



**WILLIAM
& MARY**
CHARTERED 1693

COHEN CAREER CENTER

OUTCOMES REPORT

Undergraduate Business — Class of 2019



Table of Contents

| | |
|---|----|
| Methodology..... | 1 |
| Results..... | 2 |
| Internship Outcomes..... | 6 |
| Graduate and Professional Programs..... | 7 |
| Accounting..... | 8 |
| Business Analytics..... | 9 |
| Finance..... | 10 |
| Marketing..... | 11 |
| Business Major 2..... | 12 |
| Appendix: Employer List | |

Methodology

NACE STANDARDS

The Cohen Career Center adheres to standards set by the National Association of Colleges and Employers (NACE) first destination survey guidelines. In addition to standard questions, regarding post-graduation plans (e.g., employment data, graduate school data), the survey collects internship data, next destination alignment with personal career goals, and primary university career influencers.

DATA COLLECTION

The online survey is distributed to William & Mary seniors graduating in August, January, or May of the current academic year. The survey is sent initially in February; then, it is sent monthly to non-respondents and re-sent to those who indicate their status as 'job seeking' or 'pursuing graduate school.'

Other primary sources of data retrieval are the National Student Clearinghouse, initiatives with campus partners, and data mining via social media. Data collection closes each December following May graduation. All forms of data collection follow NACE protocols.

KNOWLEDGE RATE

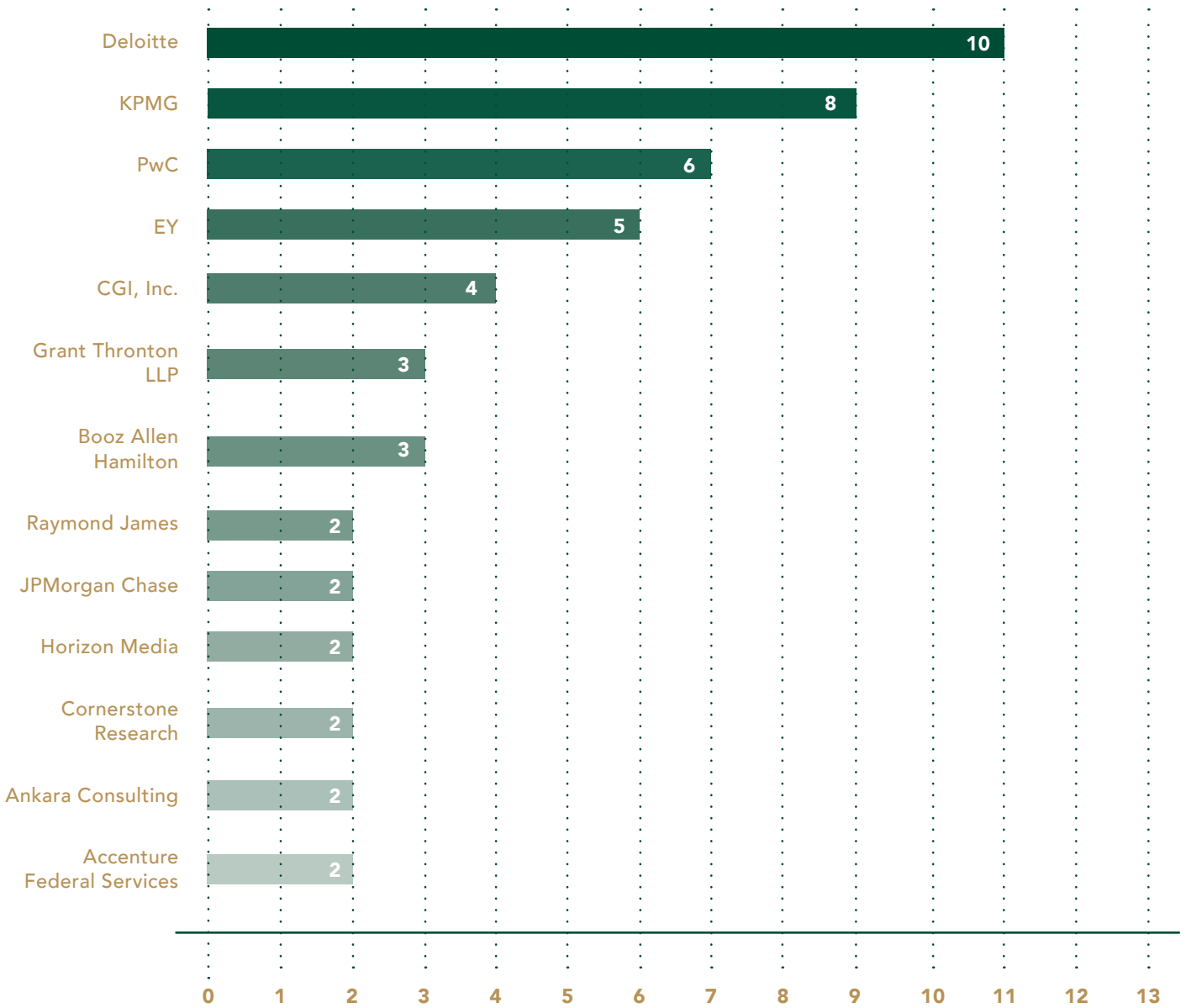
Our knowledge rate is the percent of graduates for which William & Mary Cohen Career Center has reasonable and verifiable information concerning graduates' post-graduation career outcomes. Information is retrieved directly from students/recent alumni, employers, campus partners, social media, and the National Student Clearinghouse.

