

master of  
management studies:  
foundations of business  
ALUMNI CAREER SURVEY

DUKE  
FUQUA  
SCHOOL OF BUSINESS

2023



“

The MMS program ‘rescued’ my career and I will forever be thankful and indebted to the program. I was an English major from a school not many people have heard of where I made less than \$20,000 per year after graduating. The only shot for me to get the job of my dreams was a complete reset, and the MMS program was my ticket out.”

**DIRECTOR  
CLASS OF 2014**

A web-based survey was sent to all Master of Management Studies: Foundations of Business (MMS: FOB) program alumni who had graduated between 2010-2022 to solicit their feedback on how the program has affected their career prospects and earning potential.

Of the 1,532 MMS alumni who received the survey, 322 participated representing a 21% response rate.

## where are they now? and what are they doing?

### TOP 5 COUNTRIES MMS GRADS ARE WORKING IN

MMS: Foundations of Business graduates are primarily working in the United States or China, with fewer working in other locations across multiple continents.

**80.3%**  
united states

**6.6%**  
china

**3.9%**  
India

**1.3%**  
switzerland

**0.9%**  
canada

### TOP 5 CITIES MMS: FOB GRADS ARE WORKING IN

New York metro and San Francisco metro have the greatest concentration of MMS alumni. The remainder of the top five cities are located on the East or West Coasts of the United States.

**20.9%**  
new york metro

**7.8%**  
san francisco metro

**4.8%**  
boston metro

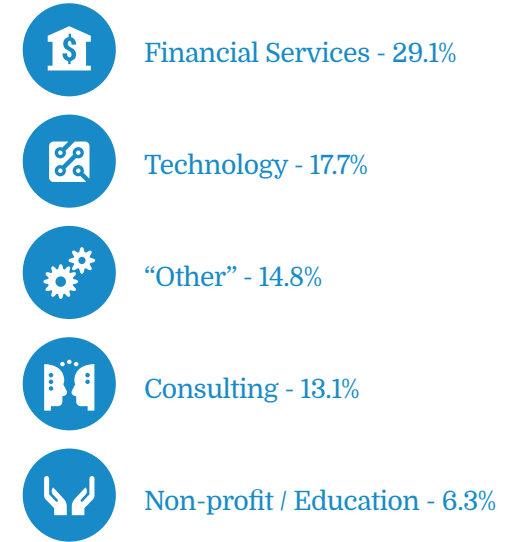
**4.3%**  
los angeles metro

**4.3%**  
dc metro

### INDUSTRIES & FUNCTIONS

Financial Services, Technology, and Consulting account for 60% of the industries that employ MMS alumni. Non-profit/Education industries employ 6.3% of alumni and 5.5% are employed in Retail/Wholesale.

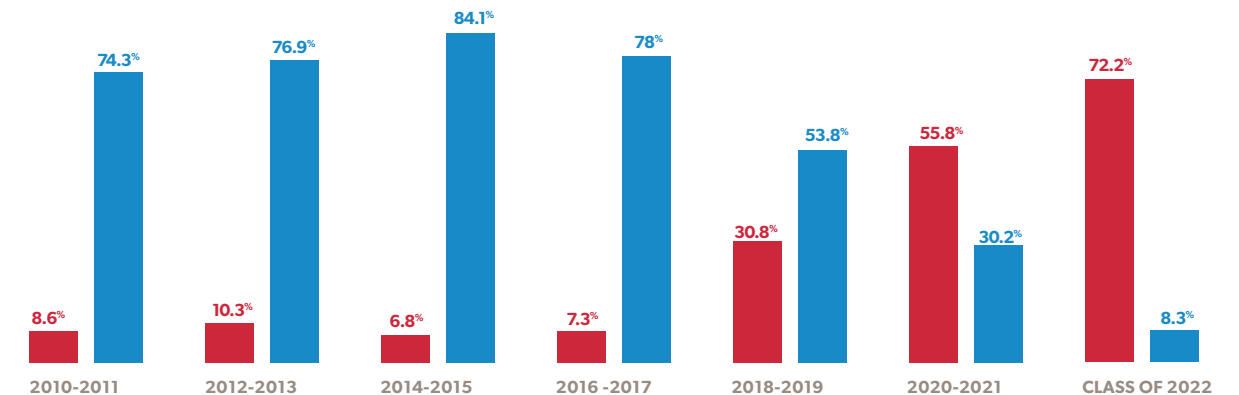
MMS jobs are also concentrated in four functions. Nearly one-quarter of alumni work in Finance, followed by other functions, including Strategy at 13.9%, Consulting at 11%, and Marketing at 8%.



