mills, Casey Austin
Perez-Hobrecker, Gabriela
Reynolds, Hannah
Valenti, Kate Elizabeth

Acumen Fund (1)
Kim, Hydie Yoo Jin

Adobe Systems (2)
Fiorito, Michael
Neuner, Scott James

Adwise (1)

Agentis Energy (1)
Warga, Michael Thomas

Altman Vilandrie & Company (1)
Sawhney, Rahul

Amazon (11)
Andrews, Ajay Chandy
Kao, Chien-Kai
Kim, Jee Yun
Koh, Geok Hui
Pomeroy, Mark Warren
Schonfeld, Daniel Reuben
Yam, Michelle
Zieske, Amanda Lauren

American Express (5)
Chir, Radhika Usha
Hayward, Sara Catherine

Amgen Inc (1)
Iyer, Simrata

Amphenol Corporation (1)
van der Vaart, Hendrik Hubertus

Analysis Group, Inc. (1)
Fernandez, Daniel Higinio

Anheuser-Busch InBev (2)
Steinberg, Brielt Lauren
Zhao, Christine Veronica

Apple, Inc. (8)
Agbesi, Kavaku
Chan, Ting-Fang
Hoyle, Caroline Teresa
Kang, Hee Su
Karlis, Greer Gale
Meehan, John Patrick
Teriakidis, Christos

Asian Development Bank (1)
Mani, Rakesh

Baidu (1)
Ma, Min

Bain & Company (20)
Ahuwalia, Arjun
Bronson, Daniel David
Cheung, Kenny
Goel, Gaurav
Grey, Amanda Kathryn
Han, James Junewoo
Iyer, Prashant
Kim, Soyeon
Langsen, Matthew Kirwan
Ngo, Charles Quang
Poon, John How Yin
Shah, Nisha
Sparling, Elena Marie Roe
Thowatana, Pintira
Zakarian, John Crossy

Barclays Capital (5)
Arras, Daniel Peter
Das, Ananya
Mckinney, Malachi Eric

Barings Private Equity Partners (1)

Baxter Healthcare (2)
Barrett, Lydia Renata
Candler, Samuel

BD — Becton, Dickinson and Company (5)
Tsou, Christina Chun-Hwei

Behre Dolbear Group (1)

BMO Capital Markets (1)
Butcher, Corbin Shusta

Booz & Company (10)
Dip, Daniel
Kens, Kristen
Masuch, Marcos Henrique
Montes Zegers, Juan Luis
Pensky, Yury
Talgar, Selin
Vishwanath, Nina
Walter, David Alan
Yuan, Jim Wangji

The Boston Consulting Group (24)
Barkley, Amber Nicole
Gulati, Aakanksha
Jatukanyaprateep, Ploy
Karkowsk-Schelar, Robin Nicole
Keiserman, Bruna
Kinn, Matthew James
Martinez, Martin Josef
Mathewson, Sean David
Meyer, Travis Orin
Moschner, Matthew Frank
Sacchetti, Benjamin Michael
Shah, Saurabh
Sheeth, Rushi Rajesh
Toh, Hung Yi
Wheatley, Kristin Elizabeth
Zhang, Feng
Zhang, Susan Yunshi

BROADCOM CORPORATION (1)

BUFFALO CHRISTIAN CENTER (1)
Butler, Bradley Jay

BUILD-A-BEAR WORKSHOP (1)
Hunter, Heath Scott

CHICAGO COMMUNITY LOAN FUND (1)
Capron, Seth

CHICAGO CUBS (1)
Dobbs, William Fisher

CIGNA (1)
Frantz, Robert William

CISCO SYSTEMS, LP (1)

CITIGROUP (7)
Bodicherla, Kartik Prakash
Kambic, Matthew Dominic
Ko, Yesu
Nguyen, Bao Nguyen
Yang, Lei

CITI (8)
Kim, Jae Won
McMenamin, Kristina
Palacios Vinas, Daniel
Palmer, Marc
Poturnak, Nikolay
Santos Marques, Bruno Daniel
Srisukswadi, Yotsakorn
Tobias, Michael

CITIC CAPITAL (1)

CIVIC CONSULTING ALLIANCE (1)
dos Santos Ferreira, Rafael Inacio

CLEARSKY POWER & TECHNOLOGY FUND (1)
Mehta, Nishit

CLEARWATER CAPITAL PARTNERS (1)
Tantitham, Praeo

CLEVELAND INDIANS BASEBALL CLUB (1)
Schmidt, Nicole Anne

THE CLOROX COMPANY (1)
Rumsey, Erin Reed

CNN.COM (1)
Teresse, Adam Nicholas

THE COCA-COLA COMPANY (2)
Cheung, Amanda Ga-Yee
Giordano, Jenna Marie

COLGATE-PALMOLIVE COMPANY (1)

