

# Graduate Employment Report

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2000-2001



University of Wisconsin-Madison  
School of Business

# Graduate Employment Report

The Business Career Center at the University of Wisconsin–Madison is pleased to provide the 2000–2001 *Graduate Employment Report* for the Master of Business Administration and Master of Science in Business students, as well as the Master of Accountancy graduates. The information contained in this report is based on survey forms voluntarily provided by the August/December 2000 and May 2001 graduating classes.

Despite a less-than-certain national economy, job prospects for School of Business graduates were good in 2000–2001. During the academic year 270 employers recruited graduate business students on campus for full-time positions, and over 100 organizations recruited for internships. Many of our niche programs reported 100% job acceptance from the graduating students who were seeking employment.

Our annual fall Career Forum brought in over 180 companies, and our Second Annual Spring Biz Job Fair offered employers and students the opportunity to discuss current opportunities. The Business Career Center supports students attending various consortium events, such as the National Black MBA Association, the National Society of Hispanic MBAs, the International MBA Consortium, and the National Manufacturing Recruiting Forum. We are actively involved in the National MBA Consortium, which is comprised of 14 top ranked business schools. The Consortium sponsors a job fair in Chicago each November.

In response to the softening economy, the BCC launched its new *Got Biz Jobs...Get Biz Grads* campaign offering employers:

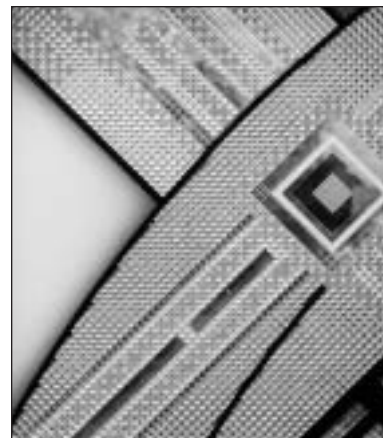
- ◆ Free On-line Postings, <http://www.bus.wisc.edu/career/jobs>
- ◆ Free Web Resume Book, <http://www.bus.wisc.edu/career/employer>
- ◆ Free On-Campus Recruiting, 608/262-2550
- ◆ Free Videoconferencing

We encourage you to review the information in the *Graduate Employment Report*, and please feel free to contact us with any comments or questions.

Thank you.

Karen Stauffacher  
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THE ENTREPRENEURSHIP PROGRAM OF THE SCHOOL OF BUSINESS WAS RANKED 18TH IN THE NATION OUT OF MORE THAN 250 PROGRAMS BY SUCCESS MAGAZINE, AND A RECENT GIFT OF \$1 MILLION ESTABLISHED THE GLEN A. SKILLRUD FAMILY CHAIR IN BUSINESS, WHICH WILL FOCUS ON ENTREPRENEURISM.



## Majors

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Accounting	1%
Actuarial Science	1%
Arts Administration	2%
General Management	5%
Finance, Investment and Banking	24%
Information Systems Analysis & Design	7%
International Business	2%
Management and Human Resources	5%
Management and Human Resources – Agribusiness	2%
Management and Human Resources – Entrepreneurship	9%
Marketing	12%
Marketing – Marketing Research	5%
Operations and Information Management	4%
Operations and Information Management – Manufacturing and Technology Management	5%
Real Estate and Urban Land Economics	10%
Risk Management and Insurance	1%
Supply Chain Management	5%

\*Represents all majors, including double majors

## Work Experience

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Incoming students in the graduate business program represent a wide variety of work backgrounds, including Fortune 500 companies, professional services firms, family-owned businesses, governmental agencies and not-for-profit organizations. Organizations represented in the incoming class include:

American Airlines	Motorola
Arthur Andersen LLP	Pillsbury Company, The
AT Kearney	PricewaterhouseCoopers LLP
Cisco Systems	Procter & Gamble
Daewoo	Rayovac Corporation
GE Medical Systems	Royal Dutch/Shell Group
Hewlett Packard	Samsung
IBM Corporation	Siemens
Kimberly-Clark Corporation	Tata Engineering
Lucent Technologies	Promega
Lycos Asia	Wells Fargo Bank
Mitsubishi	



**T**HE SCHOOL OF BUSINESS CONTINUES TO EXPAND ITS INTERNATIONAL PROGRAMS, MATCHING STUDENTS WITH STUDY ABROAD OPPORTUNITIES THAT RANGE FROM THREE WEEKS TO A FULL YEAR. STUDY ABROAD PROGRAMS IN MORE THAN 15 COUNTRIES ARE OFFERED.



## Graduate Summary

In this report you will find information about master's students who graduated from the University of Wisconsin–Madison School of Business in August 2000, December 2000 and May 2001 with either an MBA or MS degree.



### Offer and Acceptance of Full-Time Positions

#### First Job Offers:

84.1% of students who were seeking employment reported receiving their first job offer by graduation.

5.5% of students who were seeking employment reported receiving their first job offer in the first three months after graduation.

1.4% of students who were seeking employment reported receiving their first job offer more than three months after graduation.

9% of students who were seeking employment did not report job offers by September 30.

#### Job Acceptance:

78.6% of students who were seeking employment reported accepting a job by graduation.

11% of students who were seeking employment reported accepting a job in the first three months after graduation.

1.4% of students who were seeking employment reported accepting a job more than three months after graduation.

9% of students who were seeking employment did not report accepting a job by September 30.

### Full-Time Positions Base Salary

\$70,112 average  
\$78,950 median  
\$125,000-\$32,000 range

#### Sign-on Bonus (75% received)

\$12,372 average  
\$10,000 median  
\$30,000-\$1,000 range

#### Other Guaranteed Compensation (34% received)

\$15,107 average  
\$10,000 median  
\$44,500-\$1,560 range

86% of Job-Accepting Graduates provided useable salary information.

This report conforms to the MBA Career Services Council Standards for Reporting MBA Employment Statistics.

Base Salary excludes bonuses, commissions and other compensation.

Benefits and perquisites (company cars, equipment, membership, etc.) are not equated to cash and are not included in compensation.

Other Guaranteed Compensation may include other taxable payroll compensation such as guaranteed annual bonus and guaranteed "overtime" compensation.