### making moves

Ninety percent of MMS graduates from the class of 2022 had a job prior to, or within three months of, graduation. Although roughly 72% of alumni from the class of 2022 are still employed full-time at the same company they joined immediately following the program, it is likely they will continue the same trend as alumni from previous years and seek employment at a different company than the one they joined post-program. The data show (p. 4-5) that as alumni make the transition from their first company to their current one, they are also likely to earn higher titles and better compensation.

■ CURRENT COMPANY THE SAME AS FIRST COMPANY AFTER FUQUA  
■ DIFFERENT COMPANY THAN THE FIRST COMPANY AFTER FUQUA



“

(The program) was a very good experience for building my confidence/business knowledge post-graduation. The Fuqua network in Charlotte is very strong.

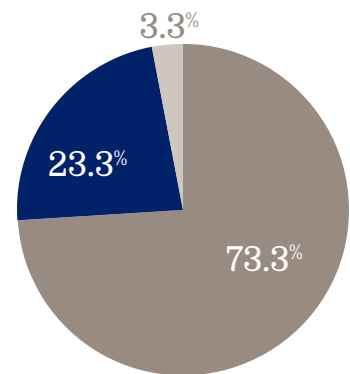
ANALYST  
CLASS OF 2022



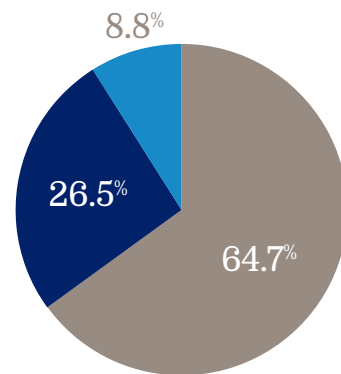
# career progression post-fuqua

## CAREER PROGRESSION BY POSITION

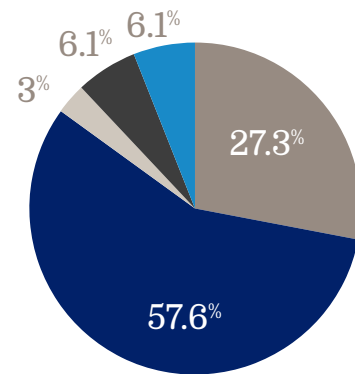
■ ANALYST ■ MANAGER ■ DIRECTOR ■ VICE PRESIDENT ■ C-LEVEL EXECUTIVE



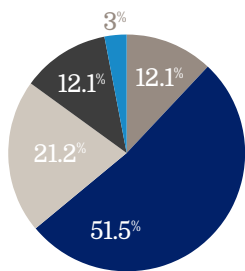
Class of 2022



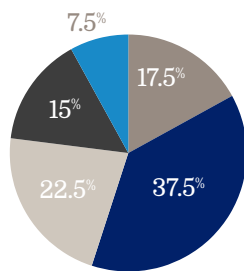
2020-2021



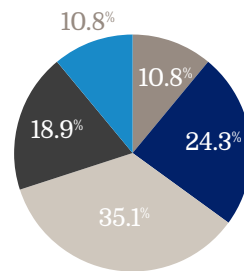
2018-2019



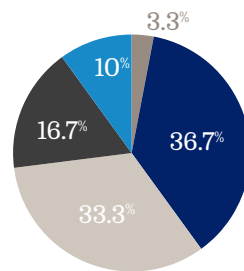
2016-2017



2014-2015



2012-2013



2010-2011

“

I truly felt it was a privilege to attend the MMS program. I made lifelong friends and it helped to accelerate my career.

**VICE PRESIDENT  
CLASS OF 2014**

“

Early exposure to various areas of business and the ability to attend MBA level events at a younger age have aided my ability to converse/network with other professionals.