The Cohen Career Center's goal is the highest rate possible; the national average is 65% according to NACE Standards and Protocols for the Collection and Dissemination of Graduating Student Initial Career Outcomes Information for Undergraduates, July 2019.

Outcomes are reported on conferred graduates. Information is shared in aggregate and published annually in the Next Destination Survey Report and the Career Success Report.

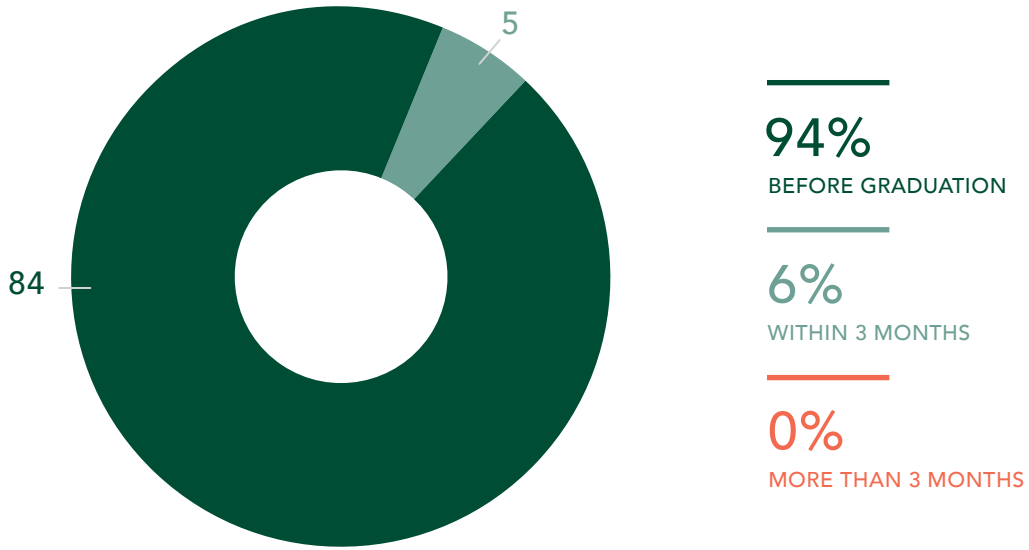
Top Employers

Employers with 2 or more undergraduate hires



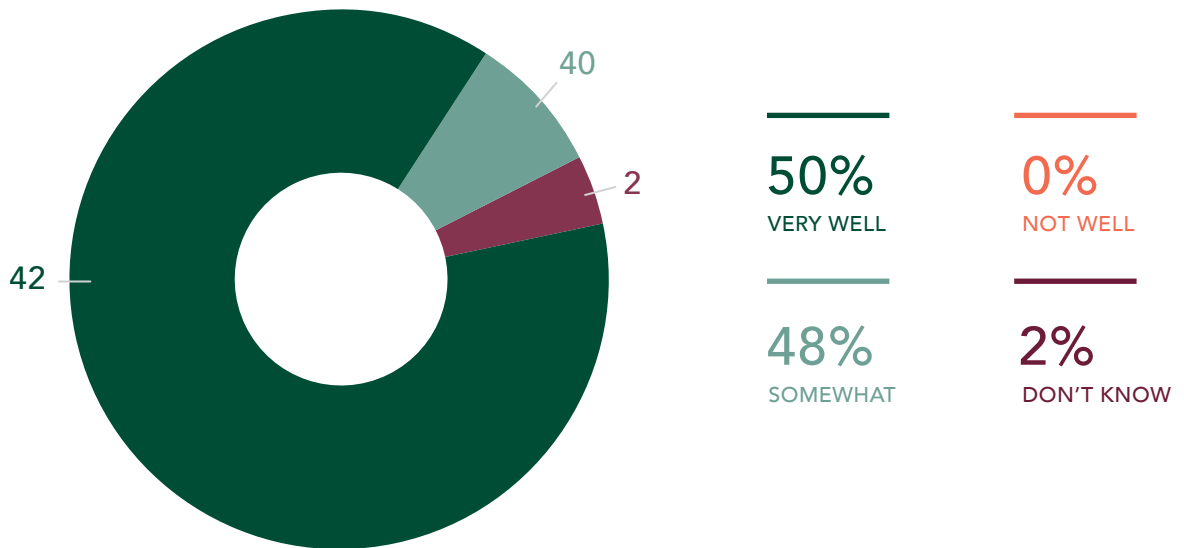
Timing of Job Offer Acceptance

72% (89/123) reported timing of employment acceptance



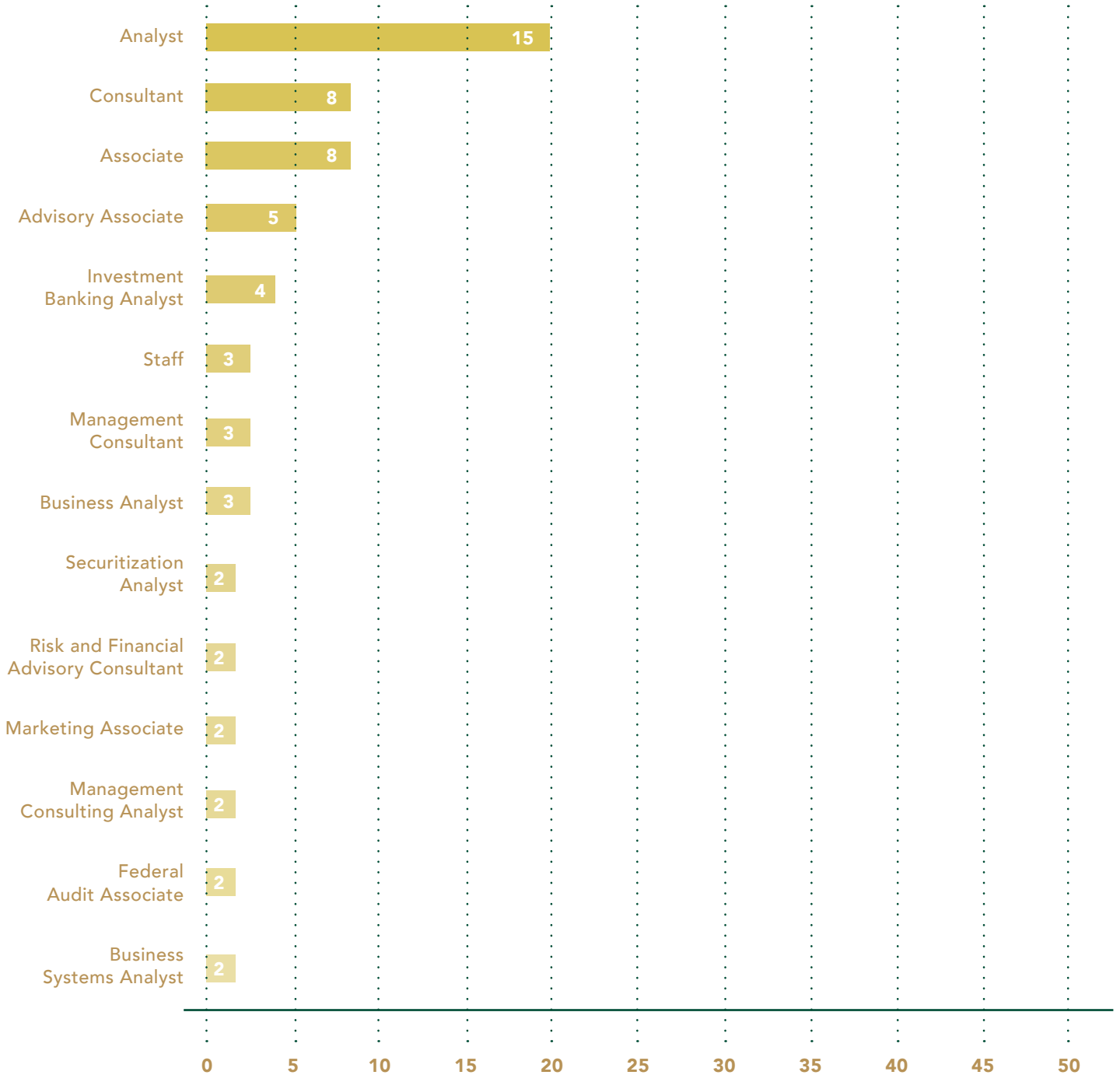
Employment Alignment with Career Goals

98% (82/84) reported employment aligned somewhat well or very well with career goals