#### Top Ten Companies Who Hired MBA/MS Graduates

Guidant Corporation  
IBM Corporation  
Ford Motor Company  
Procter & Gamble  
Aquila  
Ecolab Inc.  
General Mills Inc.  
Kraft Foods Inc.  
SC Johnson Wax  
Wells Fargo Bank

## FUNCTION

Function	Average Base Salary	Median Base Salary	Salary Range	# of Acceptances	% of Total
Accounting					
Corporate/Other	-	-	-	1	0.8%
Public	-	-	-	1	0.8%
Consulting	\$63,273	\$65,000	\$85,000-\$38,000	14	10.6%
Finance					
Commercial Banking	-	-	-	1	0.8%
Financial Analyst	\$69,833	\$80,000	\$80,000-\$41,000	17	12.9%
Investment Analyst	\$74,375	\$85,000	\$90,000-\$50,000	9	6.8%
Other Finance	\$71,500	\$75,500	\$85,000-\$50,000	4	3.0%
Research Analyst	\$82,500	\$80,000	\$105,000-\$65,000	4	3.0%
Insurance					
Actuarial	-	-	-	2	1.5%
Management					
General Mgt/Admin/Other	\$78,040	\$80,500	\$85,000-\$70,000	6	4.5%
Human Resources	-	-	-	2	1.5%
Production/Operations	\$70,180	\$78,000	\$84,000-\$53,900	7	5.3%
Marketing					
Marketing Research	\$67,808	\$70,000	\$80,000-\$50,000	14	10.6%
Other Marketing	\$60,480	\$77,000	\$78,900-\$32,000	7	5.3%
Product Management	\$76,656	\$80,000	\$90,000-\$60,000	11	8.3%
Sales/Sales Management	-	-	-	2	1.5%
Other Functions	\$86,125	\$83,750	\$125,000-\$52,000	4	3.0%
Real Estate					
Analyst	\$67,500	\$67,500	\$75,000-\$60,000	4	3.0%
Development	-	-	-	1	0.8%
Other Real Estate	-	-	-	3	2.3%
Supply Chain					
Management	\$68,558	\$69,000	\$85,000-\$53,460	8	6.1%
Systems Analysis/ Programming					
	\$69,767	\$71,500	\$82,500-\$50,000	10	7.6%

## INDUSTRY

Industry	Average Base Salary	Median Base Salary	Salary Range	# of Acceptances	% of Total
<b>Service</b>					
Accounting	-	-	-	2	1.5%
Communication Services	\$53,333	\$55,000	\$55,000-\$50,000	3	2.3%
Computer Software & Data Processing Services	\$70,000	\$67,500	\$85,000-\$60,000	4	3.0%
Consulting Services	\$63,803	\$64,000	\$85,000-\$45,000	22	16.65%
Financial Services	\$75,895	\$75,000	\$105,000-\$50,000	22	16.65%
Government	-	-	-	1	0.8%
Insurance	\$54,833	\$40,000	\$85,000-\$39,500	4	3.0%
Investment Banking	\$76,250	\$77,500	\$85,000-\$65,000	5	3.8%
Legal Services	-	-	-	2	1.5%
Real Estate & Appraisal	\$83,000	\$90,000	\$100,000-\$65,000	5	3.8%
Research Organizations	\$63,750	\$63,750	\$70,000-\$57,500	5	3.8%
Other Services	\$70,489	\$75,000	\$82,500-\$50,000	9	6.8%
<b>Manufacturing</b>					
Automotive & Mechanical & Electrical Equipment	\$63,633	\$73,100	\$84,000-\$32,000	14	10.6%
Chemical, Pharmaceutical, & Allied Products	\$67,333	\$66,500	\$78,000-\$60,000	7	5.3%
Computers & Business Equipment Manufacturing	\$71,400	\$73,000	\$79,000-\$60,000	5	3.8%
Food & Beverage Processing	\$69,875	\$70,000	\$80,000-\$58,000	8	6.1%
Household & Personal Care Products Manufacturing	\$77,400	\$77,000	\$80,000-\$75,000	8	6.1%
Other Manufacturing	\$81,633	\$80,000	\$90,000-\$78,900	6	4.5%

**W**ISCONSIN TEAMS SUCCESSFULLY COMPETED WITH TEAMS FROM THE NATION'S TOP BUSINESS SCHOOLS, WINNING THE VENTURE CHALLENGE COMPETITION, AN ANNUAL STUDENT BUSINESS PLAN COMPETITION, FOR THE SECOND YEAR IN A ROW.



## GRADUATE MAJOR

Graduate Major	Average Base Salary	Median Base Salary	Salary Range	# of Acceptances	% of Total
Accounting	\$58,000	\$58,000	\$80,000-\$36,000	3	1.6%
Actuarial Science	\$42,500	\$42,500	\$45,000-\$40,000	3	1.6%
Finance	\$71,242	\$70,000	\$105,000-\$36,000	39	20.7%
General Management	-	-	-	2	1.1%
Information Systems	\$68,223	\$70,000	\$82,500-\$50,000	18	9.6%
International Business	\$84,000	\$80,000	\$125,000-\$55,000	5	2.7%
Management-Agribusiness	-	-	-	2	1.1%
Management-Entrepreneurship	\$77,391	\$79,000	\$90,000-\$60,000	14	7.4%
Management & Human Resources	\$72,335	\$75,000	\$90,000-\$52,000	22	11.7%
Manufacturing & Technology Management	\$73,429	\$77,000	\$85,000-\$58,000	9	4.8%
Marketing	\$72,136	\$78,950	\$90,000-\$32,000	18	9.6%
Marketing Research	\$67,594	\$70,000	\$85,000-\$38,000	17	9.0%
Operations & Information Management	\$68,305	\$70,000	\$85,000-\$53,460	13	6.9%
Real Estate	\$77,292	\$72,500	\$100,000-\$57,000	12	6.4%
Risk Management & Insurance	\$67,400	\$68,000	\$74,200-\$60,000	4	2.1%
Supply Chain Management	\$69,714	\$68,000	\$85,000-\$60,000	7	3.7%

Many students have more than one major; the total number of graduates does not equal the total count by academic major.

## GEOGRAPHIC REGIONS

Region	Average Base Salary	Median Base Salary	Salary Range	# of Acceptances	% of Total
Mid-Atlantic	\$64,000	\$65,000	\$80,000-\$47,000	3	2.3%
Midwest	\$69,856	\$74,400	\$100,000-\$36,000	81	61.4%
Northeast	\$77,000	\$72,000	\$125,000-\$50,000	19	14.3%
Overseas	\$49,000	\$50,000	\$65,000-\$32,000	11	8.3%
Possessions and Territories	-	-	-	1	0.8%
South	\$72,333	\$80,000	\$80,000-\$57,000	3	2.3%
Southwest	\$70,667	\$71,500	\$79,000-\$57,000	6	4.5%
West	\$71,000	\$75,000	\$75,000-\$65,000	8	6.1%

## MIDWEST REGIONS

Region	Average Base Salary	Median Base Salary	Salary Range	# of Acceptances	% of Total
Chicago	\$74,615	\$77,000	\$90,000-\$60,000	15	18.5
Madison	\$55,744	\$58,750	\$70,000-\$36,000	18	22.2
Milwaukee	\$81,625	\$79,500	\$97,500-\$70,000	4	4.9
Minneapolis/St. Paul	\$78,488	\$80,000	\$90,000-\$63,000	19	23.5
Other Midwest	\$71,719	\$77,000	\$100,000-\$53,460	17	21.0
Other Wisconsin	\$61,857	\$67,500	\$80,000-\$41,000	8	9.9

