



daytime mba
EMPLOYMENT REPORT

DUKE
FUQUA
SCHOOL OF BUSINESS

2021

hello.

As I share the employment data for the Daytime Classes of 2021 and 2022, I'm especially proud of our students' successes amid a backdrop of continued uncertainty and change.

The resilience necessary for each Fuqua student to secure their desired position during the turbulence of 2021 tells an important story: not only about them, but also about the strength of our faculty, curriculum, experiential learning, recruiting, and career resources. In a challenging year, our students thrived.

The Class of 2021 set new records in annual salary and employment rates.

- An increase of 5 percentage points in job acceptances, from 91% in 2020 to 96% in 2021, is quite remarkable—the highest in all my years at Fuqua. More graduates accepted full-time offers from their internship employer, up five percentage points from 2020 to 58% of the class. This trend benefits students, who work so hard to secure a desired internship, as well as employers, who invest in their internship program as a primary channel to full-time employment.
- International students experienced increased success, up to 94% employed from 87% in 2020. We attribute this jump to their increased participation in and employer awareness of Fuqua's MSTeM (Management Science and Technology Management) credential, which offers two additional years of U.S. work authorization to eligible students for a total of three.
- Mean annual salary rose 4% over last year, from \$135,935 to \$141,109, also a new high. The consulting, technology, and financial services sectors saw salary gains of 3–5 % each.

Despite the changing world into which this class graduated, much of this year's MBA employment footprint looks similar to recent years, with a few exceptions.

- Consulting, technology, and financial services account for 76% of acceptances in both 2021 and 2020, yet the types of roles are evolving with business needs. For example, with increased reliance on online shopping, the percentage of technology jobs in ecommerce jumped by 30% in just one year, from 40% of all tech in 2020 to 52% in 2021.
- Also pandemic-related is an uptick in operations, as supply-chain bottlenecks impact industries from retail to manufacturing. While still small at 6%, the function has tripled in the past two years, up from 2% in 2019.
- Graduates accepted jobs in 25 U.S. states and the District of Columbia. Although New York City continues to be the top single destination, the Western states have become a regional favorite, the largest this year at 28% of the class. Our newest alumni accepted positions in California, Washington, and Oregon.

No matter your connection to Team Fuqua, I hope it's evident from these results that Duke MBAs are valued by employers for their ability to move diverse teams forward with common purpose. The need for this type of leader will continue whether in times of uncertainty, stability, or something in between.

Best, Sheryle

Sherlye Dirks
Associate Dean
for Career Management



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we believe

Our goal is that every one of our students drive their unique career search successfully. We achieve this by being relevant with both students and employers, by teaching students a repeatable job search process they can own, and by carefully targeting new employer relationships based on the great work they are doing today and are anticipated to continue into the future.

about the report

- Our data is in compliance with the standards of the MBACSEA (MBA Career Services & Employer Alliance) for data gathering and reporting.
- “Permanent Work Authorization” is defined as the student being a citizen or permanent resident of the country where they are attending school.

all students deserve meaningful work

**We don't just help you with your first job--
it's about your career**

At Fuqua's Career Management Center (CMC), our responsibility is to equip and empower students to earn job offers from employers where they will be able to accomplish amazing things. The career search process we advocate starts in business school, but will continue throughout our students' careers as they grow as leaders, as industries change, and as their own preferences and priorities change over time. For this reason we teach the skills and share the tools needed to conduct a successful job search now, and for the rest of their careers.

THE DUKE CMC ADVANTAGE

"Fuqua was an amazing experience that completely changed the course of my career. In two years I was exposed to new industries, contacts, roles, and a breadth of new friends in different career paths/industries. It was definitely life-altering and occurred at a pivotal time in my life that helped me evaluate both personal and professional decisions."

- Class of 2020 graduate

THE DUKE MBA ADVANTAGE

"Among our core schools, Fuqua students stand out. We have found their analytical and strategic thinking to be among the strongest we see anywhere, and their team-orientation facilitates a seamless transition into our company."

- Dan Mohnshine
Senior Director,
Strategic Growth Platforms
The Hershey Company

career management center

We recognize that our diverse student population has a diverse set of goals when it comes to post-graduation employment.