**ANALYST  
CLASS OF 2022**



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Great boost to my career trajectory since I was a non-business major pre-MMS. Without the program and Duke Fuqua, it would have been hard for me to receive a job in finance.

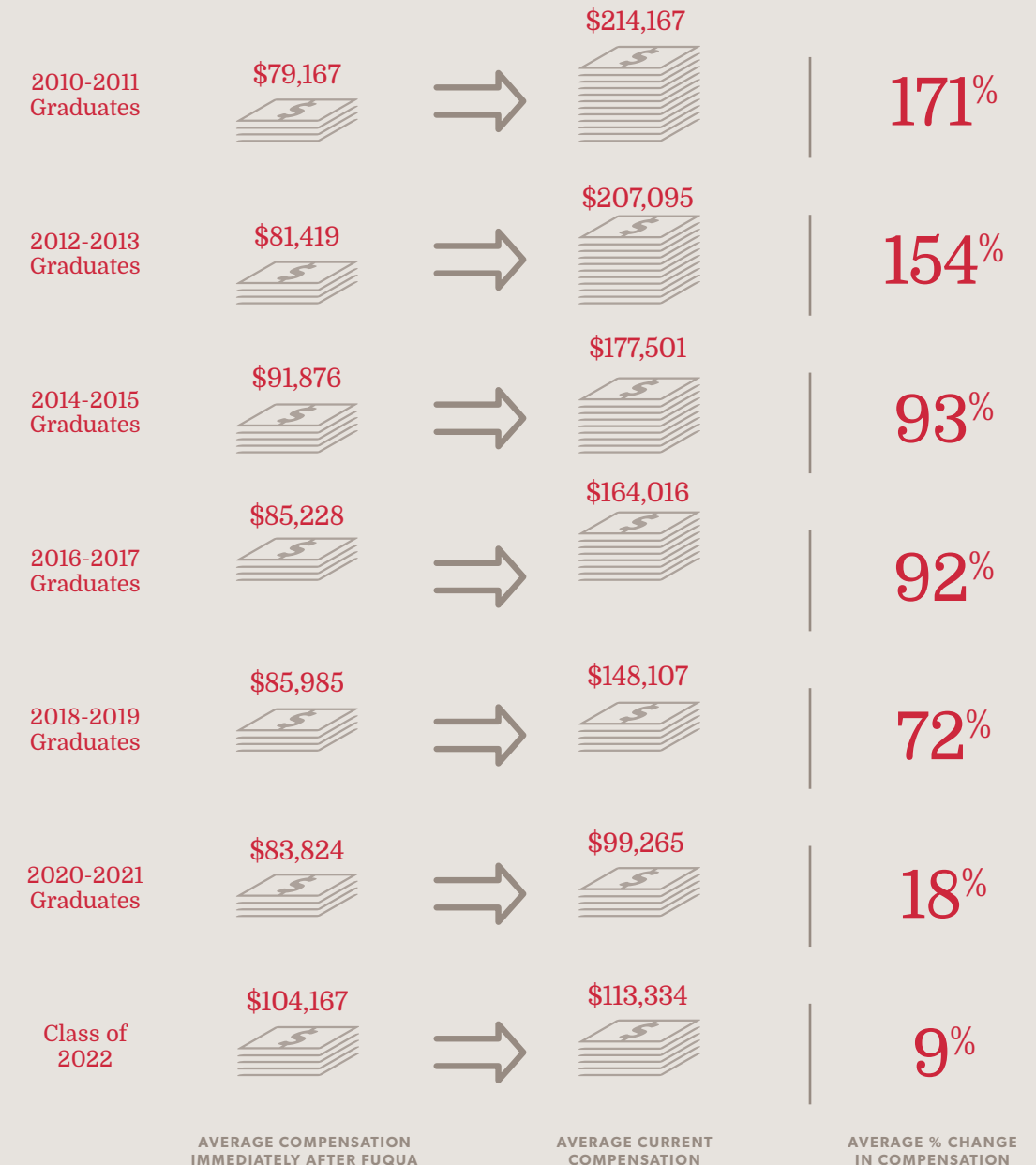
**ANALYST  
CLASS OF 2022**

## the rewards

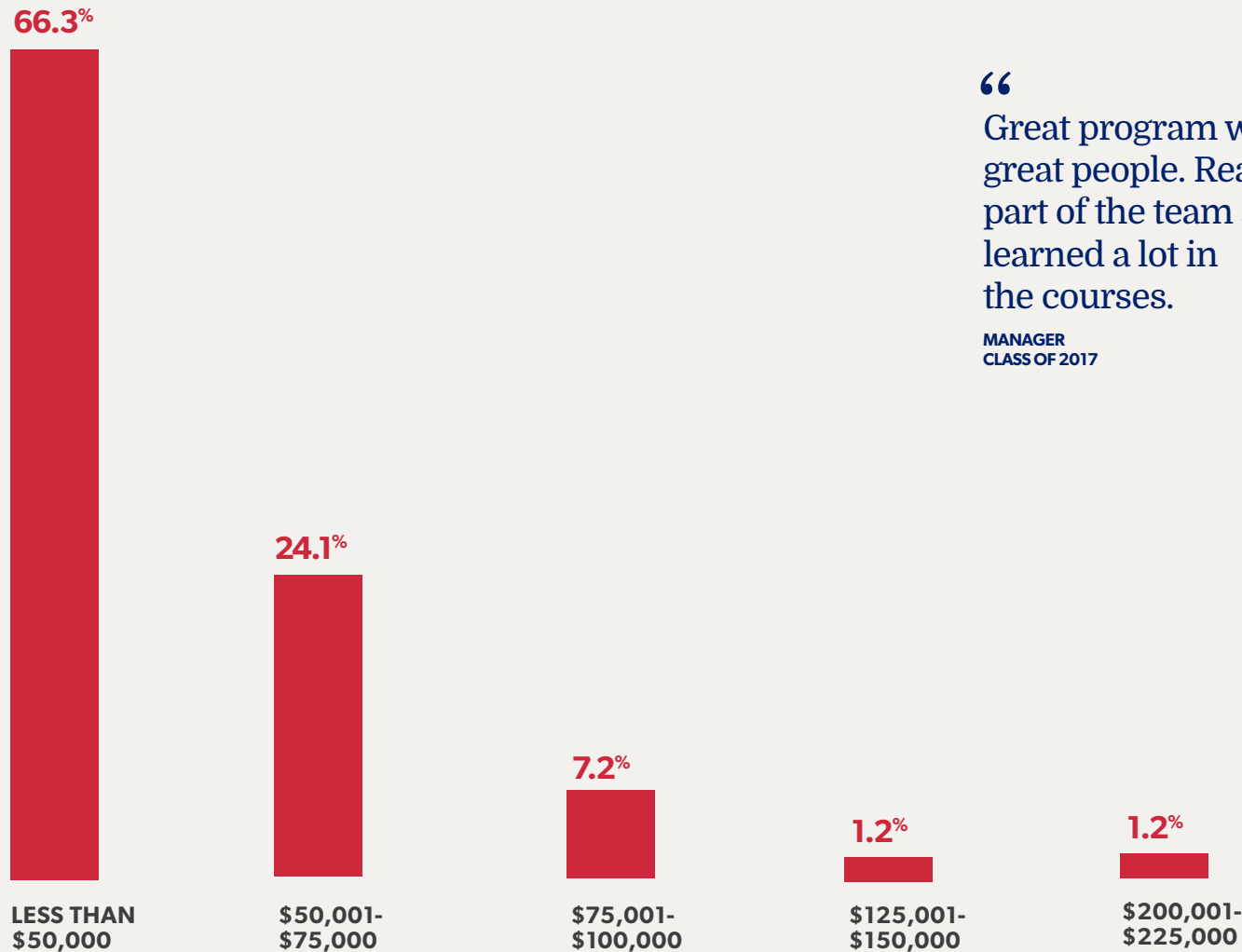
Financial compensation has grown significantly for MMS alumni, with an average change in compensation of 85% from their first role immediately after Fuqua to their current job.

Twenty-four percent of alumni are currently making more than \$250,000.

# the master of management studies ROI



## compensation before fuqua



“Great program with great people. Really felt part of the team and learned a lot in the courses.”

