

2006 Employment Report

Office of MBA Career Services



COLUMBIA
BUSINESS
SCHOOL





Columbia Business School is *the* business school for today's rapidly changing world. Its community of scholars, its location in one of the most dynamic places in the world and its extraordinary network of faculty, alumni and global business partners distinguish it among its peers.

Our goal is to provide students with the mindset and the skill set that prepare them for a lifetime career. Our curriculum encourages innovative thinking and fosters a team-oriented work ethic, an international perspective and an entrepreneurial mindset. Our programs bridge theory and practice to develop problem solvers who can integrate a variety of academic disciplines with global, real-world experiences. As a result, our students go on to positions that enable them to enact real, sustainable change in their organizations and the world.

Diversity in our classroom is also a mainstay at Columbia Business School. The convergence of different professional, cultural and academic backgrounds provides an unparalleled learning experience for our students. Backed by this support network, our graduates go on to succeed in a wide range of organizations—from start-ups to Fortune 500 companies to government agencies and nonprofits.

A highly competitive admissions process—only 15 percent of applicants make the cut—also ensures that every student has a distinguished academic and professional track record and that they come prepared to contribute actively to the learning community. It pays off. Employers report that Columbia MBAs hit the ground running and have the right mix of “street smarts” and leadership skills needed to become effective midlevel and senior managers.

Whatever the size of your organization, I invite you to get to know our students and consider how their talents can benefit your organization.

Regards,

A handwritten signature in dark ink that reads "Glenn Hubbard". The signature is fluid and cursive, with the first name "Glenn" and last name "Hubbard" clearly distinguishable.

Glenn Hubbard
Dean and Russell L. Carson Professor
of Finance and Economics

Class of 2007 at a Glance

Number of Students Who Entered	
in September 2005	515
in January 2006	196
Average Age at Entry	28
Age Range	21–41
Average Years of Work Experience	5
GMAT Range (middle 80%)	660–750
Average Undergraduate GPA	3.37
% Non-U.S. Citizens	32%
% Women	33%
% Minorities	24%

“My Columbia MBA provided me with the context and perspective to understand the economic forces that drive structural change, both in my own industry and in others. As a result, I feel I am better positioned to capitalize on change when it does occur.”

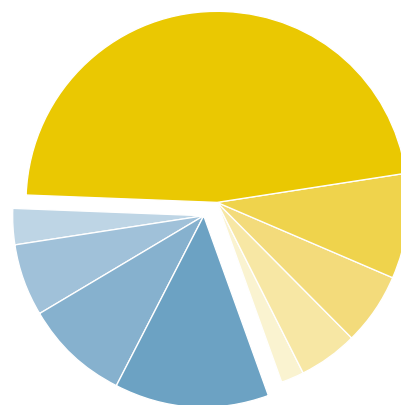
Erika Karp MBA '91
Managing Director,
Global Head of Equity Research
Product Management
UBS Securities

Global–New York Advantage

The 2006 job market for Columbia MBAs was strong. Firms engaged with students through informal networking, club and classroom activities and formal on-campus recruiting. Some posted for interns and full-time positions.

Our location in the business capital of the world provides students with an outstanding opportunity for career exploration, with New York as a living laboratory. The School regularly taps into business leaders who engage students in discussion on global business issues. Graduates succeed in securing positions across industries and functions highly international in scope and location. The Columbia Business School community around the world contributes to employment success.

STUDENTS BY GEOGRAPHIC REGION
(Class entering September 2006)



U.S. Residents 69%

- Northeast 47%
- West 9%
- Mid-Atlantic 6%
- South/Southwest 5%
- Midwest 2%

Non-U.S. Residents 31%

- Europe 13%
- Asia/Pacific Rim 9%
- Central/South America 6%
- Other 3%

INVESTING IN QUALITY

The *Forbes* 2005 MBA survey—a ranking based upon return on investment—placed Columbia Business School No. 4 overall, as measured by the income of the class of '00 in 2004.

EARNING A'S FOR TEAMWORK

In the 2006 *Business Week* survey, recruiters gave Columbia Business School graduates an A for teamwork and an A+ for communications and analytical skills. Students commented that they have “access to recruiters for everything from international companies to lesser known employers.”

