MBA DIRECT
EMPLOYMENT
REPORT 2020-2022

Classes of 2020-2022 at a glance

$126,995
Average total compensation (included: base salary, signing bonus, and other guaranteed compensation), based on a 72-per-cent reporting rate.

$114,283
Average base salary, based on a 72-per-cent reporting rate.

89%
of those seeking, received an offer by September 1 2020*, 2021 and 2022 respectively, based on a 98-per-cent reporting rate.

90%
of those who accepted employment made at least one career transition and 63 per cent made at least two career transitions (change in industry, function, and/or geography).

MBA Direct compensation summary

<table>
<thead>
<tr>
<th>2020-2022 BREAKDOWN</th>
<th>Reporting rate</th>
<th>Min $</th>
<th>Max $</th>
<th>Median $</th>
<th>Average $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Salary</td>
<td>72%</td>
<td>$70,000</td>
<td>$228,000</td>
<td>$100,000</td>
<td>$114,283</td>
</tr>
<tr>
<td>Signing Bonus</td>
<td>34%</td>
<td>$5,000</td>
<td>$50,000</td>
<td>$15,000</td>
<td>$19,600</td>
</tr>
<tr>
<td>Other Guaranteed Compensation</td>
<td>28%</td>
<td>$2,000</td>
<td>$32,000</td>
<td>$5,000</td>
<td>$10,136</td>
</tr>
<tr>
<td>Total Compensation</td>
<td>72%</td>
<td>$70,000</td>
<td>$278,000</td>
<td>$110,000</td>
<td>$126,995</td>
</tr>
</tbody>
</table>

* This year, due to the COVID-19 pandemic, December 1 was used as the offer cutoff rate.
### Industry of accepted employment

- Consulting (38%)
- Financial Services (38%)
- Technology (7%)
- Accounting/Audit/Tax (3%)
- Construction (3%)
- Consumer Products (3%)
- Energy/Resources – Utility Services (3%)
- Food Service/Restaurant/ Food Production (3%)

### Function of accepted employment

- Consulting/Corporate Strategy (41%)
- Finance (21%)
- Leadership Development/ Rotational Program (14%)
- Sales/Business Development (10%)
- Unknown (7%)
- Marketing (3%)
- Product Management (3%)

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Due to rounding, numbers presented throughout this report may not add up precisely to the totals indicated, as they are rounded to the nearest percent.
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