## YEARS OF EXPERIENCE

Years of Experience	Average Base Salary	Median Base Salary	Salary Range	# of Acceptances	% of Total
<1 year	\$56,951	\$54,230	\$85,000-\$36,000	12	9.1%
1-3 years	\$73,154	\$78,900	\$125,000-\$39,500	43	32.6%
3-5 years	\$68,513	\$70,000	\$100,000-\$32,000	43	32.6%
5+ years	\$73,764	\$78,950	\$105,000-\$50,000	34	25.7%

## UNDERGRADUATE MAJOR

Undergraduate Major	Average Base Salary	Median Base Salary	Salary Range	# of Acceptances	% of Total
Business	\$68,411	\$70,000	\$90,000-\$36,000	53	40.2%
Other	\$70,948	\$75,000	\$125,000-\$32,000	53	40.2%
Technical	\$72,208	\$80,000	\$105,000-\$39,500	26	19.6%

**I**N FALL 2000, THE SCHOOL OF BUSINESS CELEBRATED THE OPENING OF THE FLUNO CENTER FOR EXECUTIVE EDUCATION, A STATE-OF-THE-ART FACILITY THAT PROVIDES A SUPERB SETTING FOR PROFESSIONAL DEVELOPMENT PROGRAMS, WITH 100 EXECUTIVE RESIDENCE ROOMS, MORE THAN 40,000 SQUARE FEET OF MEETING AND CONFERENCE SPACE AND UP-TO-THE-MINUTE TECHNOLOGY THROUGHOUT.

## BASE SALARY DISTRIBUTION

Average Base Salary	# of Acceptances	% Total
Under \$49,999	8	7%
\$50,000-\$54,999	9	7.8%
\$55,000-\$59,999	6	5.3%
\$60,000-\$64,999	10	8.8%
\$65,000-\$69,999	14	12.3%
\$70,000-\$74,999	20	17.6%
\$75,000-\$79,999	13	11.4%
\$80,000-\$84,999	17	15%
\$85,000-\$89,999	8	7%
\$90,000 or more	9	7.8%

## Relocation

Moving/Relocation packages were part of compensation offers for 58% of students reporting job acceptances. Of the 58%, 93.4% provided relocation dollar amounts:  
 \$6,194 average  
 \$5,000 median  
 \$30,000-\$500 range

## Source of Accepted Job Offers

32.5%	On-Campus Interviews
6.8%	Career Forums/Consortiums
2.2%	Resume Referrals/Job Postings
13.6%	Independent Job Search with help from the BCC or others in the School of Business
21.9%	Independent Job Search without any help
13%	Internship Employer; Internship found with help from the BCC or others in the School of Business
5.3%	Internship Employer; Internship found without any help
1.0%	Previous Full-Time or Part-Time Employer; Job found with help from the BCC or others in the School of Business
1.5%	Previous Full-Time or Part-Time Employer; Job found without any help
2.2%	Other Sources

## SIGN-ON BONUS BY MAJOR

Major	Average Bonus	Median Bonus	Bonus Range	# of Accepts	# Reporting Bonus
Accounting	-	-	-	3	1
Actuarial Science	-	-	-	3	1
Finance	\$16,152	\$20,000	\$30,000-\$1,000	39	23
General Management	-	-	-	2	1
Information Systems	\$9,577	\$8,000	\$20,000-\$1,000	18	13
International Business	\$16,250	\$15,000	\$25,000-\$10,000	5	4
Management-Agribusiness	-	-	-	2	0
Management-Entrepreneurship	\$12,608	\$11,500	\$25,000-\$5,000	14	10
Management & Human Resources	\$12,049	\$9,500	\$25,000-\$5,000	22	12
Manufacturing & Technology Management	\$7,833	\$6,000	\$15,000-\$5,000	9	6
Marketing	\$12,699	\$13,000	\$20,000-\$3,000	18	13
Marketing Research	\$14,885	\$15,000	\$28,000-\$2,500	17	13
Operations & Information Management	\$6,550	\$6,000	\$15,000-\$1,000	13	10
Real Estate	\$15,214	\$18,000	\$25,000-\$5,000	12	7
Risk Management & Insurance	\$4,750	\$4,750	\$8,000-\$1,500	4	2
Supply Chain Management	\$6,800	\$8,000	\$12,000-\$2,000	7	5

Percentage of students may be different from percentage of students in each major in the overall population.

The number here refers to the majors of students within the population of students who reported job acceptances.

## OTHER COMPENSATION BY MAJOR

Major	Average Comp.	Median Comp.	Comp. Range	# of Accepts	# Reporting Bonus
Accounting	-	-	-	3	1
Actuarial Science	-	-	-	3	0
Finance	\$19,824	\$20,000	\$44,500-\$3,500	39	17
General Management	-	-	-	2	0
Information Systems	-	-	-	18	1
International Business	\$6,000	\$5,000	\$10,000-\$3,000	5	3
Management-Agribusiness	-	-	-	2	1
Management-Entrepreneurship	\$7,445	\$7,500	\$11,835-\$3,000	14	3
Management & Human Resources	\$6,035	\$7,500	\$11,835-\$1,560	22	7
Manufacturing & Technology Management	-	-	-	9	1
Marketing	\$10,924	\$10,598	\$15,000-\$7,500	18	4
Marketing Research	\$12,146	\$10,000	\$30,000-\$2,875	17	6
Operations & Information Management	-	-	-	13	1
Real Estate	\$24,000	\$20,000	\$39,000-\$15,000	12	6
Risk Management & Insurance	-	-	-	4	1
Supply Chain Management	-	-	-	7	1

Percentage of students may be different from percentage of students in each major in the overall population.

The number here refers to the majors of students within the population of students who reported job acceptances.

## ORGANIZATIONS HIRING WISCONSIN MBA/MS GRADUATES

Organization	Location	Position	Graduate Major(s)
Abbey National	London, England	—	Finance
Abbott Laboratories	Chicago, IL	—	Marketing Research
Accenture	Chicago, IL	Analyst	Marketing
ACNielsen	Madison, WI	Analytic Senior Executive	Marketing Research
Adams, Harkness & Hill	Boston, MA	Associate Equity Research Analyst	Finance
AIG	Chicago, IL	Management Associate	Marketing Management-Entrepreneurship Management & Human Resources
Alliant Energy	Madison, WI	Process Quality Program Manager	Operations & Information Management
American Express Financial Advisors	Minneapolis, MN	Equity Analyst	Finance
Aquila	Kansas City, MO	Product Development Manager	Risk Management & Insurance
Aquila	Kansas City, MO	Analyst	Real Estate Finance
Aquila	Kansas City, MO	Analyst	Finance
Arthur Andersen LLP	Taipei, Taiwan	Business Consultant	Finance
Arthur Andersen LLP	Boston, MA	Consultant	Information Systems Supply Chain Management
Automotive Directions	Madison, WI	Account Manager	Marketing Research
Banco Financiero de Puerto Rico	Ponce, Puerto Rico	Vice President & Senior Lending	Finance
Bank of America	Chicago, IL	Relationship Underwriter	Real Estate
Blackrock Financial Management	New York, NY	Associate	Finance
BNY Capital Markets Inc.	New York, NY	Associate, Structured Finance	Finance
Buttonwood Partners, Inc.	Madison, WI	Registered Assistant/Financial	Accounting Finance
Cap Gemini Ernst & Young LLP	San Francisco, CA	Senior Consultant	Information Systems
Capstone Investment Group	Richmond, VA	Senior Analyst	Finance
Caterpillar Logistics	Peoria, IL	Inventory Analyst	Operations & Information Management Information Systems
Charles Schwab Company	Chicago, IL	Marketing Manager	Marketing Research
Clorox Company, The	Oakland, CA	Associate Consumer Insight Manager	Marketing Research
Clorox Company, The	Oakland, CA	Associate Consumer Insight Manager	Marketing Research
Compaq Computer Corporation	Houston, TX	Consumer Satisfaction & Quality	Marketing Management-Entrepreneurship Management & Human Resources
CUNA Mutual Group	Madison, WI	Marketing Analyst	Marketing
Dain Rauscher Wessels	Minneapolis, MN	Investment Banker	Finance Marketing Research
Dell Computer Corporation	Austin, TX	Development Engineer	Information Systems