THE BEST SEEK THE BEST — A QUALITY BUSINESS ENVIRONMENT

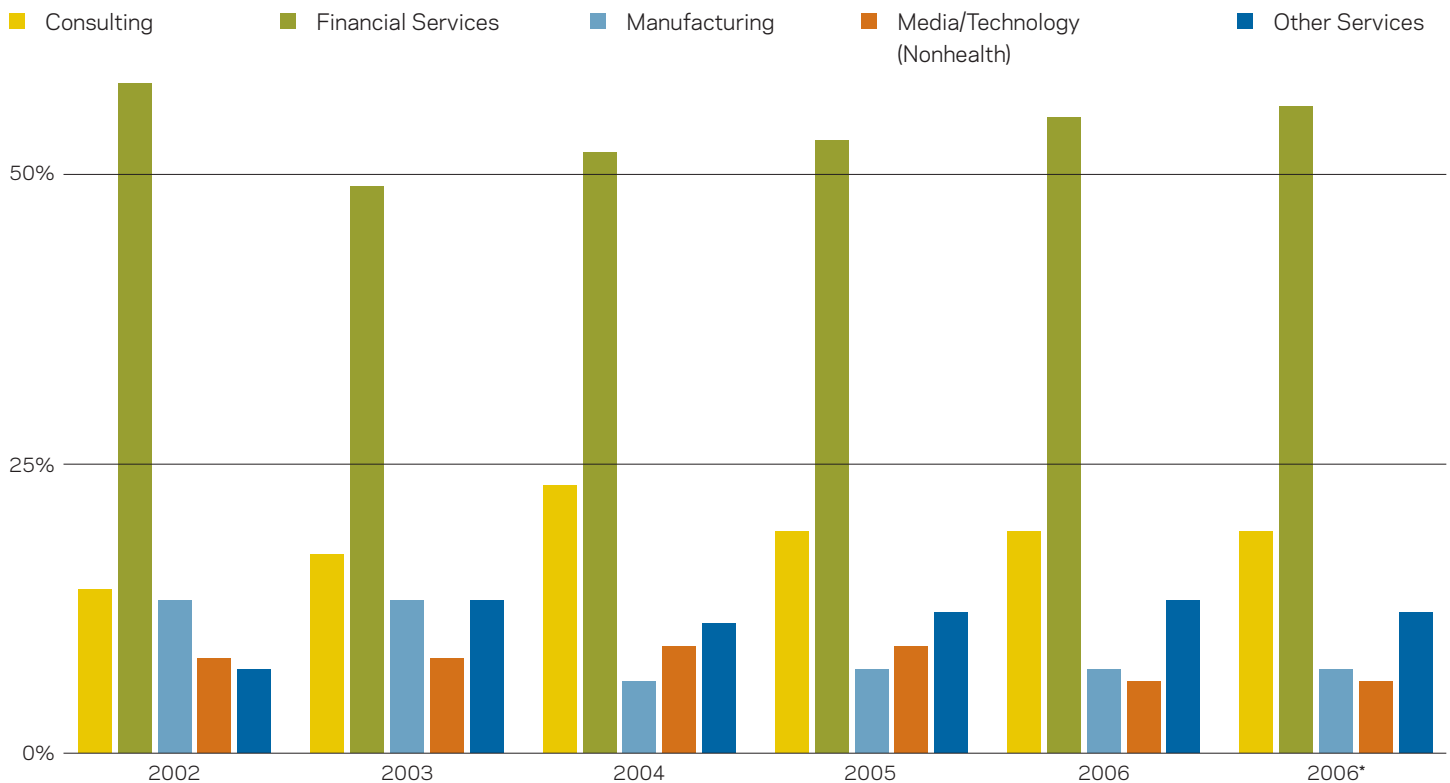
Hundreds of employers actively recruited Columbia Business School students in 2006, conducting thousands of on-campus interviews and numerous corporate presentations. Columbia received thousands of job postings for off-campus full-time and intern positions.



Employment by Industry

Columbia Business School students are top prospects for recruiters because our MBAs are known for the depth and breadth of their education. The combination appeals especially to growth industries and sectors in transition, where employees are likely to wear many hats. The recruiter base at the School expanded throughout the past decade, giving Columbia Business School students options across industry sectors. Consulting and financial-

services firms, especially investment banks and investment-management firms, continued to attract many students. Those interested in marketing and operations chose work in diverse fields, including entertainment, retail, consumer products and healthcare. Major industrials appealed to those seeking general management responsibilities. Many students expressed an interest in working in real estate and at social enterprises.



2002–2006 GRADUATES: HISTORICAL EMPLOYMENT SURVEY BY INDUSTRY

	2002	2003	2004	2005	2006	2006* (MBA CSC)
Consulting	14%	17%	23%	19%	19%	19%
Management/Strategic	13.8	17.1	22.6	19.2	19.3	19.3
Financial Services	58%	49%	52%	53%	55%	56%
Commercial Banking	3.7	3.6	1.7	1.1	1.4	1.6
Diversified Financial Services	3.3	4.6	5.5	7.2	6.2	6.0
Insurance	+	1.7	+	+	+	+
Investment Banking/ Brokerage	39.6	27.4	33.9	28.5	31.5	32.5
Investment Management	8.4	8.2	5.8	10.4	10.6	11.3
Venture Capital/Private Equity	2.6	3.3	5.3	4.7	4.1	4.4
Manufacturing	13%	13%	6%	7%	7%	7%
Automotive/Transportation	1.9	1.0	+	1.2	+	+
Chemicals/Petroleum/Energy	1.6	1.2	1.0	+	1.0	+
Consumer Products	4.2	5.0	2.6	3.4	3.9	3.8
Pharmaceuticals/Biotech/ Healthcare Products	4.2	5.2	1.7	1.8	1.2	1.1
Other Manufacturing	+	1.0	+	+	+	+
Media/Technology (Nonhealth)	8%	8%	9%	9%	6%	6%
Advertising	+	+	+	+	+	+
Arts	n/a	+	+	+	+	n/a
Electronics/High Technology/ Hardware	+	1.7	2.4	2.5	+	+
Entertainment/Leisure/ Sports Management	1.3	1.0	2.6	1.4	1.7	2.4
Information Technology/ Communications/Software	3.0	1.2	+	1.4	+	1.0
New Media/Internet	+	1.2	+	1.2	1.4	1.1
Printing/Publishing	1.5	+	1.1	+	+	+
Telecommunications	+	1.8	1.0	+	+	+
Other Services	7%	13%	11%	12%	13%	12%
Accounting	n/a	1.2	+	n/a	n/a	n/a
Healthcare Services	+	1.4	1.0	+	+	+
Law	+	2.2	+	+	+	+
Not-for-Profit/Government	2.8	1.4	2.2	2.0	1.9	1.5
Real Estate	1.9	3.9	3.6	5.0	5.1	5.5
Retail	+	+	+	3.0	3.6	3.5
Other Nonmanufacturing	n/a	3.0	4.4	+	1.2	1.2

Some classifications combined for the purpose of historical comparison.