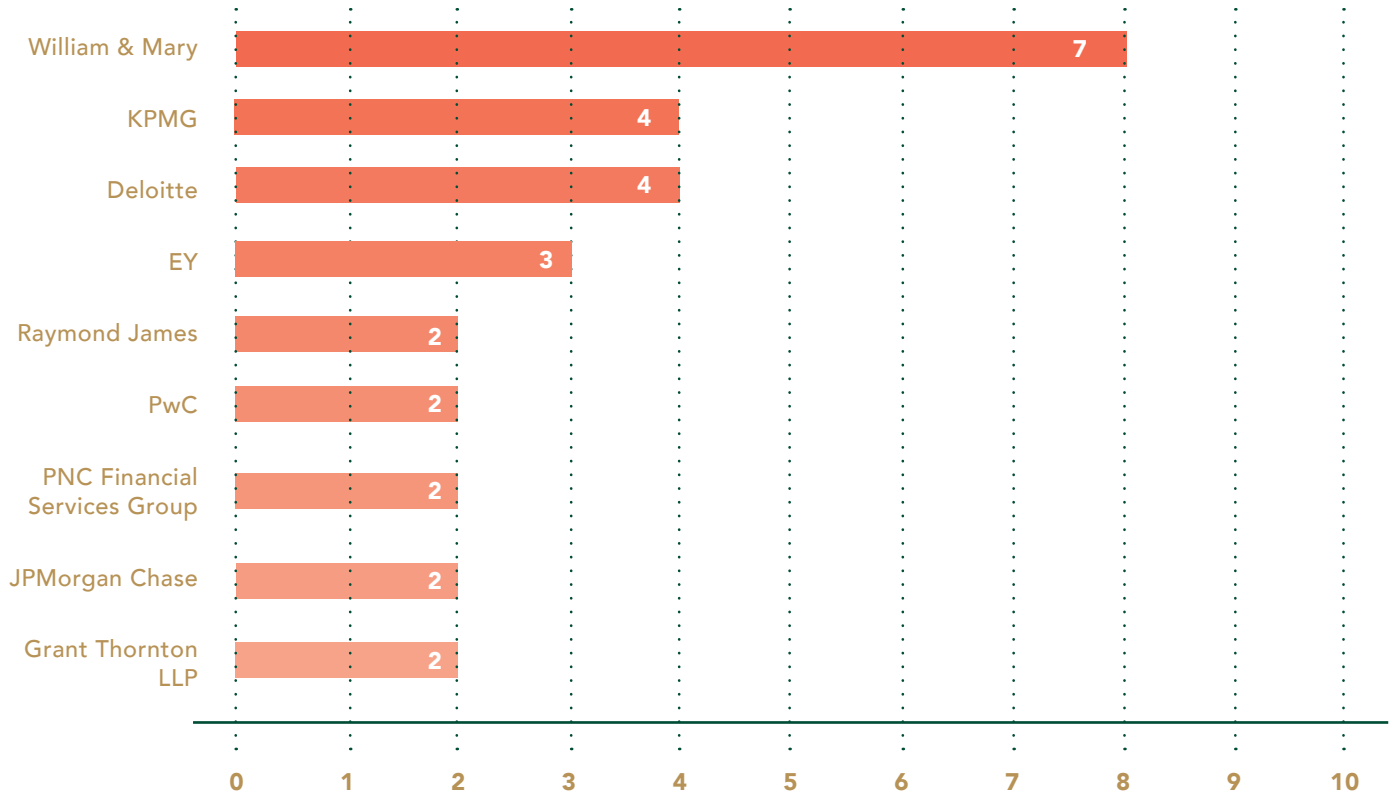
Occupational Titles

Job titles or rank listed more than twice by respondents



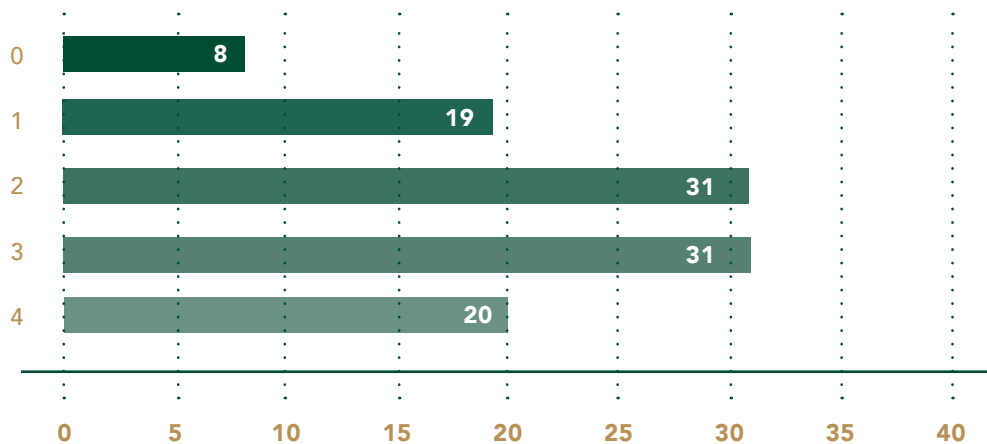
Top Internship Sites

Sites hosting 2 or more interns



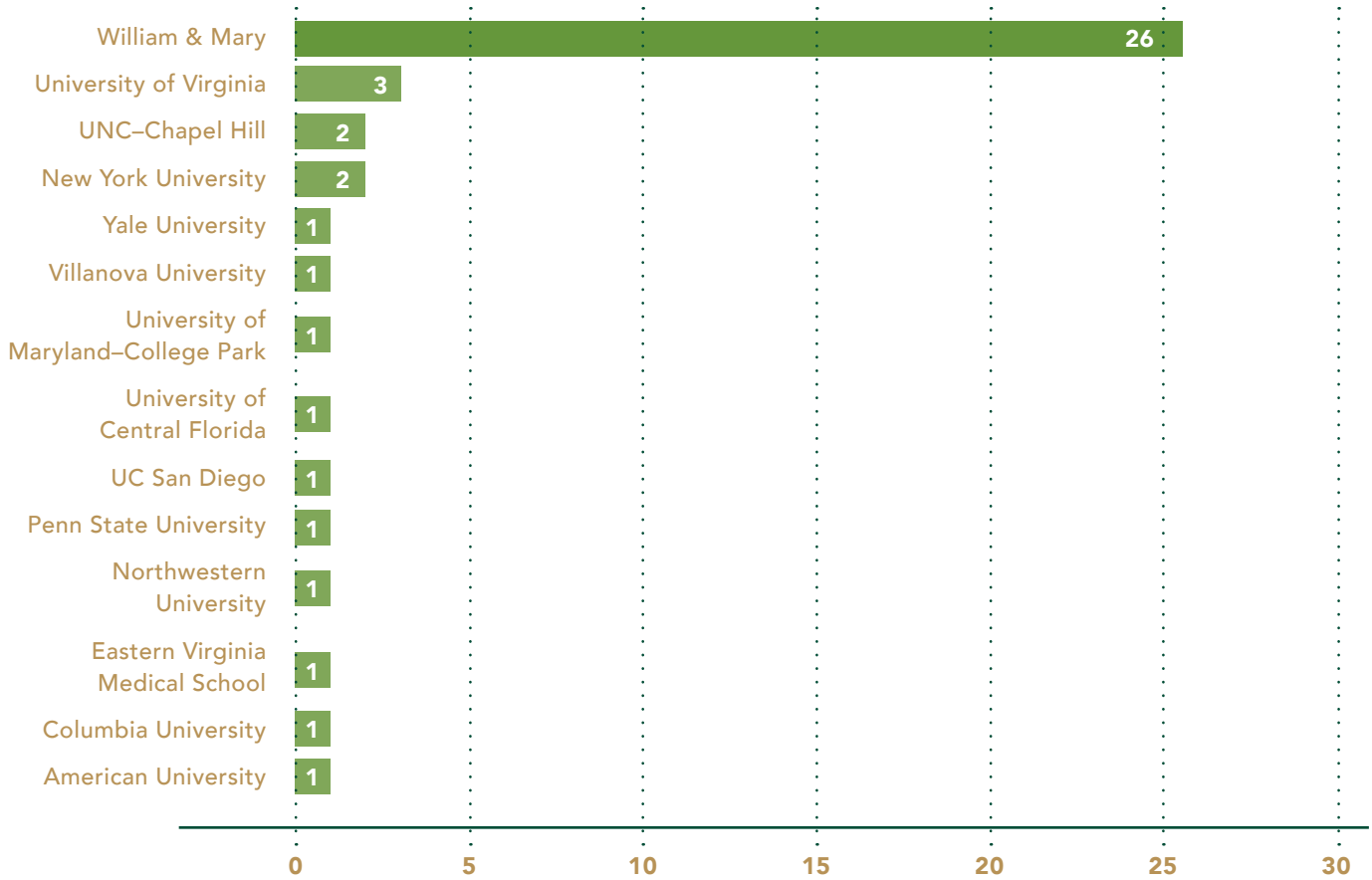
Internship Frequency

62% (109/175) reported completing at least one internship

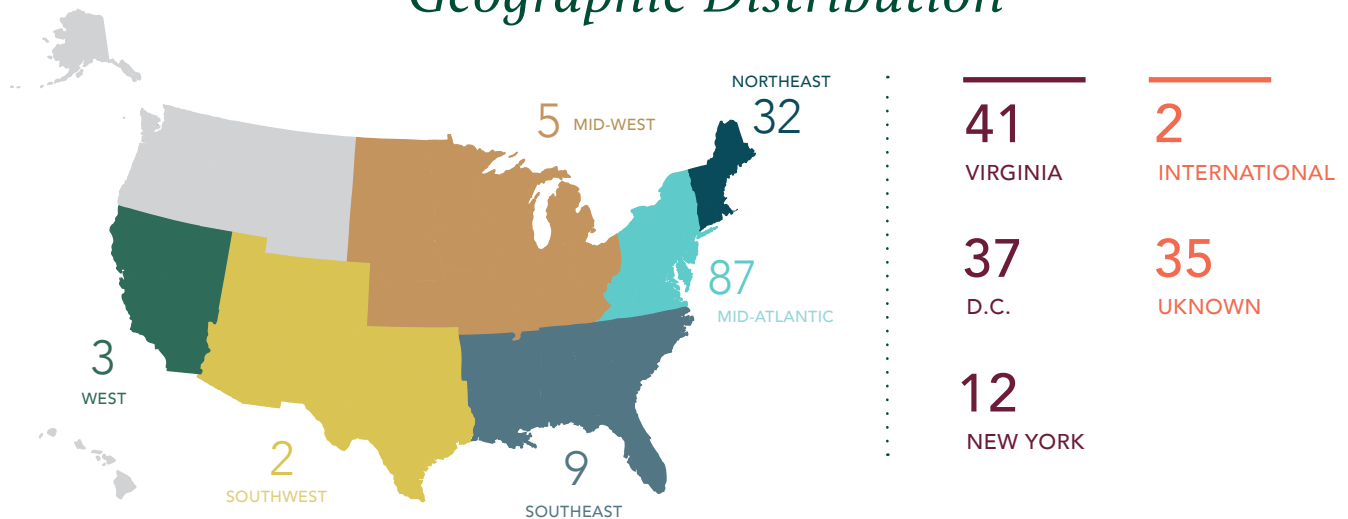