Organization	Location	Position	Graduate Major(s)
Deloitte & Touche LLP	Minneapolis, MN	Consultant	Risk Management & Insurance Actuarial Science
Deloitte & Touche LLP	Chicago, IL	Financial Consultant	Finance
Deloitte Consulting	Minneapolis, MN	Consultant	Operations & Information Management Manufacturing & Technology Management
Deloitte Consulting	Minneapolis, MN	IT Consultant	Information Systems
Eaton Corporation	Milwaukee, WI	Operations Development Management	Manufacturing & Technology Management Operations & Information Management
Ecolab Inc.	St. Paul, MN	Marketing Manager	Marketing
Ecolab Inc.	St. Paul, MN	Systems Analyst	Risk Management & Insurance Information Systems
Ecolab Inc.	St. Paul, MN	Systems Analyst	Information Systems
Ernst & Young LLP	McLean, VA	Auditor	General Management
Ernst & Young LLP	Dallas, TX	Senior Advisor	Real Estate
Fidelity	Boston, MA	Research Associate	Finance
Ford Motor Company	Detroit, MI	Product Analyst	Management & Human Resources
Ford Motor Company	Chicago, IL	Zone Manager	Marketing International Business
Ford Motor Company	Dearborn, MI	Financial Analyst	Finance International Business
Ford Motor Company	Dearborn, MI	Process Leadership	Information Systems Risk Management & Insurance
General Casualty Insurance Company	Madison, WI	Actuarial Technician	Actuarial Science
General Mills Inc.	Minneapolis, MN	Assistant Brand Manager	Marketing
General Mills Inc.	Minneapolis, MN	Consumer Insight Associate	Marketing Research
General Mills Inc.	Minneapolis, MN	Consumer Insight Associate	Marketing Research
Grainger, Inc.	Lake Forest, IL	Leadership Development Program	Management & Human Resources
Grant Thornton LLP	Madison, WI	Consultant	Management & Human Resources
Greenbrier & Russel	Madison, WI	Associate Consultant	Information Systems
Guidant Corporation	St. Paul, MN	Marketing Associate	Marketing Management & Human Resources
Guidant Corporation	St. Paul, MN	Analyst-E-commerce	Management & Human Resources Information Systems
Guidant Corporation	St. Paul, MN	Business Analyst	Information Systems
Guidant Corporation	St. Paul, MN	Marketing Associate	Marketing
Guidant Corporation	St. Paul, MN	Marketing Associate	Marketing Management & Human Resources
Guidant Corporation	St. Paul, MN	Information Systems Associate	Management & Human Resources Information Systems
Guy Carpenter	Seattle, WA	Analyst	Accounting Finance

Organization	Location	Position	Graduate Major(s)
Hallmark Cards	Kansas City, MO	Analyst in Business Research Group	International Business Marketing Research
Harris Interactive	Tokyo, Japan	—	Marketing Research
Heller, Ehrman, White and McAuliffe	New York, NY	Attorney	International Business
Hoffman Corporation	Appleton, WI	Business Manager	Finance
HSBC	New York, NY	Associate	Finance
i2 Technologies	Irving, TX	Implementation Engineer	Supply Chain Management Information Systems
IBM Corporation	Chicago, IL	HR Professional	Management & Human Resources
IBM Corporation	Burlington, VT	Material Logistic Professional	Supply Chain Management
IBM Corporation	New York, NY	Associate HR Partner	Management & Human Resources
IBM Corporation	Somers, NY	Supply Chain Leadership Program	Supply Chain Management
IBM Corporation	Sacramento, CA	Financial Analyst	Finance
Infigen, Inc.	Deforest, WI	Business Analyst	Management-Entrepreneurship Management & Human Resources
Intel Corporation	Albuquerque, NM	Shift Supervisor	Manufacturing & Technology Management Operations & Information Management
International Airport Centers	Chicago, IL	Associate	Real Estate
International Airport Centers	Chicago, IL	Associate	Real Estate
Jeffrey Slocum and Associates	Minneapolis, MN	—	Finance
Johnson Wax Professional	Sturtevant, WI	Associate Product Manager	Marketing
JP Morgan	London, England	—	Finance
JP Morgan Chase and Co.	New York, NY	Global Markets Associate	Finance
Kmart Corporation	Troy, MI	MBA Rotational Analyst	Finance Management & Human Resources
Kohler Company	Kohler, WI	Financial Analyst	Finance
Kraft Foods Inc.	Madison, WI	Senior Financial Analyst	Finance
Kraft Foods Inc.	Madison, WI	Senior Market Research Analyst	Marketing Research
Kraft Foods Inc.	Madison, WI	Senior Market Research Analyst	Marketing Research
Lehman Brothers, Inc.	New York, NY	Equity Analyst Associate	Finance Real Estate
Logistics.com	Burlington, MA	Business Analyst	Operations & Information Management Information Systems
Logistics.com	Burlington, MA	Project Analyst	Supply Chain Management
Lutron Electronics	Rue De Stockholm, France	Sales Engineer	Management-Entrepreneurship Operations & Information Management Management & Human Resources