COLUMBIA MANAGEMENT (1)
Monson, Matthew Blake

COMPASS GROUP MANAGEMENT (1)
Sawtell, Zachary Taylor

COMPINCITIES, INC. (1)
Standard, Jeffrey Allen

CONAGRA FOODS, INC (1)
Dosti, Rohit

CONTACTually (1)
Merfert, Patrick Lawrence

CONVERSION PARTNERS LLC (1)
Coelho, Anglo Jose

CORPORATE FINANCIAL ADVISORS, LLC (1)
Koktekin, Emrah

COTY INC. (1)
Bushy, Mackenzie Catherine

COWIN CAPITAL (1)
Ma, Min

CRAVATH SWaine & MOORE (1)
Eng, Tiffany

CREATION INVESTMENTS CAPITAL MANAGEMENT, LLC (1)
Code, Adam Joseph

CREATIVE ARTISTS AGENCY (1)
Rogers, Ariel Naliah

CREDIT SUISSE (2)
Dammrich, Matthew Thomas

CUMMINS, INC. (2)
Yu, Huiling

CYBERAGENT AMERICA, INC. (1)
Tomihara, Sayaka

DAHANER CORPORATION (8)
Doleac, Kenneth Andrew
Hu, Qinyu
Rowland, Nicholas Edward
Shah, Chirag Chetan
Younus, Danish Mohammed
Zamora Palacios, Sergio Alejandro

DARDEN RESTAURANTS, INC. (1)
Felton, John Leslie

DAVITA, INC. (3)
Kannukkaden, Sobot Jos
Westcott, Spencer Ely

DEERE AND COMPANY — JOHN DEERE (1)
Silva, Brad Anthony

DEl MONTE FOODS (1)

DELL INC. (5)
Aggarwal, Ashish
Beattie, Andrew
De Saboia, Henrikh Elias
Lee, Jung In
Park, Ji Hoon

DELLOITTE CONSULTING LLP (9)
Brooks, Traci Nicole
Fujita, Lindsey
Hess, Benjamin
Naim, Fahim
Nehru, Vishal
Poinobster, Elliot Jason
Semere, Solomon
IMS CONSULTING GROUP (1)
Pfister, Matthew Edward

INDIANA PACERS BASKETBALL CLUB (1)
Dave, Sunil

INFOSYS LIMITED (1)
Kiuchi, Nobutaka

INFLUX (1)
Moran, Sean Patrick

INTEL CORPORATION (1)
Powe, Audrey N.

INTERACTIVE ADVERTISING BUREAU (1)

INTERBANK (2)
Gomez Milla, Erik Luis
Ikeda Campos, Ricardo Nobuo

ITAU-UNIBANCO (1)

J.P. MORGAN (6)
Lamba, Digijay
Melton, Fearon Alicia
Sidana, Gajendra
Tan, Jingfei
Thorne, Robert Tyler

JABONG.COM (1)
Barman, Umang

JAGUAR LAND ROVER (1)
Jairaj, Aditya

JOHNSON & JOHNSON (5)
Esquerra, Allison Anree
Khomut, Boris
Miller, Stefan Lawrence
Utts, Kathryn Lindy
Yu, Shana

JONES DAY (1)

JPMORGAN CHASE (1)
Reizenstein, Benjamin Theodore

KELLOGG CENTER FOR RESEARCH IN TECHNOLOGY & INNOVATION (3)
Collery, John
Frankel, Eviatar
Sweat, Earnest Lee

KIRKLAND & ELLIS LLP (3)

KRAFT FOODS GLOBAL, INC. (2)
Cerato, Kimberly Marie
Wywicz, Allison M.

LAKEVIEW INVESTMENT GROUP (1)
Liao, Roy Joel

LAZARD FRÈRES & CO. LLC (1)
Lukehart, Laura Marilyn

LEOPARD CAPITAL (1)

LINKEDIN (1)
Garfinkel, Amanda Clair

L’OREAL USA (1)
Froeb, Aislinn Boyer

MADISON CAPITAL MANAGEMENT (1)

MADISON INTERNATIONAL REALTY (1)

MARS, INCORPORATED (4)
Mesdag, Kira Ann
Schroeder, Amanda Colleen
Schuster, Joseph
Zwienen, Carolyn Jean

MATTEL, INC. (3)
Khoo, Theresa Heather
Vetry, Stephanie Marie
Wang, Christine Ellen