Graduate and Professional Programs

25% (43/175) students reported going to graduate school



Geographic Distribution



Accounting Major 1

Total Respondents: 36



97% (35/36)

Employed full-time or attending graduate school



Average starting salary

\$7,000

Average bonus



13/36 (36%)
working full time



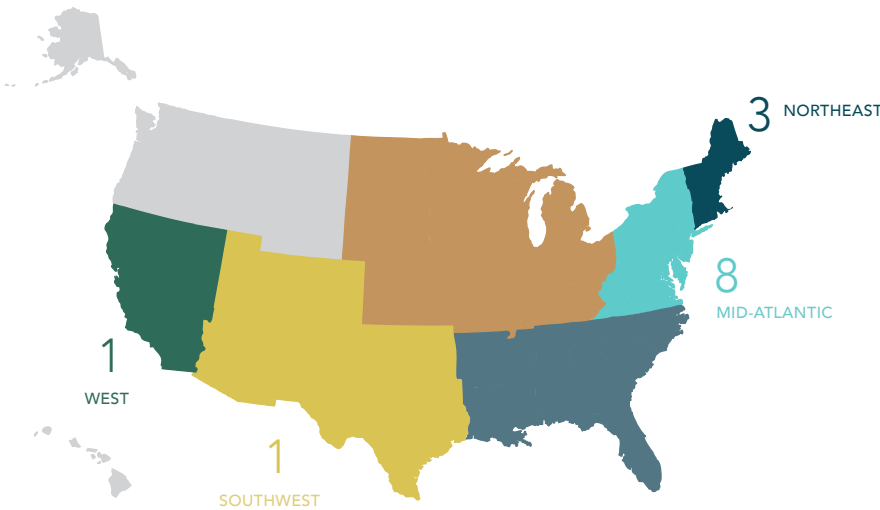
22/36 (61%)
attending graduate school



1/36 (3%)
still seeking jobs

TOP EMPLOYERS

(Employers with 2 or more hires, student-reported)



5
VIRGINIA

3
D.C.

2
NEW YORK

0
INTERNATIONAL

23
UNKNOWN

Business Analytics Major 1

Total Respondents: 35



97% (34/35)

Employed full-time or attending graduate school



Average starting salary

\$7,250

Average bonus

TOP EMPLOYERS

(Employers with 2 or more hires, student-reported)