MANAGER CLASS OF 2017

“People in my class were great, and I still talk to a few of them on a frequent basis. Loved the city. Great events hosted by MMS and Duke, supportive career coaches, really loved my communication class. That one was the most helpful.”

MANAGER CLASS OF 2019

## pre-fuqua work experience

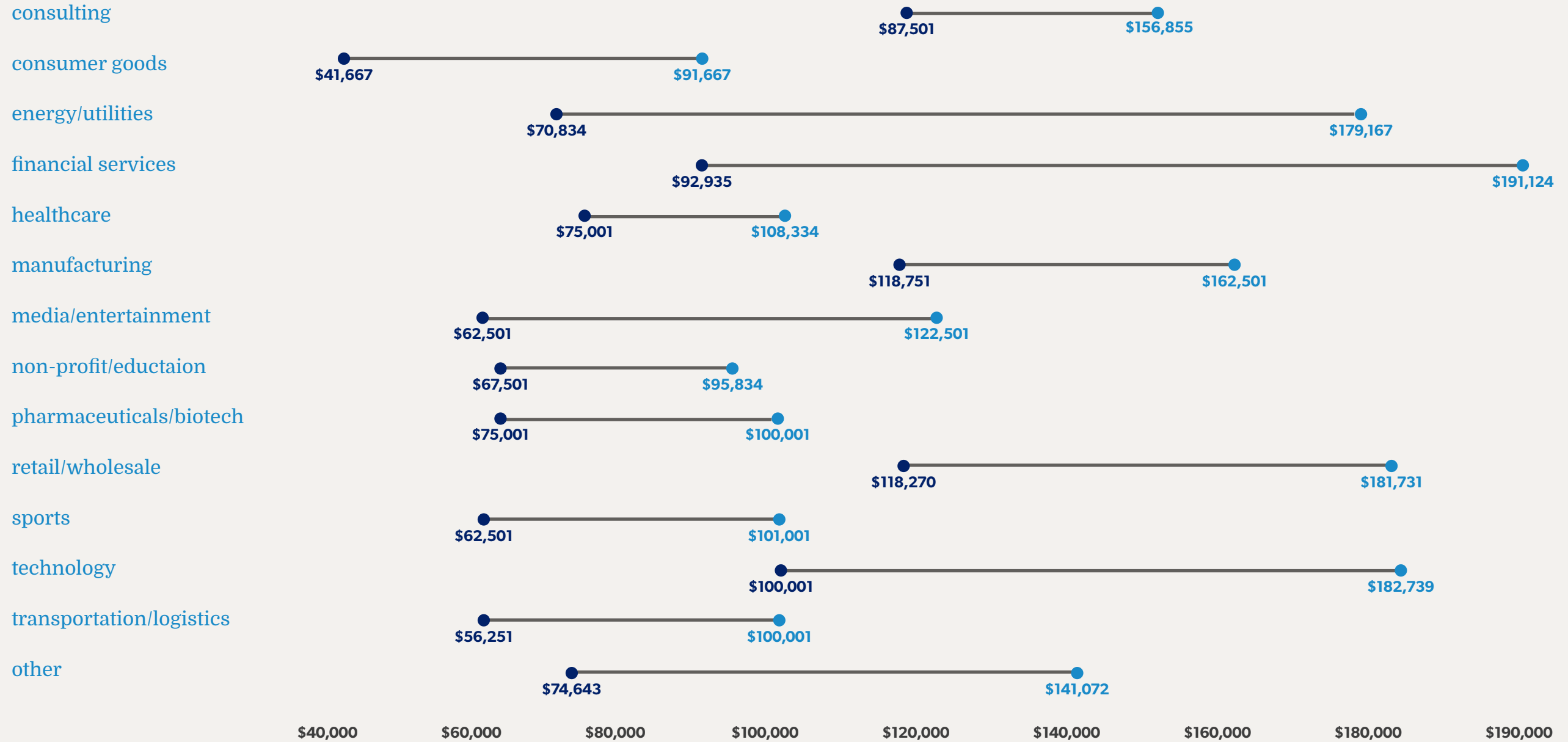


“I felt it was like a year of professional experience with the safety net of school, so it was great as a transition from undergrad school into the workforce.”