Gone are the days where a career center would exclusively focus on teaching job search tactics for specific industries or employers that have targeted MBA students historically. Instead, the Fuqua CMC assists students with strategies and tactics to use for career search success regardless of their industry of choice or the historical MBA hiring patterns within that industry. We teach our students how to identify opportunities outside the traditional roles as their needs have become more non-traditional. This focus on a customized job search has the benefit of empowering students in their own personalized career search as well as developing relationships with emerging employer industry leaders.

hiring

These are the 47 employers hiring multiple Duke MBA graduates for full-time positions in 2021.



pursuing full-time jobs

DAYTIME MBA 2021 GRADUATES

This information is based on job outcomes occurring within 3 months of graduation. Reported offers and acceptances without a work authorization are included in the total but not the breakdowns. Reported acceptances without a date are counted as having not reported by 3 months post-graduation.

Total MBAs seeking employment

338

Company-sponsored, already employed

22

Starting a business

3

Postponing search or not seeking

5



131

unique employers
hired at least one
Class of 2021 graduate

THE DUKE NETWORK ADVANTAGE

“Fuqua enabled me to pivot functions, moving from fundraising to strategy and planning in the arts sector; it helped me sharpen my thinking, analytical, and communication skills; it gave me a great network and introduced me to friends and traditions from around the world.”

- Class of 2018 graduate

timing of first job offers

(N=338 GRADUATES IN JOB MARKET)



by graduation

TOTAL JOB OFFERS

90%

(N=338)

PERMANENT WORK AUTHORIZATION

93%

(N=244)

NON-PERMANENT WORK AUTHORIZATION

83%

(N=94)

by three months post-graduation

TOTAL JOB OFFERS

98%

(N=338)

PERMANENT WORK AUTHORIZATION

98%

(N=244)

NON-PERMANENT WORK AUTHORIZATION

96%

(N=94)

timing of job acceptance

(N=338 JOB-SEEKING GRADUATES)



by graduation

TOTAL JOB ACCEPTANCES

87%

(N=338)

PERMANENT WORK AUTHORIZATION

90%

(N=244)

NON-PERMANENT WORK AUTHORIZATION

79%

(N=94)

by three months post-graduation

TOTAL JOB ACCEPTANCES

96%

(N=338)

PERMANENT WORK AUTHORIZATION

98%

(N=244)

NON-PERMANENT WORK AUTHORIZATION

94%

(N=94)

THE DUKE MBA ADVANTAGE

“Our partnership with Fuqua has enabled us to go deeper in identifying talented students to join BCG – these students consistently exhibit consequential leadership, a passion for taking on the toughest problems, and the “decency quotient” for which Fuquans are known.”

- Jeff Kovick
Head of Talent Acquisition for
Fuqua, Darden, and Digital
Boston Consulting Group

top 5 sources of full-time jobs

(N=326 GRADUATES)

SCHOOL-FACILITATED ACTIVITY

50%

conversion of internship

internship obtained through school sources

SCHOOL-FACILITATED ACTIVITY

10%

scheduled interviews

on or off campus for full-time employment

SCHOOL-FACILITATED ACTIVITY

8%

job postings

on school career system, or resumes provided by career center

GRADUATE-FACILITATED ACTIVITY

8%

conversion of internship

internship obtained through graduate-initiated sources

GRADUATE-FACILITATED ACTIVITY

6%

personal contacts

(i.e. previous employers, family, friends outside of school, etc.)

262

full-time jobs accepted and sourced through a school-facilitated activity

64

full-time jobs accepted and sourced through a graduate-facilitated activity



Activity sources that led to job acceptance

industries employing our mbas

WHERE ARE THEY WORKING?

Duke MBA graduates accepted new positions in over 15 different industries, reflecting the breadth of interest in our students among a wide range of employers.



fortune
10 x 8

Of the Fortune 10
companies, eight
actively recruited Duke
2021 MBA graduates

employment by industry



top 5 industries

(N=326 GRADUATES REPORTING)

consulting
32%

technology
27%

financial services
17%

health care
10%

consumer packaged goods
6%

The breadth of career interests among our students and across employers is complemented by depth in four key industries employing roughly 85% of students reporting their new positions: Consulting, Technology, Financial Services, and Health Care. An additional 6% of students are employed in Consumer Packaged Goods.

consulting

(N=105 GRADUATES REPORTING)

Almost nine in ten 2021 Duke MBAs entering the consulting industry are doing so as a strategic/general/ management consultant. Technology consulting is a growing sub-category among these Duke MBAs, while human capital, financial, and biotech consulting filled out the remaining accepted positions.

