BABSON'S GRADUATES BUILD MORE THAN JUST A STRONG BUSINESS FOUNDATION. THEY GAIN AN ENTREPRENEURIAL MINDSET THAT ALLOWS THEM TO OVERCOME OBSTACLES AND CREATE OPPORTUNITIES IN ORGANIZATIONS OF ALL TYPES AND SIZES.
We are proud to share the 2013 highlights of our students from F.W. Olin Graduate School of Business at Babson College. Babson understands that the world needs new ideas and innovative solutions from visionary leaders who can bring social and economic value to organizations of all types and sizes.

These leaders are our students. Our students are entrepreneurs of all kinds:

Babson MBA graduates, through Babson’s one-of-a-kind Entrepreneurial Thought and Action® methodology, identify and capitalize on opportunities, providing solutions to real-world business problems.

Students gain strong foundational business skills and an entrepreneurial mindset that allows them to conceive change, articulate a vision, and inspire and motivate others. This is what makes Babson such a unique player in the graduate business school landscape.

Partner with Babson, and you can leverage talent that is ready to make a positive difference from day one.

Cheri Paulson
Director, Graduate Center for Career Development
2013 Student Population Overview

**Full-Time Population**
Students enrolled in the One-Year and Two-Year programs desire a full-time MBA experience. These students are either redirecting their careers or looking for an accelerated learning environment.

- Average years of work experience: 4
- Average age: 27
- Women: 44%
- Minorities: 26%
- International: 55%
- Number of countries represented: 32

This representative sample of the full-time population consists of 240 students in the One-Year and Two-Year programs who graduated at the end of the 2013 academic year.

**International Full-Time Population by Region**

- Central/South America: 37%
- Asia: 50%
- Middle East: 6%
- Europe: 3%
- Canada: 2%
- Australia: 2%

**Working Professional Population**
Students enrolled in the part-time Evening and Blended Learning programs pursue their MBAs to advance their current careers or to switch industries and job functions entirely.

- Average years of work experience: 8
- Average age: 31
- Women: 33%
- Minorities: 21%
- International: 7%
- Number of countries represented: 11

This representative sample of the working professional population consists of 293 students in the Evening and Blended Learning programs who enrolled in 2013.

**Alumni Community**
Babson’s alumni community—more than 36,000 people in more than 100 countries and all 50 U.S. states—gives the institution unprecedented international reach. Students and employers can tap into this professional network to make lasting career connections.

“Babson is widely known as the top-ranked Business School for Entrepreneurship. Entrepreneurs are agents of change that perfectly fit with the nature of our company that is constantly changing in effort to help expand and grow the economies in the world.”

- Eduardo Echevarria
  President, Visa Inc.
  Latin America and the Caribbean

**Countries with 3+ Graduate Students**

- Brazil
- Canada
- Chile
- China
- India
- Mexico
- Thailand
- Venezuela

This representative sample of the international population consists of 125 students in the One-Year and Two-Year programs who graduated at the end of the 2013 academic year.
FULL-TIME EMPLOYMENT
CLASS OF 2013 CAREER STATISTICS

86% WERE OFFERED A JOB WITHIN THREE MONTHS OF GRADUATION*

82% ACCEPTED A JOB OFFER WITHIN THREE MONTHS OF GRADUATION*

16% JOINED A FAMILY BUSINESS

15% STARTED A BUSINESS

91% INCREASE OF COMPANIES THAT CONDUCTED INTERVIEWS ON CAMPUS

76% INCREASE IN THE NUMBER OF STUDENTS WHO INTERVIEWED ON CAMPUS

60% NEW COMPANY PARTNERSHIPS IN 2013

“WHETHER YOU’RE A CEO OF A TWO-PERSON STARTUP OR A CORPORATE ENTREPRENEUR IN A 15,000-PERSON COMPANY, BABSON GIVES YOU THE TOOLS YOU NEED TO LEAD AND INNOVATE.”
– Tom Smit M’12

AVERAGE BASE SALARY
$81,120

GRADUATES BY INDUSTRY
- CONSUMER PRODUCTS/RETAIL 21%
- FINANCIAL SERVICES 21%
- TECHNOLOGY 17%
- LIFE SCIENCES/HEALTHCARE 7%
- CONSULTING 5%
- MANUFACTURING 5%
- ENERGY 4%
- NONPROFIT 4%
- REAL ESTATE 4%
- OTHER 10%