Organization	Location	Position	Graduate Major(s)
McDonald Investments	Chicago, IL	Associate VP Institutional Equity	Finance
McKinsey & Co.	Duesseldorf, Germany	Fellow	Finance
Michael, Best & Freidrich	Milwaukee, WI	Associate	Real Estate
Milliman & Robertson, Inc.	Brookfield, WI	Assistant Actuary	Actuarial Science
National Employee Assistance	Brookfield, WI	Training & Development Specialist	Management & Human Resources
Novagen	Madison, WI	Manager Materials & Logistics	Supply Chain Management
Nuveen Investments	Chicago, IL		Finance
Oriel Incorporated	Madison, WI	Account Manager	Information Systems
Pechiney	Chicago, IL	Marketing Analyst	Marketing Management & Human Resources
Perlmutter Investment Company	Highland Park, IL	Real Estate Developer	Real Estate
Philips Broadband Networks Inc.	Manlius, NY	Supply Chain Management Development	Manufacturing & Technology Management Operations & Information Management
PM Realty Advisors	Newport Beach, CA	Acquisitions Analyst	Real Estate
POSCO	Seoul, Korea	Analyst	Finance
PPG Industries	Pittsburgh, PA	Financial Analyst-Management	Finance
Procter & Gamble	Cincinnati, OH	Financial Analyst	General Management
Procter & Gamble	Cincinnati, OH	Financial Analyst	Finance Marketing
Procter & Gamble	Cincinnati, OH	—	Management & Human Resources Marketing
Procter & Gamble	Cincinnati, OH	Associate Manager	Management-Agribusiness Marketing Management & Human Resources
Quaker Oats Company	Chicago, IL	Market Research Analyst	Marketing Research
Reliant Energy	Houston, TX	Market Research Analyst	Marketing Research
Ryerson Tull Inc.	Charlotte, NC	General Management Development	Supply Chain Management
Samsung Corporation	Seoul, Korea	Global Marketing Manager	Marketing
Samsung Corporation	Seoul, Korea	Consultant	Marketing Research
Samsung Electronics	Seoul, Korea	Assistant Manager	Marketing
SC Johnson Wax	Racine, WI	Brand Manager	International Business Management & Human Resources
SC Johnson Wax	Racine, WI	Financial Project Supervisor	Accounting Information Systems
Sktelecom Inc.	Seoul, Korea	Corporate Finance Controller	Finance
Sorrento Lactales	Buffalo, NY	Operations Analyst	Manufacturing & Technology Management Operations & Information Management

Organization	Location	Position	Graduate Major(s)
Space Science Research Center	Madison, WI	Project Manager	Manufacturing & Technology Management Operations & Information Management
Space Science Research Center	Madison, WI	Instrumentation Administrator	Manufacturing & Technology Management Operations & Information Management
Sparks Companies	Memphis, TN	Consultant	Management & Human Resources Management-Agribusiness
Standard & Poor's	New York, NY	Associate Director	Finance
Stark Investments	Milwaukee, WI	Marketing Associate	Finance
TRW, Inc.	Fenton, MI	Management Associate	Manufacturing & Technology Management Operations & Information Management
Tucker Anthony Capital Markets	Milwaukee, WI	Associate Analyst-Equity Research	Finance
Tucker Anthony Sutro	New York, NY	Associate Analyst	Finance
UBS Warburg	New York, NY	Equity Institutional Sales	Finance
University of Wisconsin System	Madison, WI	Investment Portfolio Analyst	Finance
US Bank	Minneapolis, MN	Commercial Banking Associate	Real Estate
US Bank	Chicago, IL	Commercial Banking Associate	Real Estate
Venture Investors Management	Madison, WI	Associate	Management-Entrepreneurship Management & Human Resources
Walt Disney World	Orlando, FL	Associate Marketing Manager	Marketing
Wells Fargo Bank	San Francisco, CA	Associate	Real Estate
Wells Fargo Bank	San Francisco, CA	—	Information Systems Management & Human Resources
ZS Associates	Madison, WI	Business Information Specialist	Manufacturing & Technology Management Operations & Information Management Information Systems
ZS Associates	Evanston, IL	Consultant	Marketing Research

## ORGANIZATIONS RECRUITING ON-CAMPUS, ACADEMIC YEAR 2000–2001

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The following organizations recruited graduate students on campus for full-time (F) and intern (I) positions.

3M-F, I	Champion Air-F	Ford Motor Company/Risk Analyst-F
ABD Insurance Services-F	Chicago Mercantile Exchange-F	Ford Motor Land Services Corporation-I
Accenture (formerly Andersen Consulting)-F	Chorus Communication Group-F	Frank N. Magid Associates-F, I
ADC, The Broadband Company-F, I	Chubb Group of Insurance Companies-F, I	Gap, Inc-F
Aegon USA, Investment Management, Inc.-F	CIGNA Corporation-F, I	GE Financial Assurance/Employer Services Group-F
Aid Association for Lutherans/Actuarial-F, I	CINTAS Corporation-F, I	Gem Investors-F
Air Products and Chemicals, Inc.-F, I	Clarion Partners-F	General Electric-F, I
Akibia-F	Clorox Company, The-F, I	General Mills/Consumer Insight-F, I
Alberto Culver Co.-F	CNA Insurance-F	General Mills/Finance-F
Allegiance Healthcare-F	Cohen Financial-F, I	General Mills/Marketing-F, I
Alliant Energy Corporation-F	Computer Sciences Corporation (CSC) Consulting-F	General Mills/Sales Division-F
Allstate Financial-I	Conoco Global Power-F	General Motors/Human Resources-F
Allstate Insurance Company Property & Casualty-F, I	CONSECO-F	GenTek-F, I
Allstate Life & Savings-F	Continental Properties-F	Gibson & Associates-F, I
American Express Tax & Business Services-F	Cooper Industries-F	Goodyear Tire and Rubber Company/Marketing Research-I
American Family Insurance Group-F	CUNA Mutual Group-F, I	Grainger, Inc./MBA-F
American General Financial Group-F	CUNA Mutual Group Business Systems-F	Grant Thornton, LLP-F, I
American International Group (AIG) N.Y.-F	Custom Research (CRI)-F, I	Grant Thornton, LLP/ Information Systems-I
American Management Systems, Inc.-F	DaimlerChrysler Corporation/Human Resources-I	Great West Life & Annuity-F
American Medical Security (AMS)-F	DaimlerChrysler Corporation/ITM-F, I	Greenbrier & Russel, Inc.-F
Ameritech/SBC Global Network-F	Dain Rauscher Wessels-F	Group One Trading-F
AMLI Residential Properties-F	David L Babson & Co./MassMutual Financial Group-I	Guidant Corporation-F, I
Arthur Andersen LLP-F	Deere & Company/Illinois-F, I	Hammes Company-F
Arthur Andersen LLP/International-F	Dell Computer Corporation-F	Hammes Company/Corporate-F
Arthur Andersen/Industrial Relations-F	Deloitte & Touche Consulting/Actuarial-F, I	Harley-Davidson Motor Company-I
Arthur Andersen/Real Estate Consulting Group-F	Deloitte & Touche LLP-F	Hartford, The/Connecticut-F
Automotive Directions-I	Deloitte & Touche, LLP/Real Estate-I	Heitman Financial LLC-I
Banc of America Securities-F	Deloitte Consulting/MBA-F	Hewitt Associates-F
Bank of America-F	Directions Research, Inc.-F, I	Hewitt Associates/Actuarial-F, I
Bank One Insurance Group-I	Dominium Development & Acquisition, LLC-F, I	Hines-F, I
Bankers Life & Casualty Company-F	DoveBid Valuation Services-F	Houlihan Lokey, Howard & Zukin-F
BBDO Chicago-F	Duke-Weeks Realty Corporation-F	i2 Technologies-F
BDO Seidman, LLP-F	Eaton Corporation/Milwaukee-F	IBM Corporation/Corporate Accounting-F, I
Becker Conviser Professional Review-I	Ecolab Inc./Marketing-I	IBM Corporation/Finance-F
Best Buy Co., Inc.-F, I	Ecolab Inc./Information Systems-F	IBM Corporation/Human Resources-I
Botta Capital Management L.L.C.-F	Ecolab Inc./Supply Chain-F	Information Resources, Inc.-F
Braun Consulting-F	Eli Lilly and Company-F	Inland Real Estate Sales-F
Brunswick Corp/Mercury Marine-F	Eli Lilly and Company/Marketing Research-F, I	Innavision Global Marketing Consultants-F
Burke Inc.-F	Epic Systems Corporation-F	Insignia/ESG-F
Cap Gemini Ernst & Young-F	Ernst & Young LLP-F	INTEL Corporation-I
Capital One-F	FBOP Corporation-F	iogistics.com, Inc.-F, I
Cargill, Inc.-F	FedEx Services-F, I	Iregns Development Partners-F
Catalyst International, Inc.-F	Firstar Corporation-F	JC Penney-F, I
Caterpillar Inc.-F	Ford Motor Company-F, I	Johnson & Johnson International-F
	Ford Motor Company/Information Systems-F, I	Johnson Controls, Inc.-F
		Johnson Wax Professional-I
		Jones Lang LaSalle Americas-F
		Kimberly-Clark Corporation-F, I