MCDERMOTT WILL AND EMERY (1)

MCDONALD’S CORPORATION (1)
Zimmerman, Victoria Ann

MCKINSEY & COMPANY (30)
Agarwal, Rohit Gopal
Arni, Sudhir
Bernard, Christopher Whitten
Biederman, Michael Robert
Bills, Casey
Broeker, Thomas Jamison
Chang, Carrol Jung
Doverspike, Daniel Leon
Fujita, Muneyoshi
Goel, Abhinav
Greene, Michael Frederick
Hopson, Adam Drew
Ikeno, Ken
Ivory, Julia Mary
Johnson, Rebecca Margaret
Jokel, Nathan Andrew
Kleitz, Christian
Mesa Molina, Rebeca
Poturnak, Tatyana
Riederer, Guillerme
Schneider, Edward
Shum, Richard
Travis, Thomas Wesley
Yoon, Tyler Jae

MCNALLY CAPITAL (1)

MEDTRONIC, INC. (1)
Jani, Shantanu

MERCK (1)

MERCK (1)

MERRILL LYNCH (2)
Huang, Anna Julia

MFS INVESTMENT MANAGEMENT (1)
Smith, Colgate

MICROSOFT CORPORATION (3)
Salazar, Ariana

MILLERCOORS (4)
Hadley, Patrick Russell
Robberson, Sean Joseph

MIZUHO CORPORATE BANK, LTD. (1)
Maruyama, Kentaro

MONITOR GROUP (2)
Gatto, Jeanne Marie
Santoso, Katherine

MORGAN STANLEY (5)
JohnHope, Jed
Schlock, Timothy Alan
Tan, Swee Cheng

MOUNT KELLETT CAPITAL MANAGEMENT (1)

MTA METRO-NORTH RAILROAD (1)
Saranow, David Martin

NARRATIVE SCIENCE (2)
Kannukkaden, Sebby Jos
Nath, Sonali

NATEL ENERGY (1)
Atkinson-Lewis, Adam

MCNALLY CAPITAL (1)

MCKINSEY & COMPANY (30)
Agarwal, Rohit Gopal
Arni, Sudhir
Bernard, Christopher Whitten
Biederman, Michael Robert
Bills, Casey
Broeker, Thomas Jamison
Chang, Carrol Jung
Doverspike, Daniel Leon
Fujita, Muneyoshi
Goel, Abhinav
Greene, Michael Frederick
Hopson, Adam Drew
Ikeno, Ken
Ivory, Julia Mary
Johnson, Rebecca Margaret
Jokel, Nathan Andrew
Kleitz, Christian
Mesa Molina, Rebeca
Poturnak, Tatyana
Riederer, Guillerme
Schneider, Edward
Shum, Richard
Travis, Thomas Wesley
Yoon, Tyler Jae

MCNALLY CAPITAL (1)

MEDTRONIC, INC. (1)
Jani, Shantanu

MERCK (1)

MERCK (1)

MERRILL LYNCH (2)
Huang, Anna Julia

MFS INVESTMENT MANAGEMENT (1)
Smith, Colgate

MICROSOFT CORPORATION (3)
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MILLERCOORS (4)
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Robberson, Sean Joseph

MIZUHO CORPORATE BANK, LTD. (1)
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MONITOR GROUP (2)
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Santoso, Katherine

MORGAN STANLEY (5)
JohnHope, Jed
Schlock, Timothy Alan
Tan, Swee Cheng

MOUNT KELLETT CAPITAL MANAGEMENT (1)

MTA METRO-NORTH RAILROAD (1)
Saranow, David Martin

NARRATIVE SCIENCE (2)
Kannukkaden, Sebby Jos
Nath, Sonali

NATEL ENERGY (1)
Atkinson-Lewis, Adam
NEIGHBOR CAPITAL (1)
Capron, Seth

NESTLÉ USA (2)
Kivich, Inna
McLaughlin, Kerry Ann

NEW EAGLE (1)
Alley, Kevin James

NEW YORK-PRESBYTERIAN HOSPITAL (1)
Sequeira, Priya Ann

NIKE, INC. (4)
Chang, Eric Chibong
Kim, Jenny Hyomin

NORDSTROM INC. (2)
Berger, Gabrielle Marie
Sender, Juliana Wesley

NORTHWEST COMMUNITY HOSPITAL (2)

NORTHWESTERN MUTUAL CAPITAL (1)
Roberts, John Charles

NORTHWESTERN UNIVERSITY (2)
Harrington, Douglas
Kuroda, Kotaro

NORWEST EQUITY PARTNERS (1)
Briedis, David Paul

NOVARTIS PHARMACEUTICALS (1)