GRADUATES BY JOB FUNCTION
- MARKETING/SALES 25%
- FINANCE/ACCOUNTING 20%
- GENERAL MANAGEMENT 16%
- STRATEGY 9%
- OPERATIONS/PRODUCTION 8%
- CONSULTING 6%
- INFORMATION TECHNOLOGY 6%
- OTHER 10%

*Percentages may not add up to 100 due to rounding

*Of those seeking employment

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*Of those seeking employment
## FULL-TIME EMPLOYMENT

### Class of 2013 Salary

<table>
<thead>
<tr>
<th>Industry</th>
<th>Mean</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>$96,780</td>
</tr>
<tr>
<td>Consulting</td>
<td>$88,799</td>
</tr>
<tr>
<td>Technology</td>
<td>$79,432</td>
</tr>
<tr>
<td>Life Sciences/Healthcare</td>
<td>$75,500</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>$71,512</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>$64,250</td>
</tr>
</tbody>
</table>

## INTERNSHIP EMPLOYMENT

### Class of 2014 Summer Internships

#### Internships by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>23%</td>
</tr>
<tr>
<td>Consumer Products/retail</td>
<td>22%</td>
</tr>
<tr>
<td>Technology</td>
<td>14%</td>
</tr>
<tr>
<td>Life Sciences/Healthcare</td>
<td>8%</td>
</tr>
<tr>
<td>Energy</td>
<td>5%</td>
</tr>
<tr>
<td>Nonprofit</td>
<td>4%</td>
</tr>
<tr>
<td>Consulting</td>
<td>2%</td>
</tr>
<tr>
<td>Other</td>
<td>7%</td>
</tr>
</tbody>
</table>

#### Internships by Job Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing/sales/communication</td>
<td>38%</td>
</tr>
<tr>
<td>Finance/accounting</td>
<td>18%</td>
</tr>
<tr>
<td>Strategy</td>
<td>10%</td>
</tr>
<tr>
<td>General Management</td>
<td>8%</td>
</tr>
<tr>
<td>Operations/production</td>
<td>7%</td>
</tr>
<tr>
<td>Consulting</td>
<td>5%</td>
</tr>
<tr>
<td>Analytics</td>
<td>4%</td>
</tr>
<tr>
<td>Information Technology</td>
<td>4%</td>
</tr>
<tr>
<td>Other</td>
<td>6%</td>
</tr>
</tbody>
</table>

#### Percentage of Students Who Secured Internships

- **95%**

#### Companies That Hired 2+ Babson Students for Internships

- **26**

*Of 136 students seeking internships in the full-time class of 2014

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"What sets Babson students apart from all others is they hit the ground running without a lot of hand holding. They ask great questions, are intellectually curious and collaborate very well across multiple functions to develop creative solutions to our business challenges."

– Kenneth Romani
Ocean Spray, Chief Operating Officer

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– Kenneth Romani
Ocean Spray, Chief Operating Officer
SAMPLING OF EMPLOYERS HIRING MEMBERS OF THE CLASS OF 2013*

Amazon / Anheuser-Busch / athenaHealth / Auxis Consulting / Banco Promérica / Banco Santander
BIND Therapeutics / Burger King Corporation / CAPITAL EXPRESS / Cigna / Cognizant Technology
Solutions / Compuware Corporation / Copley Equity Partners / Coviden / Credit Suisse / CVS Caremark
Corporation / Deloitte / Dell / Duff & Phelps Corporation / eBay Inc. / EMC Corporation / Endeavor
Fenox Venture Capital / Fidelity Investments / Fresenius Medical Care / Frog Design / General Electric
Company (GE) / Grand Circle Corporation / Hasbro / Howland Capital / Interactive Data Corp. / Jawbone
Johnson & Johnson / Kimberly-Clark / Knightsbridge Schools / Laureate Education / Liberty Mutual Group
L’Oreal Group / Mathworks / New Balance / Odebrecht Transport / Pegasystems Inc. / Portico Brewing
Company / Raytheon Company / Salient Research and Consulting / Sephora / Simon-Kucher & Partners
Smith & nephew / Staples Inc. / Stax Inc. / Thermo Fisher / Toyota Motor Sales / TopSource Technologies

*Includes companies that hired from the full-time population for full-time employment

OUR STUDENTS:

INNOVATORS.
CHANGE MAKERS.
BOUNDARY BREAKERS.