## ORGANIZATIONS RECRUITING ON-CAMPUS, ACADEMIC YEAR 2000–2001

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Kimberly-Clark Corporation/Marketing-F, I	Paragon Development Systems-F	SunAmerica-F
Kmart Corporation-F	Peace Corps-F	Superior Bulk Logistics, Inc.-F
Kohler Company-F, I	Pechiney-F, I	Susquehanna International Group, LLP-F
KPMG LLP-F	Pfizer, Inc-F	Swiss Re-F
Kraft Foods/Market Research-F, I	Philip Morris USA-I	Target Financial Services/Target Corporation-F, I
Kraft Foods/Marketing-F, I	Philip Morris USA/Marketing Research-F, I	Taylor Investment Corporation-I
Kraft Foods/Oscar Mayer Foods/Finance-F, I	PricewaterhouseCoopers LLP-F	TIAA-CREF-F
Kraft Foods/Oscar Mayer Information Technology-F	PricewaterhouseCoopers/Actuarial-F, I	Towers Perrin/Actuarial-F, I
Kraft Foods/Oscar Mayer/Supply Chain-F, I	Principal Financial Group/Actuarial-F, I	Transwestern Investment Company-I
Land's End-F, I	Procter & Gamble/Consumer Market Knowledge-F, I	Trustmark Insurance Company-F
Lend Lease Real Estate Investments-F	Procter & Gamble/Finance-F, I	TRW, Inc.-F, I
Liberty Mutual Group-F	Procter & Gamble/Information Technology-F, I	United States Army-F
Lincoln Property Company-F	Progressive Insurance-F	United States Marine Corps Officer Selection-F, I
Lockton Companies-F	Prudential Capital Group/MBA-F	United States Navy-F
Logan Consulting-F, I	Prudential Individual Financial Services-F	Unifi Network (sub.of PricewaterhouseCoopers)-F, I
Lucent Technologies-F	Prudential Securities-F	Unilever HPC USA (Helene Curtis)-F
Lutheran Brotherhood-F	Quaker Oats Company, The-F, I	United Defense-F
Mandel Group-F	Rayovac Corporation-F, I	United Government Services-F, I
Marathon Ashland Petroleum LLC-I	Raytheon Company-F, I	United Properties-F
Marcus & Millichap-F	Real Estate Analysis Corporation-F	United States Securities and Exchange Commission-F
Mark Travel Corporation,The-F	Reden & Anders-F, I	Urban Retail Properties-F
Martin D. Verhelst, CPA-F, I	Robert W. Baird-F	US Bank-I
McGladrey & Pullen, LLP-F	Robert W. Baird/Trading-F	USBancorp-F, I
McKinsey & Co.-F	Rockwell Automation-F	UtiliCorp United-Aquila Energy-F, I
Mercedes-Benz Credit-F, I	Rolls-Royce Corporation-F, I	Verizon Communications (formerly GTE)-F, I
Merrill Lynch Private Client Group-I	Rootberg Business Services-F	Virchow Krause & Company, LLP-F
Merrill Lynch/Business Financial Services Group-F	Royal & SunAlliance-F	Wallace Computer Services-F
Merrill Lynch/Private Client Group of New Jersey-F, I	RREEF-F	Wal-Mart Stores, Inc./Internal Audit-F
Merrill Lynch/US Private Client Group of New York-I	Ryerson Tull-F, I	Watson Wyatt Worldwide-F
Mervyn's California/Human Resources-F	Sam's Club-F	Wausau Insurance Company-F
Mid-America Real Estate Group-F	SC Johnson Wax-F, I	Wegner LLP-F
Miller Brewing Company-I	SC Johnson Wax/Supply Chain-I	Wells Fargo Auto Finance Division-F, I
Miller Brewing Company/MBA-I	Schenck & Associates SC-F	Wells Fargo Financial Acceptance-F
Milliman & Robertson, Inc.-F	Smith & Gesteland LLP-F, I	Williams Young, LLC-F
Minute Maid Company, The-F	SMW Trading Co.-F	Wisconsin Department of Revenue-F
Minute Maid Company, The/Strategic Analytics,-I	Spear, Leeds and Kellogg-F	Wisconsin Distributors, L.P.-F, I
MONEY Real Estate-F	St. Paul Companies-F, I	Wisconsin Legislative Audit Bureau-F
Munder Capital Management-F, I	Stafford Trading-F	Wisconsin State Government-F, I
New York Life-F	Stark Investments-F, I	Wolverine Trading-F
Northwest Airlines-F	State Teachers Retirement System of Ohio-F	Yellow Freight System-F
Northwestern Investment Management Co.-F, I	Steak 'n Shake-F, I	ZS Associates-F
Northwestern Mutual Financial/Kosnick Agency-F, I	Stockamp & Associates, Inc.-F	ZS Associates/Master's-F
NPD Group, The-F	Stout Risius Ross, Inc.-F	
Oak Brook Bank-F	Strong Capital Management/Bachelor's-F	270 Employers Seeking Master's Candidates
	Strong Capital Management/Master's-F, I	243 Employers Seeking Master's Full-Time Candidates
	Stryker Medical-F, I	
	Sun Microsystems, Inc.-F	109 Employers Seeking Master's Intern Candidates

# MBA/MS Summer 2001 Internships



**T**HE SCHOOL OF BUSINESS PLAYED A MAJOR ROLE IN UW-MADISON'S FIRST INTERNATIONAL OPPORTUNITIES AWARENESS MONTH IN FEBRUARY 2001. MORE THAN 20 EVENTS WITH AN INTERNATIONAL FOCUS WERE HELD FOR STUDENTS CAMPUS-WIDE.