strategic/general/management

88%

technology

8%

biotech/health care

2%

human capital

2%

finance

1%

technology

(N=87)

Within the Technology industry, roughly half of our 2021 graduates accepted positions in internet services/e-commerce segment. Software was the next favored segment, with slightly fewer than one-fifth of 2021 MBAs taking positions in this field, while equipment / hardware / networking and general technology each attracted 12%. “Other” tech and multimedia products and services were less frequently pursued.

internet services/ecommerce

52%

software

17%

equipment/hardware/networking

12%

general

12%

other

5%

multimedia

2%

financial services

(N=54)

Over half of the 2021 graduates entering the Financial Services industry accepted employment in Investment Banking and brokerages. While about 18% of graduates characterized their industry as “other” financial services, the next industry sectors attracting our graduates are asset management (buyside) and insurance. Only a few Duke MBAs opted to pursue Diversified Financial Service, Investment Management, and Hedge Fund industries.

investment banking/brokerage

56%

other

19%

private equity/venture capital

9%

asset management/buyside

6%

insurance

6%

investment management

2%

diversified financial services

2%

hedge fund

2%

health care

(N=32)

Three Health Care sub-categories attract the vast majority (80%) of 2021 health care graduates. One-third of graduates are employed in the Providers / Payers sector, just slightly more than accepted positions in Biotech / Pharma. Medical devices rounded out the top three sub-categories with one-fifth of our MBAs pursuing careers in this industry segment. Health care industry sectors appear more balanced in their appeal to Duke MBAs.