+Indicates less than 1 percent of accepted offers.

n/a Indicates that industry was not reported for that year.

*Columbia Business School's employment data beginning in 2006 are reported here according to MBA CSC reporting standards. Student information is collected through September 30, 2006, only and only includes data for jobs obtained by three months post graduation. These data do not include sponsored students returning to their employers or students starting their own businesses; that information is cited on page 9.



The communications, media and entertainment industries are popular choices for Columbia MBAs. More than 1,000 Columbia Business School alumni are based in Southern California.

Many Columbia MBAs seek to use business skills to create social and environmental value. Areas of interest in social enterprise include international development, social entrepreneurship, public and non-profit management and corporate social responsibility.

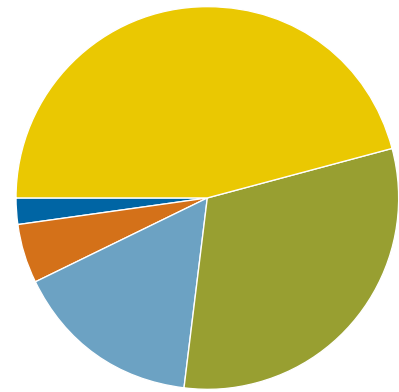
Employment by Geography

Because Columbia Business School is widely acknowledged as one of the finest international business schools in the world, it is a magnet for global business recruiters. Forty-two percent of the entering class is from outside the United States—students represent 73 countries and speak more than 77 languages. Most of the graduating class accept positions that include a significant international component, and many of its members accept full-time positions outside their home country.

The Chazen International MBA Career Services Conference, the first forum devoted to international placement, brings together career services directors from around the world to focus on globalizing and enhancing business schools' capabilities for international placement. About 100 guests from more than 70 schools attended the conference in 2006.

In addition to New York and the international capitals, Columbia MBAs also choose jobs in all the major business centers throughout the United States.

**2005–2006 EMPLOYMENT OUTSIDE
THE UNITED STATES BY REGION**



- Europe 46%
- Asia/Pacific Rim 31%
- Latin America 16%
- Middle East 5%
- Canada 2%

The majority of Columbia Business School students speak at least two languages. The most common languages, other than English, spoken by 2006 graduates are

LANGUAGE	NO. OF STUDENTS
Spanish	142
French	112
Mandarin	65
German	48
Hindi	40
Italian	25
Korean	25
Hebrew	21
Cantonese	19
Japanese	19
Portuguese	18
Russian	17
Punjabi	10
Taiwanese	10
Gujarati	9
Telugu	9
Urdu	8
Dutch	7
Arabic	6
Bengali	6
Turkish	6
Greek	5
Tamil	4
Filipino/Tagalog	3
Indonesian	3
Romanian	3
Serbo-Croatian	3



Asia is an important region for Columbia Business School. China is home to more than 335 Columbia Business School alumni, including more than 250 in Hong Kong.

Columbia was among the first business schools to weave international issues throughout the curriculum. This was largely a result of a \$10 million gift in 1991 from Jerome A. Chazen, MBA '50, then head of Liz Claiborne, Inc.

2005–2006 SELECT INTERNATIONAL HIRING ORGANIZATIONS

Acap Partners	Financial Supervisory Service
Amazon.de	GCI Asset Management
American Express	General Electric
Apax Partners	Generation Investment Management LLP
A. T. Kearney	Genpact
Bain & Company, Inc. (China)	Goldman Sachs International
Banco de Crédito e Inversiones (BCI)	Grupo Mistral
Banco Itaú SA	Grupo Santander
Bank of America	HSBC
Barclays Capital	The Inditex Group
Bear Stearns	Infosys Technologies
Booz Allen Hamilton	Johnson & Johnson
The Boston Consulting Group	JPMorgan Securities (Far East) Limited
CANTV	Lehman Brothers International
CEMEX	LVMH
Certora—Medição do Tempo Lda	McKinsey & Company
Citigroup	Merrill Lynch
Credit Suisse	Monitor Group
Darby Overseas Investments	Morgan Stanley
Deutsche Bank	Ripplewood Holdings International
Deutsche Post World Net	SK Telecom
Diapason Commodities Management	Tarascon Capital Management
Doosan Corporation	Tatweer, a subsidiary of Dubai Holding
Dow Chemical Co.	Teachers' Private Capital
EcoLogic Finance, Proyecto	Tecom Investments
Porvenir Financiero	T. Rowe Price
Fidelity Investments	UBS Investment Bank
Financial Services Agency,	United Nations Development Programme
Japanese Government	

Graduate Employment

In 2006, Columbia MBA graduates had career choices at both large and small firms and at not-for-profit and government organizations. Investment banking and consulting attracted many students. More students went into investment management, especially buy-side research. Hedge funds drove some of this increase.

Most marketers chose brand management positions, while many found business development opportunities highly appealing.

With Columbia MBAs graduating in December, May and August, firms find that maintaining a year-round relationship with the Office of MBA Career Services can yield hires on an ongoing basis.

2006 GRADUATES BY INDUSTRY



TOP EMPLOYERS OF 2006 GRADUATES

TOTAL (SPONSORED)

McKinsey & Company	31
Lehman Brothers	29
Citigroup	25
Goldman Sachs	23
Booz Allen Hamilton	22 (1)
UBS	15
Bear Stearns	14
Deutsche Bank	13
Merrill Lynch	13
Morgan Stanley	11
The Boston Consulting Group	10 (2)
Bain & Company	8
Credit Suisse Group	8
JPMorgan Chase	8
American Express	7
Deloitte Consulting	7
Standard & Poor's	7
Bank of America	6
General Electric	6
Lazard	6
Barclays Capital	4
The Blackstone Group	4
LVMH Moët Hennessey	
Louis Vuitton	4
CIBC World Markets	3
Cole Haan	3
Fidelity Investments	3
IBM	3
Johnson & Johnson	3
Katzenbach Partners	3
MTV Networks	3
Unilever	3

Adding spark to the City of Light and other French business centers, close to 400 Columbia Business School alumni are based in France.