**T**HE A.C. NIELSEN CENTER FOR MARKETING RESEARCH AT THE SCHOOL OF BUSINESS TEAMED UP WITH THE AMERICAN MARKETING ASSOCIATION TO PRESENT A CONFERENCE IN CHICAGO ON ONLINE MARKET RESEARCH, THE 2000 EXPLORE FORUM.

## ORGANIZATIONS HIRING WISCONSIN MBA/MS INTERNS SUMMER 2001

Company	Location	Graduate Major
Alliant Energy	Madison, WI	Marketing Marketing Research
Bristol-Myers Squibb	Evansville, IN	Marketing
Cargill Animal Nutrition	Elk River, MN	Management & Human Resources Management-Agribusiness
Clorox Company, The	Oakland, CA	Marketing Research
Colgate-Palmolive	Quang Zhou, China	Supply Chain Management
Colgate-Palmolive	Bangkok, Thailand	Supply Chain Management
Credit Suisse First Boston	New York, NY	Finance
CUNA Mutual Group	Madison, WI	Finance
David L. Babson	Chicago, IL	Real Estate
Deloitte Consulting	Minneapolis, MN	Information Systems
DPR Construction	Redwood City, CA	Finance
Eli Lilly and Company	Indianapolis, IN	Marketing Research
Eli Lilly and Company	Indianapolis, IN	Marketing Research
Ernst & Young LLP	San Francisco, CA	Real Estate
Federal Express	Memphis, TN	Finance
GE Capital	Stamford, CT	Management & Human Resources
General Mills Inc.	Minneapolis, MN	Marketing Research Marketing
Gibson Consulting	Chicago, IL	Supply Chain Management
Grainger, Inc.	Lake Forest, IL	Marketing
Grainger, Inc.	Lake Forest, IL	Supply Chain Management
Grainger, Inc.	Lake Forest, IL	Management & Human Resources
Grant Thornton LLP	Madison, WI	Information Systems
Guidant Corporation	St. Paul, MN	Marketing Supply Chain Management
Guidant Corporation	St Paul, MN	Marketing Research
Guidant Corporation	St. Paul, MN	Marketing
Hallmark Cards	Kansas City, KS	Marketing Research

### Top Ten Companies Who Hired MBA/MS Interns

- Guidant Corporation
- Colgate Palmolive
- Eli Lilly and Company
- Grainger, Inc.
- Hallmark Cards
- Harley Davidson Motor Company
- IBM Corporation
- Johnson Wax Professional
- Lands' End
- Ryerson Tull

### Summer/Semester Intern Positions

- \$4,931 average monthly salary
- \$7,200-\$2,000 range
- \$1,000 average sign-on bonus (5% received)
- \$2,325 average relocation allowance (3% received)



**E**MPLOYER INTEREST IN BOTH OUR UNDERGRADUATE AND GRADUATE STUDENTS REMAINED STRONG. DURING THE 2000–2001 ACADEMIC YEAR:

- ◆ 490 EMPLOYERS INTERVIEWED UNDERGRADUATE AND GRADUATE STUDENTS IN THE BUSINESS CAREER CENTER FOR FULL-TIME AND INTERN POSITIONS;
- ◆ 247 EMPLOYER BRIEFINGS WERE CONDUCTED BY ON-CAMPUS RECRUITING ORGANIZATIONS;
- ◆ 2,522 INTERVIEWS WERE CONDUCTED FOR INTERN POSITIONS AND 6,215 INTERVIEWS FOR FULL-TIME POSITIONS;
- ◆ 525 EMPLOYER REPRESENTATIVES FROM 178 ORGANIZATIONS MET WITH OVER 1,500 STUDENTS AT THE CAREER FORUM 2000;
- ◆ 225 EMPLOYER REPRESENTATIVES FROM 79 ORGANIZATIONS MET WITH OVER 1,000 STUDENTS AT THE SPRING BIZ JOB FAIR 2001.

Company	Location	Graduate Major
Hallmark Cards	Kansas City, KS	Marketing Research
Harley-Davidson Motor Company	Milwaukee, WI	Supply Chain Management
Harley-Davidson Motor Company	Milwaukee, WI	Management & Human Resources
Hoffman Corporation	Appleton, WI	Real Estate
HSBC Bank	New York, NY	Finance
i2 Technologies	Dallas, TX	Information Systems
IBM Corporation	San Jose, CA	Supply Chain Management
IBM Corporation	Raleigh, NC	Supply Chain Management
Intel Corporation	Portland, OR	Marketing Research
International Airport Carriers	Birmingham, MI	Finance Real Estate
logistics.com	Green Bay, WI	Supply Chain Management
Johnson Wax Professional	Racine, WI	Operations & Information Management
Johnson Wax Professional	Racine, WI	Supply Chain Management
Kegonsa Technologies Inc.	Madison, WI	Supply Chain Management
Kmart Corporation	Troy, MI	Finance
Kraft Foods Inc.	Madison, WI	Marketing
Lands' End	Dodgeville, WI	Marketing
Lands' End	Dodgeville, WI	Marketing
Lehman Brothers, Inc.	New York, NY	Finance Real Estate
Nicholas Funds	Milwaukee, WI	Finance
Pechiney	Norwalk, CT	Marketing
Philip Morris USA	New York, NY	Marketing Research
Philip Morris USA	Bloomington, MN	Marketing
Pillsbury Company, The	Minneapolis, MN	Marketing Research
Quaker Oats Company, The	Chicago, IL	Marketing Research
RREEF	Chicago, IL	Finance Real Estate
Ryerson Tull	Denver, CO	Supply Chain Management
Ryerson Tull	Chicago, IL	Supply Chain Management
Salomon Smith Barney	Madison, WI	Accounting International Business
Salomon Smith Barney	New York, NY	Finance
Sandia National Laboratory	Albuquerque, NM	Manufacturing & Technology Management Operations & Information Management
SC Johnson Wax	Racine, WI	Supply Chain Management
Schreiber Foods, Inc.	Green Bay, WI	Information Systems Supply Chain Management
Sears Roebuck & Company	Hoffman Estates, IL	Real Estate
Stark Investments	Mequon, WI	Finance
TECO	Madison, WI	Operations & Information Management
TECO	Madison, WI	Manufacturing & Technology Management Operations & Information Management, In
TRW, Inc.	Cleveland, OH	Management & Human Resources
US Bank	St. Paul, MN	Finance

# Five-Year Professional Program Student Summary 2000–2001 Academic Year



The Master of Accountancy degree is designed for students seeking advanced preparation for careers in various aspects of accounting. It stresses in-depth study of accounting theory, auditing, taxation, information systems, applications, policy and decision making. Undergraduate accounting students at Wisconsin may apply to the Master of Accountancy degree program prior to their fifth year. The Professional Accounting Program exceeds the 150 credit hours in accountancy requirement needed for the CPA certification.