Entrepreneurship is often associated with startups, venture capital, and business incubators. But our graduates practice entrepreneurship of all kinds™. They continuously take action and adapt to change to creatively solve challenges, allowing them to make a difference in organizations of all types and sizes from day one.

“WE CHOOSE BABSON STUDENTS BECAUSE OF THEIR INVENTIVE APPROACH TO SMALL AND
BIG PROBLEMS. BABSON STUDENTS CHOOSE CVS CAREMARK YEAR AFTER YEAR BECAUSE WE SHARE THE SAME CORE VALUES.”
—Christine Del Regno
CVS Caremark Corporation
Talent Acquisition Director (Shared Services)

“BEING AN ENTREPRENEUR GIVES ME THE OPPORTUNITY TO SOLVE PEOPLE’S NEEDS, BY CREATING INNOVATIVE PRODUCTS, SERVICES OR BUSINESS MODELS, AND TRANSFORMING THEM INTO ECONOMIC GOODS.”
—Angela Sanchez M’11

“BABSON TEACHES YOU TO READ BETWEEN THE LINES AND TO CONNECT THE DOTS.”
—Jason Eli Glover M’11

“PUSHING FORWARD IN THE FACE OF AMBIGUITY IS AT THE CORE OF THE ENTREPRENEURIAL MINDSET AND PROBLEM-SOLVING SKILLS THAT WE DEVELOP AT BABSON. WE TAKE ACTION!”
—Toni Sayce M’13

Learn more about our students at www.Babson.edu/RealPeople

“We choose Babson students because of their inventive approach to small and big problems. Babson students choose CVS Caremark year after year because we share the same core values.”
—Christine Del Regno
CVS Caremark Corporation
Talent Acquisition Director (Shared Services)

“Being an entrepreneur gives me the opportunity to solve people’s needs, by creating innovative products, services or business models, and transforming them into economic goods.”
—Angela Sanchez M’11

“Babson teaches you to read between the lines and to connect the dots.”
—Jason Eli Glover M’11

“Pushing forward in the face of ambiguity is at the core of the entrepreneurial mindset and problem-solving skills that we develop at Babson. We take action!”
—Toni Sayce M’13

Learn more about our students at www.Babson.edu/RealPeople
CONNECT YOUR ORGANIZATION WITH BABSON

EMPLOYER IN RESIDENCE: Engage with students during on-campus, walk-in hours.

COMPANY INFORMATION SESSIONS: Gain brand recognition and discuss specific job openings.

EXECUTIVE INDUSTRY PANELS: Speak on a panel during a Babson industry-focused event.

STUDENTS AS CONSULTANTS: Give students real-world experience with a team-based consulting project for your company.

STUDENT SITE VISITS: Host a group of students at your office for a tour and presentation.

CLASSROOM INVOLVEMENT: Visit a classroom as a guest speaker, or sponsor a case study.

MBA TUESDAYS: Mingle with students during these casual, early-evening events.

LUNCH AND LEARN: Educate a select group of students about your industry and company over lunch.

BABSON COLLEGE: MAIN CAMPUS
231 Forest Street
Wellesley, MA 02457

BABSON BOSTON
253 Summer Street, Third Floor
Boston, MA 02210

BABSON SAN FRANCISCO
135 Main Street, Third Floor
San Francisco, CA 94105

GRADUATE CENTER FOR CAREER DEVELOPMENT (CCD)

For more information or to schedule a meeting with our relationship managers, 781-239-4210
gradrecruiting@babson.edu

BABSON’S GRADUATES ARE THE LEADERS OUR FAST-PACED GLOBAL ECONOMY NEEDS MOST: THOSE WHO SUCCESSFULLY NAVIGATE CHANGE, ACCOMMODATE AMBIGUITY, SURMOUNT COMPLEXITY, AND MOTIVATE TEAMS IN A COMMON PURPOSE TO SOLVE COMPLEX ISSUES AROUND THE WORLD.

LEARN MORE AT WWW.BABSON.EDU/TALENT