2006 GRADUATES: COMPENSATION BY FUNCTION

Function	%	Range of Initial Compensation*	Median
Consulting—24%			
Management Consulting	20.7	96,500 – 175,000	130,000
Other (including Strategic Planning—Internal)	3.3	72,000 – 135,000	105,000
Finance (Corporations)—4%			
Business Development	2.6	60,000 – 130,000	107,500
Treasury Analysis/Other	1.4	95,000 – 135,000	120,000
Financial Services—48%			
Corporate Finance/			
Mergers & Acquisitions	16.7	70,000 – 225,000	125,000
Investment Management/			
Research (Buy Side)	11.8	82,500 – 300,000	135,000
Lending/Relationship			
Management	+	125,000 – 200,000	125,500
Private Client Services	1.0	125,000 – 165,000	125,000
Private Equity/Venture			
Capital	5.5	99,000 – 575,000	150,000
Research (Sell Side)	1.8	100,000 – 156,000	125,000
Restructuring	1.0	100,000 – 135,000	130,000
Sales and Trading	6.3	25,000 – 170,000	130,000
Other	3.5	70,000 – 200,000	125,000
Marketing—9%			
Brand/Product Management	6.5	66,000 – 155,000	106,000
Business Development	1.2	75,000 – 190,000	86,300
Other (including Market Research/Sales)	1.0	95,000 – 105,000	97,500
Other Functions—10%			
General Management	4.9	50,000 – 140,000	105,000
Human Resources	+	105,000 – 200,000	135,000
Operations/Production	1.2	72,000 – 99,000	87,500
Other (including			
Economic Analysis/			
Info Systems/Law)	3.0	40,000 – 165,000	117,500
Real Estate—5%			
Asset Management	+	95,000 – 120,000	107,500
Development	1.6	65,000 – 250,000	105,000
Finance—Banking	1.4	85,000 – 145,000	125,000
Finance—Nonbanking	1.8	90,000 – 200,000	100,000

+Indicates less than 1 percent.

Six students from the class of 2006 are sponsored students who will return to their company, in both international and domestic markets, post graduation.

2006 GRADUATES: COMPENSATION BY INDUSTRY

Industry	%	Range of Initial Compensation*	Median
Consulting—19%			
Consulting	19.3	90,000 – 175,000	130,000
Financial Services—56%			
Commercial Banking	1.6	72,000 – 136,000	106,000
Diversified Financial			
Services	6.0	80,000 – 161,000	125,000
Insurance	+	110,000 – 200,000	115,000
Investment Banking/			
Brokerage	32.5	80,000 – 300,000	125,000
Investment Management	11.3	85,000 – 300,000	130,000
Private Equity-VC/			
Buyouts/Other	4.4	99,000 – 575,000	150,000
Other	+	25,000 – 100,000	62,500
Manufacturing—7%			
Chemicals/Petroleum/Energy	+	82,500 – 160,000	108,750
Consumer Products	3.8	60,000 – 155,000	105,000
Pharmaceuticals/Biotech/			
Healthcare	1.1	85,000 – 165,000	100,000
Other (including Automotive/			
Transportation)	+	104,000 – 135,000	135,000
Media/Technology (Nonhealth)—6%			
Advertising	+	90,000 – 105,000	95,000
E-Commerce/Internet	1.1	90,000 – 190,000	107,500
Entertainment/Leisure/			
Sports Management	2.4	50,000 – 115,000	82,500
Information Technology/			
Telecommunications	1.1	95,000 – 129,000	110,250
Printing/Publishing (Books,			
Magazines, Newspapers)	+	72,000 – 140,000	119,000
Other Services—12%			
Government/Not-for-Profit	1.5	65,000 – 99,000	87,500
Real Estate	5.5	85,000 – 250,000	100,000
Retail	3.5	60,000 – 137,500	91,300
Other (including Healthcare			
Services/Hospitality-			
Tourism/Law)	1.6	40,000 – 165,000	95,500

*Data are reported according to MBA CSC reporting standards (see page 5). Figures include base salary and sign-on and other guaranteed bonuses but do not include such other compensation as tuition reimbursements, relocation compensation, carry or performance or other year-end bonuses.

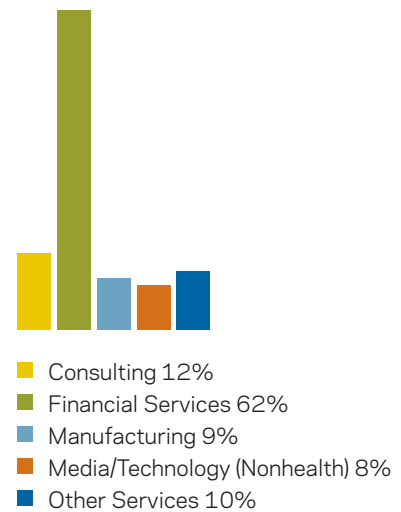
Thirteen students from the class of 2006 started their own company in the nonprofit, marketing, manufacturing and other sectors. Many students have indicated their interest in starting their own company later in their career.