Average Base Salary \$44,876  
 Median Salary \$42,275  
 Salary Range \$67,000-\$38,000

Average Sign-on Bonus \$2,754 (72% received)  
 Median Sign-on Bonus \$2,000  
 Sign-on Bonus Range \$8,500-\$1,000

Average Other Guaranteed Compensation \$3,767 (8% received)  
 Median Other Guaranteed Compensation \$6,700  
 Other Guaranteed Compensation \$6,700-\$2,000

86% of Job-Accepting MAcc graduates provided useable salary information.

## GEOGRAPHIC REGION

Region	# of Acceptances	% of Acceptances	Average Base Salary	Median Base Salary	Salary Range
Chicago	6	14.3%	\$52,833	\$53,250	\$54,000-\$51,000
Madison	6	14.3%	\$39,200	\$39,750	\$40,500-\$38,000
Milwaukee	11	26.2%	\$42,355	\$42,500	\$45,000-\$40,000
Minneapolis/St. Paul	10	23.7%	\$41,375	\$42,250	\$42,500-\$40,000
Other Wisconsin	1	2.4%	-	-	-
Northeast	4	9.5%	\$54,667	\$59,500	\$67,000-\$45,000
South	1	2.4%	-	-	-
West	2	4.8%	-	-	-
None Specified	1	2.4%	-	-	-



### Student Profile

MAcc student average on GMAT 620  
Undergraduate GPA 3.53/4.0

**T**HE SCHOOL OF BUSINESS LAUNCHED A NEW WEBSITE IN SPRING OF 2001 WITH MANY EXPANDED FEATURES FOR PRESENT AND PROSPECTIVE STUDENTS, EMPLOYERS, ALUMNI AND OTHER AUDIENCES -WWW.BUS.WISC.EDU.

### MAcc Internship Highlights

Each spring students from the Five Year Professional Program interview on-campus for accounting internships, which are a requirement of the program. Below is a list of accepted internships:

- 3M
- Arthur Andersen LLP (11)
- BDO Seidman, LLP (3)
- Cargill, Inc.
- CUNA Mutual Group
- John Deere & Company
- Deloitte & Touche LLP (5)
- Ernst & Young LLP (7)
- Grant Thornton LLP (3)
- KPMG LLP (10)
- McGladrey & Pullen, LLP
- PricewaterhouseCoopers LLP (10)
- SC Johnson Wax
- Virchow Krause & Co., LLP (3)

## ORGANIZATIONS HIRING WISCONSIN MACC GRADUATES

Organization	Location	Position
Arthur Andersen LLP	Milwaukee, WI	Staff
Arthur Andersen LLP	—	Staff Accountant
Arthur Andersen LLP	Milwaukee, WI	Staff Auditor
Arthur Andersen LLP	Chicago, IL	Audit Staff
Arthur Andersen LLP	New York, NY	Associate
Arthur Andersen LLP	Milwaukee, WI	Auditor
Arthur Andersen LLP	Milwaukee, WI	Staff Accountant
Arthur Andersen LLP	Milwaukee, WI	Audit Staff
Arthur Andersen LLP	Chicago, IL	Staff Auditor
Arthur Andersen LLP	Milwaukee, WI	Staff Accountant
Arthur Andersen LLP	Chicago, IL	Auditor
Arthur Andersen LLP	New York, NY	Audit Staff
Arthur Andersen LLP	Minneapolis, MN	Staff Auditor
Arthur Andersen LLP	Milwaukee, WI	Tax Staff
Arthur Andersen LLP	Milwaukee, WI	Tax Staff Accountant
Deloitte & Touche LLP	Sacramento, CA	—
Deloitte & Touche LLP	Milwaukee, WI	Auditor
Ernst & Young LLP	Chicago, IL	Internal Audit Staff
Ernst & Young LLP	Minneapolis, MN	Auditor
Ernst & Young LLP	Milwaukee, WI	Audit Staff
Ernst & Young LLP	Chicago, IL	Audit Staff
Ernst & Young LLP	Minneapolis, MN	Audit Staff
Ernst & Young LLP	Minneapolis, MN	Staff Accountant
Grant Thornton LLP	Madison, WI	Staff Auditor
Grant Thornton LLP	Madison, WI	Auditor
Grant Thornton LLP	Madison, WI	Assurance/Audit Staff
Grant Thornton LLP	Irvine, CA	Associate
Grant Thornton LLP	Madison, WI	Tax Accountant
KPMG LLP	Naples, FL	Staff
KPMG LLP	Minneapolis, MN	Audit Staff
KPMG LLP	Minneapolis, MN	Staff Accountant
KPMG LLP	Minneapolis, MN	Assistant Accountant
KPMG LLP	New York, NY	Associate
PricewaterhouseCoopers LLP	Milwaukee, WI	Associate
PricewaterhouseCoopers LLP	Minneapolis, MN	Audit Staff
PricewaterhouseCoopers LLP	Minneapolis, MN	Auditor-ABAS Associate
PricewaterhouseCoopers LLP	Chicago, IL	—
PricewaterhouseCoopers LLP	Minneapolis, MN	Auditor
SC Johnson Wax	Racine, WI	Financial Analyst
Virchow, Krause & Co. Inc. LLP	Madison, WI	Staff Accountant
Williams Young, LLC	Madison, WI	Staff Accountant

## **Business Career Center Staff**

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Karen Stauffacher, Assistant Dean and Director	608/262-2810
Lois Flad, Associate Director, On-Campus Recruiting	608/263-6286
Amy Bina, Assistant Director, Undergraduate Career Development	608/262-5225
Lisa Collins, Assistant Director, Undergraduate Career Development	608/262-9040
Dawn Rappold, Assistant Director, Technology Services	608/263-9383
Mary Skupniewitz, Assistant Director, Technology Services	608/265-5104
Carol Eisele, Career Events Manager	608/262-4393
KarenJean Schluter, Scheduling Coordinator	608/262-4367

## **Graduate Programs Office Staff**

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John Nevin, Associate Dean for Graduate Programs	608/262-8912
Phil Miller, Assistant Dean for Graduate Programs	608/265-5105
Betsy Kacizak, Director of Graduate Career Services	608/262-8948
Mark Matosian, Director of Graduate Student Services	608/265-5078
Lisa Urban, Director of Admissions & Financial Aid	608/262-4610
Kari Nysather, Coordinator, International Career and Student Services	608/265-2353
Graduate Programs Office General Information	608/262-4000

## **Administration**

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R.D. Nair, Interim Dean	608/262-3819
Peter Barcher, Associate Dean for Research and Program Development	608/263-2085
Ted Beck, Associate Dean for Executive Education	608/262-2668
James Johannes, Associate Dean for Undergraduate Programs	608/262-0471
John Nevin, Associate Dean for Graduate Programs	608/262-8912
Pam Benjamin, Assistant Dean for External Relations	608/262-7426
Jo Meier, Assistant Dean for Undergraduate Programs	608/262-0471
Phil Miller, Assistant Dean for Graduate Programs	608/265-5105
Jim Pavelko, Assistant Dean for Financial Management	608/262-2017
Karen Stauffacher, Assistant Dean and Director, Business Career Center	608/262-2810



## **Business Career Center**

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Employer Hotline 866/436-3533 (toll-free)