O

OLIVER WYMAN (1)
You, Yeongmin

OPTIER (1)
Takou Tuh, Jacques

ORBITZ WORLDWIDE (5)
Bandi, Ravi Tej
Chookaszian, David Charles
Donaldson, Elizabeth
Endres, Jacqueline Anne

ORO NEGRO (1)

P

THE PARTHENON GROUP (1)
Fischer, David Matthew

PAYPAL INC. (1)
Bhatnagar, Nilay

PEABODY ENERGY (1)
Indukuri, Sridharth Reddy

PENTON MEDIA (1)
Saeurn, Fahm Finh

PEPSICO, INC. (5)
Andrade, Saul
Cease, Elizabeth
Frantz, Collin Godard

PFIZER, INC (1)
Kittel, Laura

PIMCO (1)
Jin, Ronald

PLAYSQUARE, LLC (1)
DePalma, Michael Paul

PRICEWATERHOUSECOOPERS (2)
Gupta, Archna

PROCTER & GAMBLE (1)
Martinez, Joaquin

PROPHET (2)
Lindsay, Tanya Marie
Sainati, Nicholas Rogers

PRUDENTIAL FINANCIAL (1)
Isaac, Paul

R

RALPH LAUREN (1)
Glasmann, Bennett Jacob

REDF (1)
Gibson, Njambi Iman

RETROFIT (1)
Kalogeropoulos, Panayiotis

REXNORD INDUSTRIES, INC. (2)
Lin, Edward
Weil, Matthew

RHJ INTERNATIONAL JAPAN (1)
Fujita, Muneyoshi

ROBERT W. BAIRD & CO. INCORPORATED (1)
Goel, Anup

ROCKET INTERNET (3)
Garg, Karan
Ka, Sumeeet

ROLL GLOBAL (1)
Matinieski, Daniel Patrick

ROSES & GRAY LLP (1)
Klempner, Jesse Maxwell

RUSSELL REYNOLDS ASSOCIATES (1)
Gallien, Laurie Beth

SALESFORCE.COM (1)
Tellis, Viren

SAMSUNG GLOBAL STRATEGY GROUP (1)
Drake, Adam Dale

SAMSUNG TELECOMMUNICATIONS AMERICA (2)
Cabanais-Suarez, Jorge Rodrigo
Ems, Elobe Julie Caroline

SAN ANTONIO SPURS (1)
Wong, Austin

SAP AMERICA (1)
Gebers, Lolo

SARA LEE CORPORATION (1)
Johnson, Katherine Case

SATORI CAPITAL (1)
Ng, Adrian Hoyin

SC JOHNSON (1)
Overbey, Susannah Christine

SEARS HOLDINGS CORPORATION (2)
Bae, Da Reum

SEPHORA (1)
Le, Teresa J.

SHASTA VENTURES (1)
Chopra, Nitin

SHIPSTON GROUP, LTD (1)
Tremain, Brett Allan

SIEMENS MANAGEMENT CONSULTING (1)
Rodriguez Ganuza, Rita

SIMPLER (1)
Rossen, Stuart Graham

SMASHBURGER (1)
Latner, Kyle Douglas

SONY CORPORATION OF AMERICA (1)
Shah, Amar Anil

SONY MUSIC ENTERTAINMENT (1)
Sood, Supriya

SONY PICTURES ENTERTAINMENT (1)
Farkas, Daniel Erez
<table>
<thead>
<tr>
<th>Company/Investor</th>
<th>Name(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spotify</td>
<td>Baquedano Huertas, Eva</td>
</tr>
<tr>
<td>Sprint Nextel Corp.</td>
<td>Blazevich, Rex Blake</td>
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<tr>
<td>Stage Equity Partners</td>
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<td>Starbucks Coffee Company</td>
<td>Herod, Katherine Elizabeth</td>
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<td></td>
<td>Schumeister, Stacey</td>
</tr>
<tr>
<td>Starbucks Hotels &amp; Resorts Worldwide Inc.</td>
<td>Balbale, Rashaad Sami Johnson, Daniella</td>
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<tr>
<td>Sterling Partners</td>
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<td>Stic Investments</td>
<td>Yang, Seok Chin</td>
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<tr>
<td>Stumblingpon Inc.</td>
<td>Snare, Rachel</td>
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<td>Symantec Corporation</td>
<td>Joseph, Joel Antony Xavier</td>
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<td>Takeda Pharmaceuticals North America</td>
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