Intern Employment

In 2006, students entered the MBA Program at Columbia Business School with an average of five years of full-time work experience. Summer-term internships allow MBA students to apply their skills to a new industry, company or functional area and also give employers the opportunity to assess potential full-time hires firsthand in the workplace. Some students continue working part-time for their summer employers during the academic year, and many return to them for full-time employment after graduation.

Additionally, many students accepted internal internships as well as positions at investment management firms and media companies. Marketing students were attracted to brand-management, business-development and market-research positions.

2006 INTERNS BY INDUSTRY



TOP EMPLOYERS OF 2006 INTERNS

TOTAL

Goldman Sachs	22
Citigroup	21
JPMorgan Chase	21
Lehman Brothers	17
McKinsey & Company	15
Deutsche Bank	14
Merrill Lynch	14
Booz Allen Hamilton	12
Morgan Stanley	11
The Boston Consulting Group	10
American Express	9
UBS	8
Credit Suisse Group	7
Bear Stearns	6
Deloitte Consulting	6
General Electric	6
Unilever	6
Bank of America	5
Barclays Capital	5
Colgate-Palmolive	4
Google	4
Amgen	3
Fidelity Investments	3
Harris Nesbitt	3
IBM	3
Infosys	3
L'Oréal USA	3
Pfizer	3
United Nations Development Programme	3
Wachovia Securities	3
Yahoo!	3



2006 INTERNS: SALARY BY FUNCTION

Function	%	Monthly Compensation Range*	Median
Consulting—18%			
Management Consulting	11.9	550 – 10,000	10,000
Strategic Planning—Internal	6.0	3,000 – 9,000	6,000
Finance (Corporations)—3%			
Business Development	1.3	5,600 – 7,900	7,050
Other (including Treasury Analysis)	1.6	2,000 – 7,900	6,500
Financial Services—57%			
Corporate Finance/Mergers & Acquisitions	14.8	1,825 – 9,150	7,900
Investment Management/Research (Buy Side)	13.7	2,000 – 9,000	7,500
Private Client Services	1.6	7,000 – 8,000	7,900
Private Equity/Venture Capital	9.1	2,500 – 10,000	6,000
Research (Sell Side)	3.9	1,800 – 12,000	7,900
Sales and Trading	9.6	1,825 – 8,900	7,900
Other (including Public Finance/Restructuring)	3.9	1,800 – 10,100	7,300
Marketing—14%			
Advertising/Direct Marketing	1.3	3,000 – 8,300	6,150
Brand/Product Management	7.5	2,000 – 7,000	6,000
Business Development	2.8	3,000 – 6,525	5,600
Market Research	1.6	2,000 – 5,200	4,000
Sales	+	1,500 – 7,550	6,300
Other Functions—4%			
Other (including General Management/Law/Operations)	4.4	4,000 – 10,900	6,125
Real Estate—4%			
Asset Management	+	n/a	n/a
Development	1.6	2,000 – 7,400	4,300
Finance—Banking	1.0	2,000 – 8,000	7,900
Finance—Nonbanking	1.6	3,850 – 7,500	5,000

2006 INTERNS: SALARY BY INDUSTRY

Industry	%	Monthly Compensation Range*	Median
Consulting—12%			
Consulting	11.9	3,000 – 10,000	9,875
Financial Services—62%			
Commercial Banking	+	n/a	n/a
Diversified Financial Services	3.9	3,000 – 7,900	6,100
Insurance	+	5,500 – 7,300	7,000
Investment Banking/Brokerage	36.3	1,800 – 12,000	7,900
Investment Management	14.4	2,000 – 10,350	7,500
Private Equity-VC/Buyouts/Other	5.7	3,000 – 10,000	6,000
Manufacturing—9%			
Chemicals/Petroleum/Energy	+	6,525 – 10,900	10,100
Consumer Products	5.5	3,600 – 7,900	6,100
Pharmaceuticals/Biotech/Healthcare Products	2.5	1,500 – 8,000	6,400
Other (including Automotive/Transportation)	+	n/a	n/a
Media/Technology (Nonhealth)—8%			
E-Commerce/Internet	2.3	5,800 – 7,300	6,300
Electronics/High Tech/Hardware/Software	1.6	3,200 – 9,000	6,000
Entertainment/Leisure/Sports Management	2.3	2,000 – 5,200	4,400
Printing/Publishing (Books, Magazines, Newspapers)	+	5,000 – 7,500	7,500
Other (including Advertising/Arts/Telecommunications)	+	3,800 – 6,300	4,400
Other Services—10%			
Government/Not-for-Profit	3.1	550 – 6,250	2,800
Real Estate	3.1	2,000 – 7,500	5,000
Retail	2.1	3,000 – 6,600	5,600
Other (including Healthcare Services/Hospitality/Law)	1.4	3,000 – 10,400	7,200

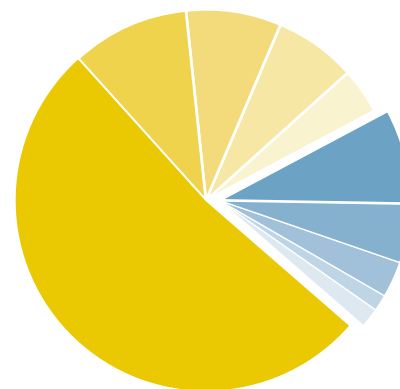
+Indicates less than 1 percent.

n/a Indicates fewer than three data points.