accenture Deloitte CGI



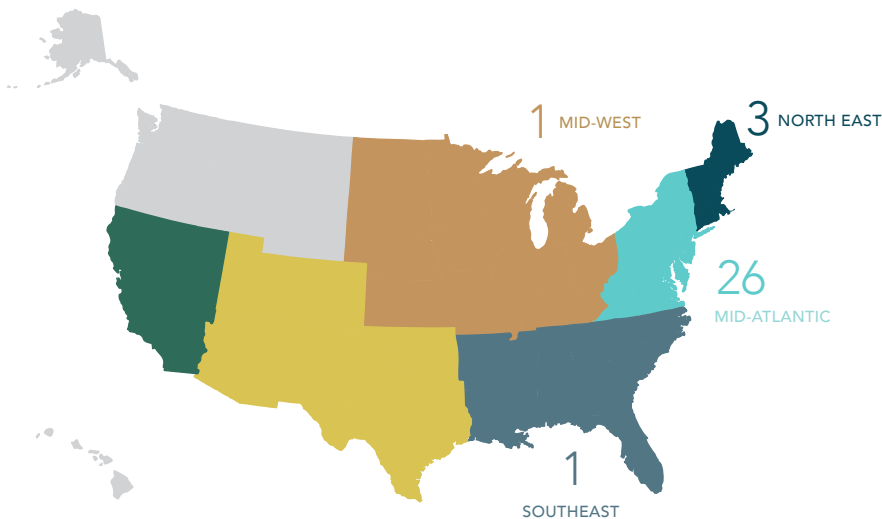
25/35 (71%)
working full time



9/35 (26%)
attending graduate school



1/35 (3%)
internship



12
VIRGINIA

4
UNKNOWN

9
D.C.

1
NEW YORK

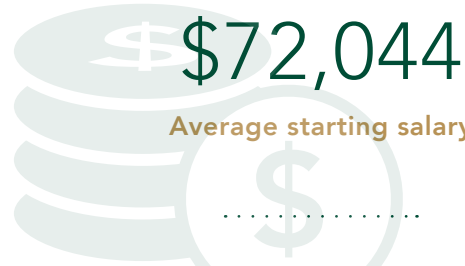
Finance Major 1

Total Respondents: 56



98% (55/56)

Employed full-time or attending graduate school



\$72,044

Average starting salary

\$14,437

Average bonus

TOP EMPLOYERS

(Employers with 2 or more hires, student-reported)



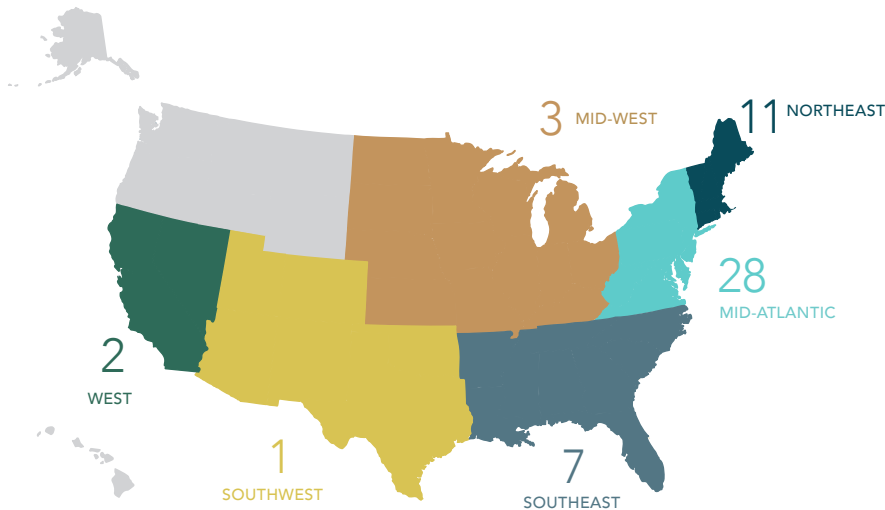
46/56 (82%)
working full time



9/56 (16%)
attending graduate school



1/56 (2%)
Internship



Marketing Major 1

Total Respondents: 43



91% (39/43)

Employed full-time or attending graduate school



\$48,291

Average starting salary

\$11,583

Average bonus



36/43 (84%)
working full time



3/43 (7%)
attending graduate school



1/43 (2%)
still seeking jobs



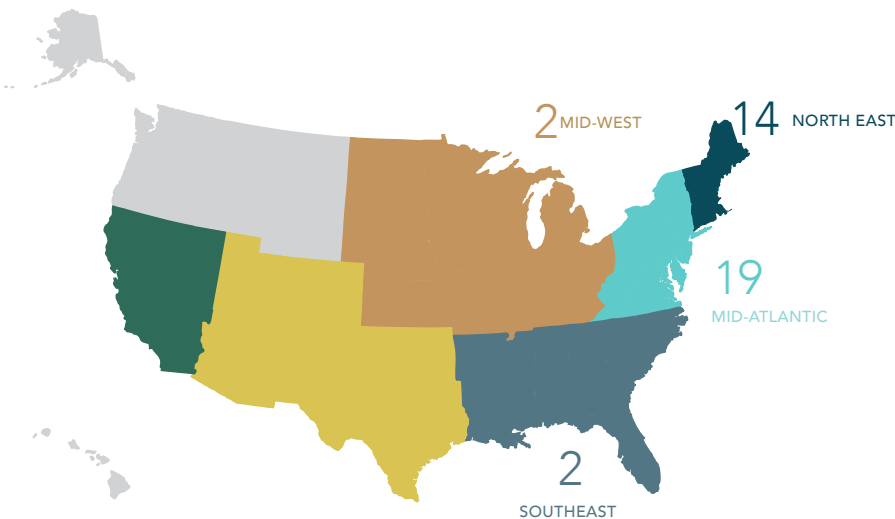
1/43 (2%)
part-time



2/43 (5%)
accepted a summer internship

TOP EMPLOYERS

(Employers with 2 or more hires, student-reported)