providers/payers

32%

biotechnology/pharma

28%

medical devices

20%

leadership development

8%

health care IT/informatics

4%

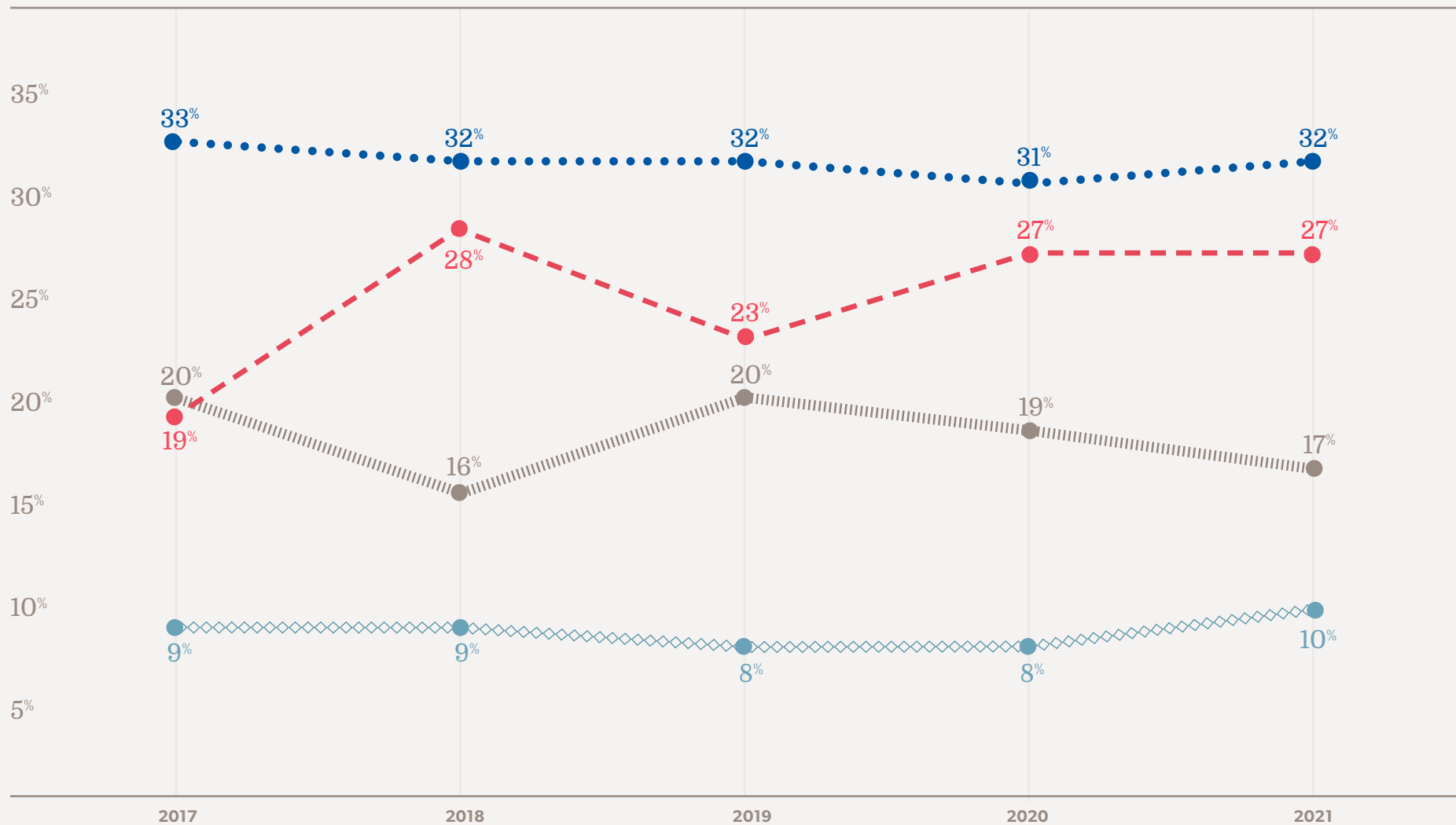
finance

4%

key industry employment trends

(N=278 GRADUATES REPORTING)

Percent of MBA graduates entering industry



observations

The Technology industry is the most dynamic in terms of employment among Duke MBAs, and has shown real growth over the past five years. While Consulting has been essentially flat over this time, Financial Services has seen moderate fluctuation in the percent entering this industry.

THE DUKE MBA ADVANTAGE

“Fuqua attracts and cultivates exceptionally well-rounded leaders. They bring a mix of humility and ambition that is perfectly suited to our team-oriented approach to serving clients.”

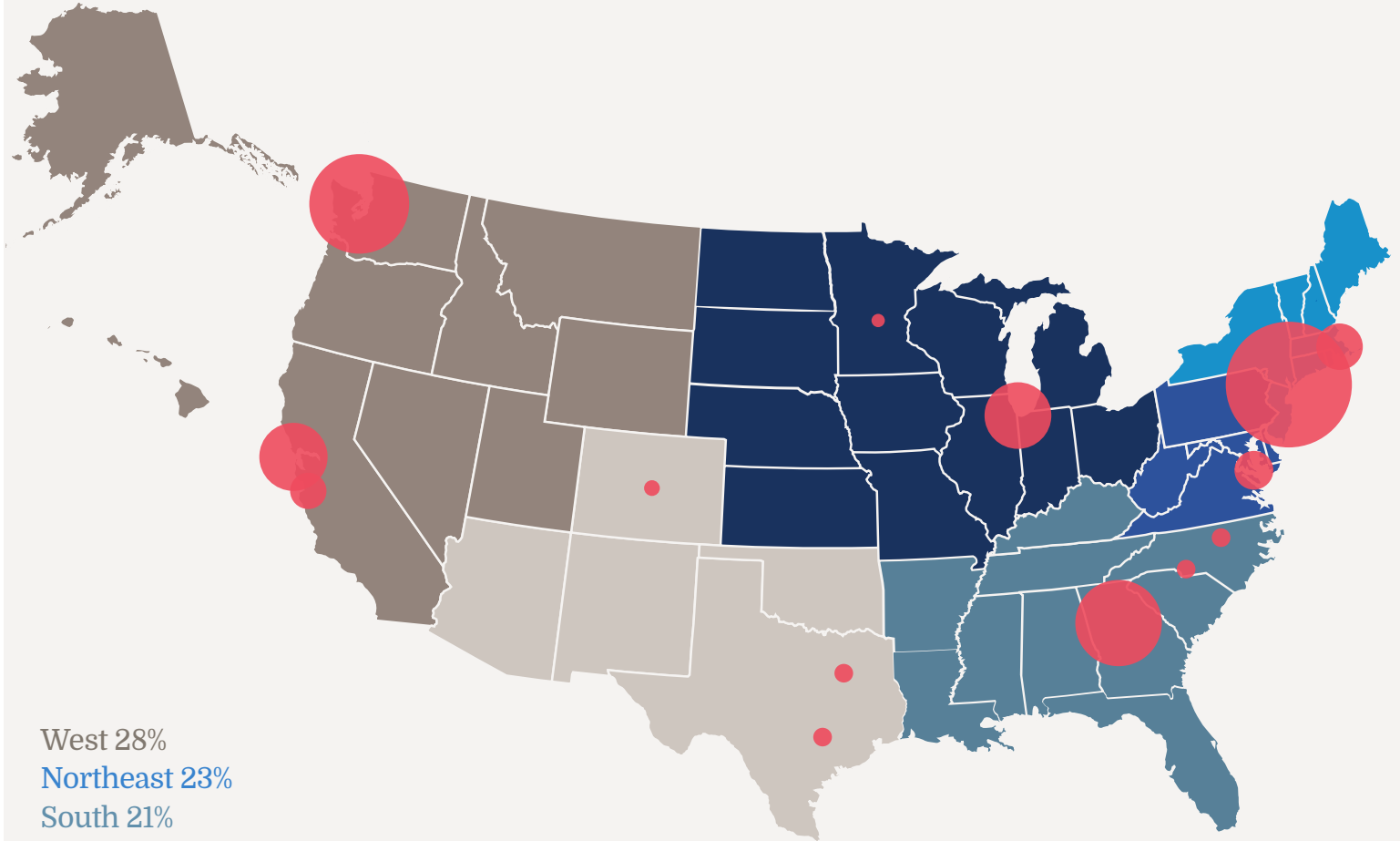
- Trey Eppes
Executive Director
J.P. Morgan Private Bank