The Columbia Network

A network of more than 36,000 Columbia Business School alumni, some at the highest levels of business worldwide, is part of the School's formula for success—from intake to outcome. Some 3,900 alumni in 60 countries and 42 states interviewed 84 percent of the class that entered in 2006. Alumni participate in the School as guest lecturers, work with students on class projects and speak at student club events throughout the year. The Business Alumni Network Community (BANC) database, an online directory of alumni searchable by firm and geographic location, gives students the opportunity to talk informally with graduates about jobs, careers, industries and companies. Students can find Columbia Business School graduates in virtually any field at almost any time.

WHERE ALUMNI ARE LOCATED



United States 81%

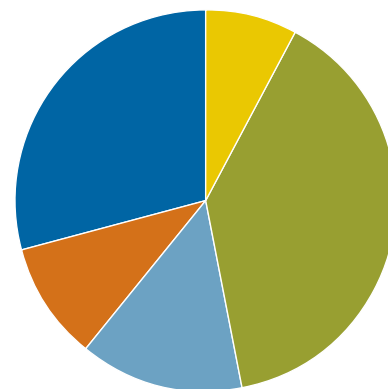
- Mid-Atlantic 52%
- New England 10%
- West 8%
- South/Southwest 7%
- Midwest 4%

International 19%

- Europe 8%
- Asia/Pacific Rim 5%
- Latin America 3%
- Africa/Middle East 1.5%
- North America (non-U.S.) 1.5%

WHERE ALUMNI WORK IN 2006

by Industry



- Consulting 8%
- Financial Services 39%
- Manufacturing 14%
- High Tech 10%
- Other Services* 29%

*Includes accounting, advertising, healthcare, law, not-for-profit/government and real estate.

The Center on Japanese Economy and Business at Columbia Business School, designed to enhance understanding of the Japanese and Asia-Pacific economies, encourages close ties between the New York campus and the 450 alumni working in Japan.



SELECT DISTINGUISHED ALUMNI

César Alierta MBA '70
Chairman and CEO,
Telefónica S.A.

Louis M. Bacon MBA '81
Chairman,
Moore Capital Management

Robert R. Bennett MBA '82
President and CEO,
Liberty Media Corporation

Wolfgang Bernhard MBA '88
Member of the Board of
Management,
Volkswagen AG

Warren E. Buffett MS '51
Chairman and CEO,
Berkshire Hathaway Inc.

Ahmass L. Fakahany MBA '81
Vice Chairman and Chief
Administrative Officer,
Merrill Lynch & Co., Inc.

Lew Frankfort MBA '69
Chairman and CEO,
Coach, Inc.

Mario J. Gabelli MBA '67
Chairman, CEO and
Chief Investment Officer,
GAMCO Investors, Inc.

Michael A. Gould MBA '68
Chairman and CEO,
Bloomingdale's

Paul B. Guenther MBA '64
Chairman,
New York Philharmonic

Matthew J. Hart MBA '76
President and COO,
Hilton Hotels Corporation

Arie L. Kopelman MBA '62
Vice Chairman,
Chanel, Inc.

Henry R. Kravis MBA '69
Founding Partner,
Kohlberg Kravis Roberts & Co.

Sallie L. Krawcheck MBA '92
CFO and Head of Strategy,
Citigroup Inc.

Eugene M. Lang MS '40
Chairman,
Eugene M. Lang Foundation

Rochelle B. Lazarus MBA '70
Chairman and CEO,
Ogilvy & Mather Worldwide

Jeffrey H. Loria MBA '68
Owner,
The Florida Marlins

Li Lu MBA '96
Founding Partner and President,
Himalaya Capital

Mark P. Mays MBA '89
President and CEO,
Clear Channel Communications, Inc.

William von Mueffling MBA '95
Founder, President and CIO,
Cantillon Capital Management

Benjamin M. Rosen MBA '61
Chairman Emeritus,
Compaq Computer Corporation

David J. Sainsbury MBA '71
Parliamentary Under-Secretary of
State for Science and Innovation,
British Government

Arthur J. Samberg MBA '67
Chairman and CEO,
Pequot Capital Management, Inc.

Paolo Scaroni MBA '73
CEO,
Eni S.p.A.

Keith Sherin MBA '91
Senior Vice President, Finance, and CFO,
General Electric Company

Jerry I. Speyer MBA '64
President and CEO,
Tishman Speyer Properties

Robert J. Stevens MBA '87
Chairman, President and CEO,
Lockheed Martin Corporation

Patrick Stokes MBA '66
President and CEO,
Anheuser-Busch Companies, Inc.

Sidney Taurel MBA '71
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Eli Lilly and Company

Joseph Michael Tucci MBA '84 (EMBA)
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Lulu C. Wang MBA '83
CEO,
Tupelo Capital Management L.L.C.

Recruitment Program



The business community plays an active role in almost all that transpires at Columbia Business School, recognizing the importance of interacting with and contributing to the development of a highly talented, worldly and skilled student population. There is an undeniable dynamism that results when students engage with leading executives in the many varied activities that take place each day. A typical day may include a speech by a corporate CEO, a student club panel featuring international executives and a policy forum with government leaders. The School offers a myriad of career development resources—including the Office of MBA Career Services, the Executives in Residence Program, the Program on Social Intelligence, research centers and hundreds of speakers from the business, government and not-for-profit sectors.