8 VIRGINIA

9 D.C.

4 NEW YORK

1 INTERNATIONAL

5 UNKNOWN

Business Major 2

Total Respondents: 7



86% (6/7)

Employed full-time or attending graduate school



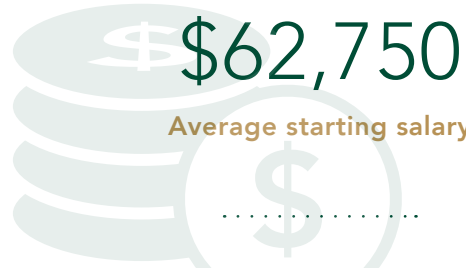
4/7 (57%)
working full time



2/7 (29%)
attending graduate school



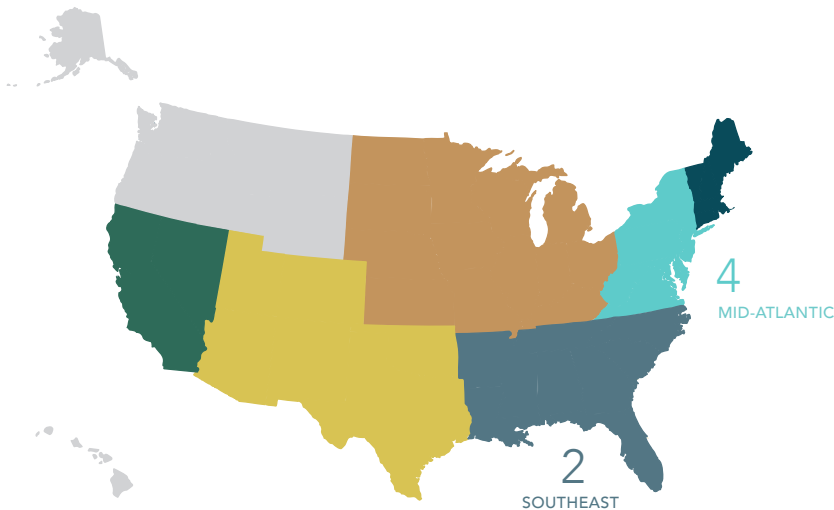
1/7 (14%)
seeking



\$10,000
Average bonus

TOP EMPLOYERS

All students that reported entering the field of Business Major 2 did so with a unique employer.



2
VIRGINIA

1
UNKNOWN

2
D.C.

Employers

75 Unique Employers

13 Top Employers

| | | | | |
|--|-------------------------------|--------------------------|------------------------|--|
| 9 Story Media Group | Boyd Caton Group | Fit Small Business | m/SIX | The Carlyle Group |
| Abrigo | Cambridge Associates | GEICO | Map My Customers | The John F Kennedy Center for the Performing Arts |
| Accenture | Cedar Hill Management | GMMB | MarketBridge | United Nations World Food Programme |
| Accenture Federal Services | Censeo Consulting Group Inc. | Goldman Sachs | Marketsmith, Inc | USA TODAY |
| Allianz | CGI | Grant Thornton LLP | McCann | USDA Animal and Plant Health Inspection Services (APHIS) |
| American Express | CGI Inc. | Greater Than One | MicroStrategy | VidMob |
| American Institutes for Research | Clearsight Advisors | Gresham Partners | Morgan Stanley | Virtu Financial |
| Ankura Consulting | Compass Wealth Strategies | Guidehouse | NVR Inc. / Ryan Homes | Walmart E-commerce at Jet.com |
| Apex Systems | Cornerstone Research | Harris Williams | PBS Distribution | Washington Redskins |
| Area Stage at the Mead Center for American Theater | CVP (Customer Value Partners) | Horizon Media | Pfizer | William & Mary Football |
| Ayco Goldman Sachs | Deloitte | Huntington Bank | PNC Financial Services | Yes& Agency |
| Bain & Company | Deloitte | IBM iX | PNC Financial Services | Zoom Video Communications |
| BANDAI NAMCO Entertainment America Inc | Discovery Inc | Imagination Stage | PwC | |
| Bank of America | Edelman | Insight Sourcing Group | R2integrated | |
| Battle Monument Partners | Educe Group | Johnson Lambert | Raymond James | |
| Blackstone | Epic Systems | JPMorgan Chase | Sea Dragon Education | |
| Booz Allen Hamilton | EY | JPMorgan Chase & Company | Seale & Associates | |
| | Fannie Mae | KPMG | Siebert Williams Shank | |
| | | Lana Jewelry | Signal Vine | |
| | | Love Thy Neighborhood | Skyword | |
| | | | Stout Risius Ross | |