MANAGER CLASS OF 2014

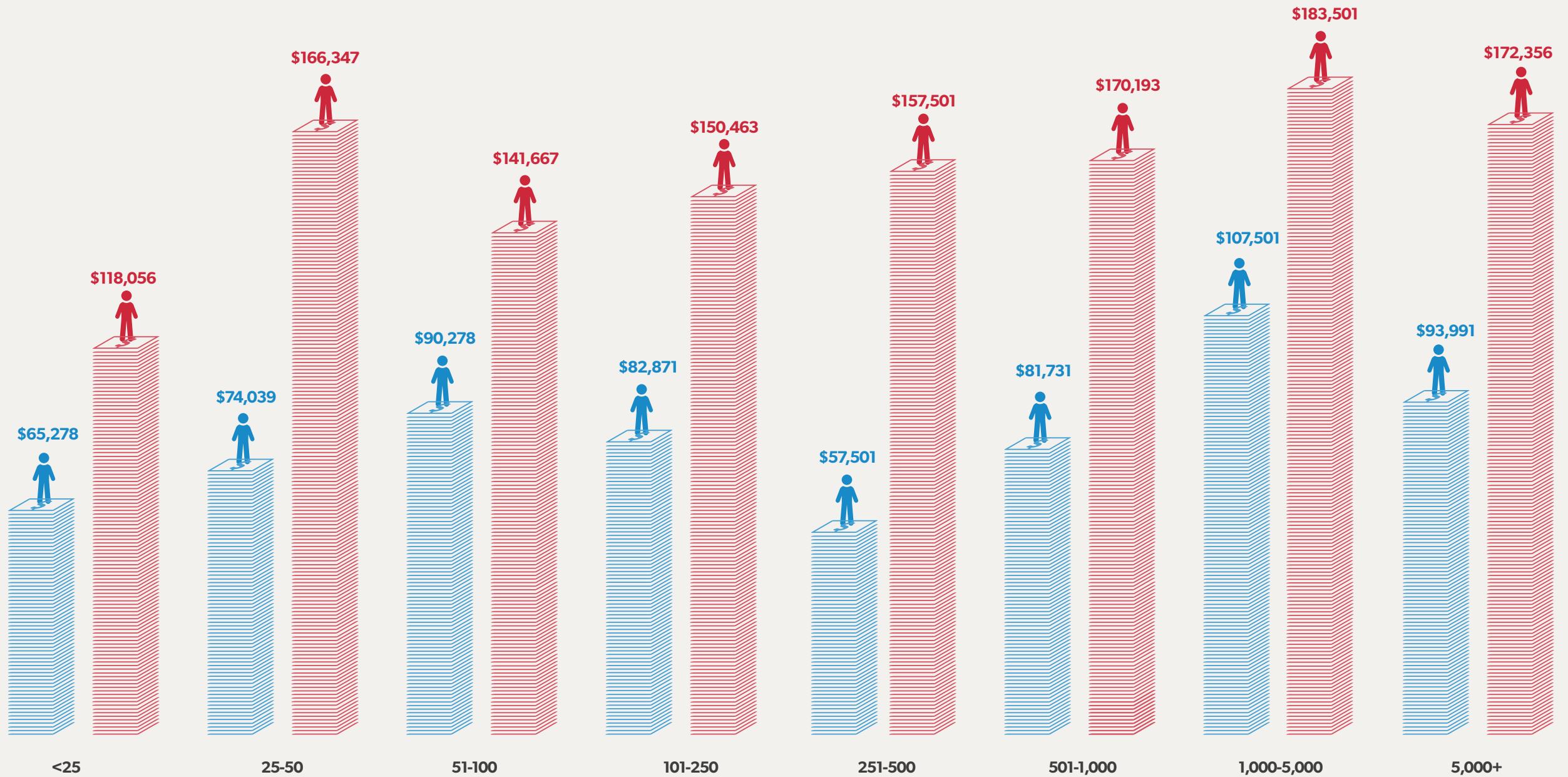


# compensation by industry



● AVERAGE COMPENSATION IMMEDIATELY AFTER FUQUA  
 ● CURRENT COMPENSATION

# compensation by company size (employees)

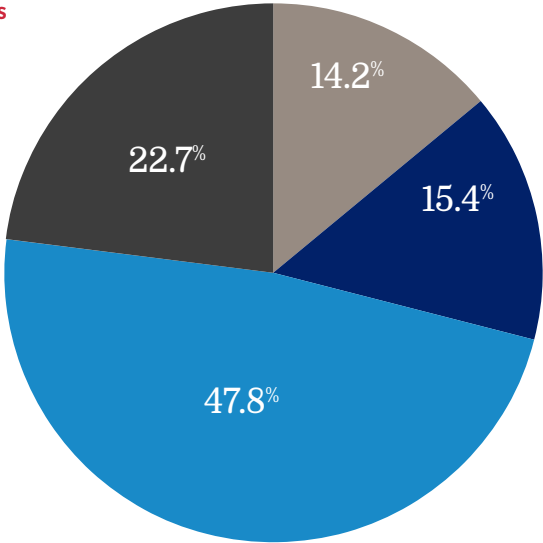


● AVERAGE COMPENSATION IMMEDIATELY AFTER FUQUA  
 ● CURRENT COMPENSATION



# where do they go from here?

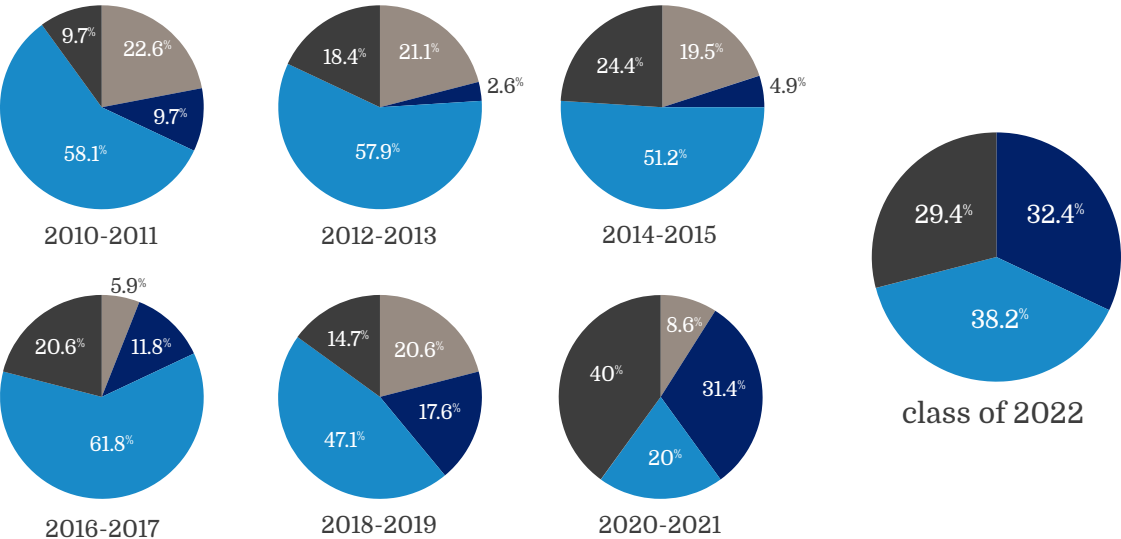
- HAVE ALREADY PURSUED
- HAVE PLANS TO PURSUE
- HAVE NO PLANS
- UNDECIDED



“ My career path is non-traditional in the sense that it is not in the areas of finance, marketing, or consulting (currently enrolled in a clinical psychology doctoral program and do educational admin work on the side for a stipend); however, the knowledge and experience gained at Fuqua and in the MMS degree have been extraordinarily helpful in understanding management as a broad skill which I have been able to apply in my professional career beyond Fuqua.

**ANALYST CLASS OF 2018**

Alumni responses when asked if they had pursued or have plans to pursue further graduate education



After completing their MMS: FOB degree, of those who pursued further education or have plans to, the majority of alumni sought an MBA, including Fuqua’s Accelerated MBA program, a Data Analytics program, PhD, or a Law degree.



“ I think for someone right out of undergrad, it was a great way for me to experience business school and business fundamentals in play.

**DIRECTOR CLASS OF 2016**



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