Regina Resnick
Assistant Dean and Managing Director of
MBA Career Services

AGGRESSIVE RECRUITING

The Office of MBA Career Services offers students

- counseling in one-on-one and small groups by professionals with industry experience as well as recruiting expertise;
- a “career services curriculum” covering the nature of the MBA job market, writing résumés and cover letters, identifying job-search resources and building business relationships, and the logistics of on-campus recruiting;
- numerous career education and recruiting events in collaboration with student professional club groups;
- presentation- and interviewing-skills workshops;
- comprehensive online resources, including a virtual career center, recruiting company links, job site links and the Career Online Information Network, an intranet system providing job descriptions and interview scheduling;
- Résumé Books for first- and second-year students as well as select Executive MBAs (available in print and on the Web), featuring an index with extensive search capabilities;
- hundreds of corporate presentations a year;
- thousands of formal interviews conducted on campus;
- numerous opportunities for interviews off-site;
- active outreach to companies and industries attracting student interest—in 2005–06, the office continued to reach out to and develop relationships with new employers, many of whom responded by posting jobs and participating in on-campus recruiting.

The Career Resource Center features a broad range of career-related information:

- thousands of job postings annually;
- more than 100 company/corporation profiles;
- 15 industry-specific career information guides;
- international career information;
- more than 30 industry periodicals;
- an extensive library of more than 600 books, including dozens of career-skills books;
- an Internet site linking company and industry information for students.



Of the Columbia Business School alumni living in the United States, 64 percent live outside the tri-state region, with one of the largest concentrations in the Boston area.

VOICES OF EXPERIENCE

The Executives in Residence Program, the David and Lyn Silfen Leadership Series and myriad speaking events capitalize on Columbia’s strategic location in New York and strengthen its relationship with the corporate community.

- A cadre of senior business leaders, executives in residence teach and advise students on academic and career goals and carry out special projects. They also develop a variety of business-related programs for faculty members, students and alumni.
- Columbia MBA students are privileged to hear top management perspectives on the hottest issues of the day. Recent speakers include David Barger, president and CEO of JetBlue Airways; Ann Moore, chairman and CEO of Time, Inc.; David Stern, commissioner of the National Basketball Association; and Mickey Drexler, chairman and CEO of J. Crew.

SELECT TOP EMPLOYERS OF ALUMNI

From CEOs and managing directors to new associates, Columbia MBAs permeate the ranks of our core employers, providing the starting point for broad and deep relationships with the School.

Citigroup	614	Altria Group	49
JPMorgan Chase	453	KPMG	47
Goldman Sachs	308	The Bank of New York	46
Morgan Stanley	280	Bristol-Myers Squibb	43
Lehman Brothers	267	Bain & Company	42
Credit Suisse Group	262	Merck & Co.	42
Deutsche Bank	244	Lazard	42
Merrill Lynch	227	ING Direct *	40
UBS	212	Ford Motor Company	36
IBM	198	A. T. Kearney	36
American Express	195	Moody’s Investor Service	36
McKinsey & Company	194	Metropolitan Life Insurance Company	36
Time Warner	161	New York Life Insurance Company	36
Bear Stearns	160	Fidelity Investments	35
General Electric	156	Alcatel *	34
Deloitte	154	Colgate-Palmolive	34
PricewaterhouseCoopers	136	Microsoft	34
Ernst & Young	108	Federal Reserve Bank of New York	33
Bank of America	106	ExxonMobil *	33
Booz Allen Hamilton	103	Wachovia	30
Pfizer	97	Unilever *	29
AT&T	73	Verizon *	26
Prudential Financial	71	Alliance Capital Management	25
American International Group	64	Sony BMG Music Entertainment *	25
Barclays Capital	62	Nomura	24
Johnson & Johnson	62		
The Boston Consulting Group	59		
The McGraw-Hill Companies *	53		
CIBC	52		
HSBC	49		

* New companies on the list.

The Office of MBA Career Services at Columbia Business School is committed to helping recruiters and their organizations effectively recruit the School's outstanding graduates. The office provides access to some of the most talented men and women in the MBA market. Companies can interact with students and faculty members in the classroom and during on-campus prerecruiting functions, drop-in sessions and interviews. Firms can also take advantage of opportunities for showcasing their organization and/or industry by developing programs in conjunction with student clubs.

HIRING COLUMBIA BUSINESS SCHOOL MBAS

For a copy of the Recruiter's Guide, to post jobs or to take advantage of other recruiter services,

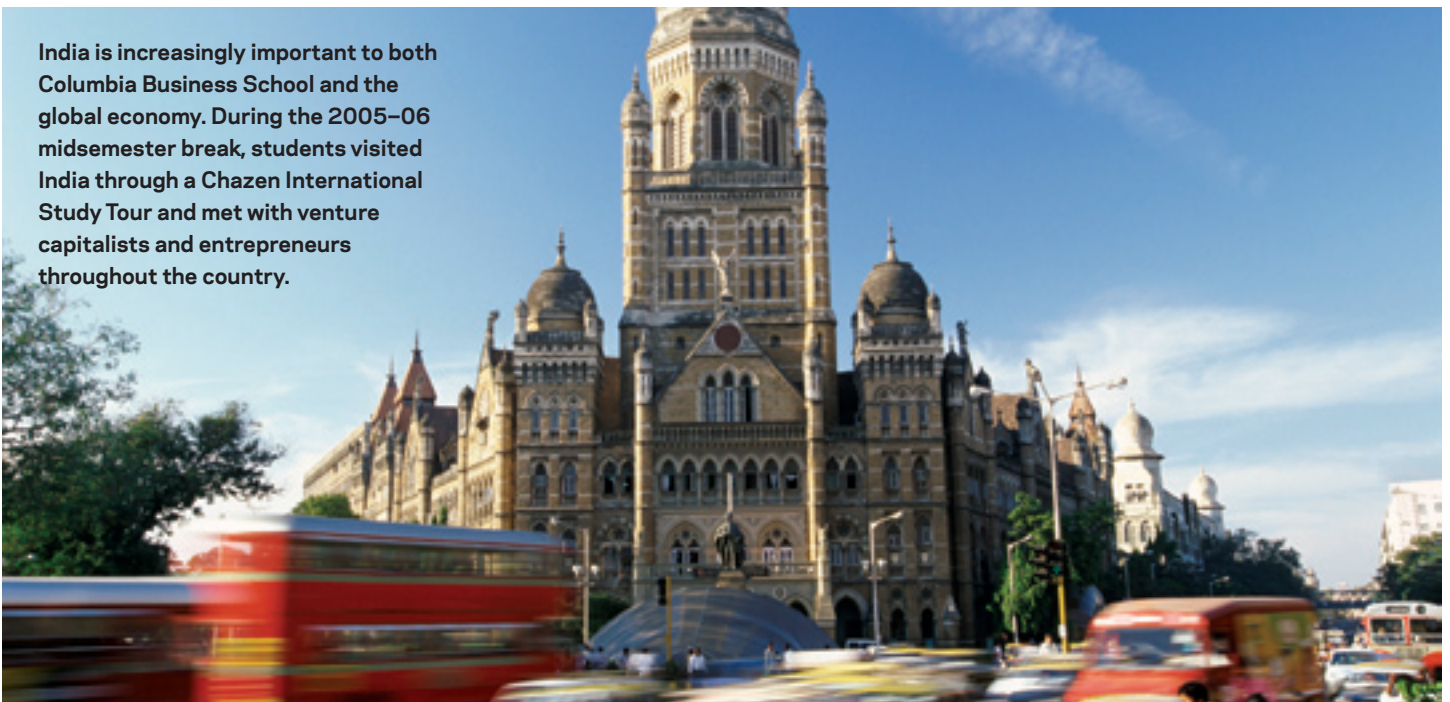
- call (212) 854-5471;
- fax (212) 222-0390;
- e-mail mbacareerservices@gsb.columbia.edu;
- visit www.gsb.columbia.edu/recruiters;
- visit www.gsb.columbia.edu/jobpost for online job postings;
- write to Office of MBA Career Services, Columbia Business School, Uris Hall, 3022 Broadway, Room 206, New York, NY 10027-6902.

RECRUITERS' EDGE

Columbia Business School offers recruiters

- advice on devising recruiting strategies tailored specifically to fit their organizations' needs;
- the opportunity to recruit full-time MBAs, Executive MBAs and alumni for full-time, part-time and internship work;
- available candidates year-round, with students graduating in December, May and August;
- flexibility in scheduling interviews with students;
- specialized résumé collections for specific hiring needs;
- Résumé Books that provide detailed, searchable indexes of student profiles and career preferences, available in print or on the Web;
- opportunities to post jobs (at www.gsb.columbia.edu/jobpost) or recruit on campus (www.gsb.columbia.edu/recruiters);
- a robust group of student clubs with whom they can arrange to participate in panel discussions, conferences, brown-bag lunches and many other types of events;
- the ability to see and manage their on-campus recruiting schedules online;
- extensive online recruiter information at www.gsb.columbia.edu/recruiters, including step-by-step information on the recruiting process at Columbia Business School.

India is increasingly important to both Columbia Business School and the global economy. During the 2005–06 midsemester break, students visited India through a Chazen International Study Tour and met with venture capitalists and entrepreneurs throughout the country.



Selected Recruiters

The Abernathy MacGregor Group	Banamex
Acap Partners	Banca Intesa
Accenture	Banco de Crédito BCP
Actium Capital Management	Banco de Crédito e Inversiones (BCI)
AdBrite	Banco Itaú
ADP	Bank of America
Agora Partners	The Bank of New York
AIG	The Bank of Nova Scotia
AIG Global Real Estate	Barclays
AlixPartners	Bayer AG
Alson Capital Partners, LLC	Bear Stearns
Alvin Ailey American Dance Theater	BearingPoint
Amazon.de	BD (Becton, Dickinson and Company)
Amber Capital	The Biomimicry Guild
American Century Investments	BlackRock
American Express	The Blackstone Group
American Stock Exchange	Blue Ridge Capital, LLC
Amgen	BMO Capital Markets
The Andrew W. Mellon Foundation	Booz Allen Hamilton
Apax Partners	The Boston Consulting Group
APL	Boston Public Schools
Apollo Management	Bridge Base Inc.
Apple	Bristol-Myers Squibb
Archstone Consulting	The Broad Foundation
Archstone-Smith	Brocair Partners LLC
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Aristone Capital	Cambridge Associates, LLC
Arizona Diamondbacks	Cambridge Pharma Consultancy
Arnold Worldwide	Campbell Alliance
A. T. Kearney	Cantor Fitzgerald
Atlantic Investment Management, Inc.	CANTV
Auda Advisor Associates	Capgemini
AvalonBay Communities, Inc.	Capstone Holdings, LLC
Avaya	Causeway Capital Management
Avon	CB Richard Ellis
Azure Capital Partners	CBS Television
Bain & Company	CEMEX



More than 1,000 Columbia Business School graduates reside in the United Kingdom, and more than 650 call London home.

Center for American Progress
 Certora— Medição do Tempo, Lda
 Chart Venture Partners
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 (Tribeca Global Management)
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"The school calls itself a 'global village,' with students from more than 60 countries and worldly faculty members who integrate international issues into their research and classes. The M.B.A. program has achieved diversity in other respects, too, with women making up 34% of the student body and minorities 25%."

**Wall Street Journal/
 Harris Interactive National**
 September 2006



Freeman & Co. LLC	Goldman Sachs Asset Management	Houlihan Lokey Howard & Zukin
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MPF Investment Company
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