- CONSULTING
- TECHNOLOGY
- ||||| FINANCIAL SERVICES
- ◇◇◇ HEALTH CARE

top ten major cities U.S. job locations

2017	2018	2019	2020	2021
New York	New York	New York	New York	New York
Chicago	San Francisco	Seattle	Seattle	Seattle
Atlanta	Seattle	San Francisco	Dallas	Atlanta
Seattle	Atlanta	Atlanta	Chicago	Chicago
San Francisco	Dallas	Chicago	Boston	San Francisco
Dallas	Boston	Dallas	San Francisco	Boston/Silicon Valley
Boston	Silicon Valley	Silicon Valley	Durham	
Silicon Valley	Austin	Austin	Atlanta	Washington DC
Washington DC	Chicago	Boston	Washington	Austin/Charlotte/Durham
Raleigh/RTP	Charlotte	Charlotte	Silicon Valley	

2021 job locations: major U.S. regions and cities



West 28%
 Northeast 23%
 South 21%
 Midwest 11%
 Southwest 9%
 Mid-Atlantic 8%

In 2021, continued pandemic conditions impacted the fluidity of international travel, visa availability, and near term interest in global positions. Roughly 3% of Duke MBA full-time positions were outside the U.S. Of the domestic positions accepted by our MBA graduates, three quarters, or 75%, were located in one of the cities mapped above. International positions were in Shanghai, Shenzhen, Seoul, Paris, Mexico City, and Toronto.

employment by function

WHAT ARE THEY DOING?

Our MBA graduates accepted positions in over 12 different functions across industries. Job scope, however, varies widely based on the industry in which they work.



83%

83% of the 131 unique employers are headquartered in the US.

employment by function



top 5 functions

(N=326 GRADUATES)

consulting
33%

finance
19%

general management
18%

marketing/sales
14%

operations/logistics
6%

Consulting remains the role accepted by the largest number of Duke MBAs in 2021, with several graduates taking on consulting roles in non-consulting organizations. One-third of graduates are consulting in their new positions. Slightly less than 20% of graduates have taken finance positions, about 18% have accepted general management roles, and 14% are working in marketing functions.

consulting

(N=108 GRADUATES REPORTING)

Strategic/general/management consulting accounts for almost all of the consulting roles our 2021 graduates accepted, consistent with previous years. Internal and other consulting positions account for the majority of the remaining positions.

strategic/general/management

93%

internal

4%

economic/policy

1%

implementation

1%

operations/process

1%

finance

(N=62)

Over half of Duke 2021 MBAs with a finance role in their organization are in an investment banking position. Corporate finance is the career path one-fifth of Duke finance MBAs take initially. Finally, private equity/venture capital accounts for slightly less than 10% of these graduates.

investment banking

52%

corporate

21%

private equity/venture capital

10%

general

6%

portfolio management/buy side

3%

investment management

2%

private wealth management

2%

sales and trading

2%

general management

(N=59)

About one-third of 2021 MBA graduates taking on a general management position take a product management role, which enables broad cross-functional engagement. A solid 22% of these graduates were accepted into a leadership development program, with another 40% performing a wide range of general, corporate strategy, or business development roles.

product management

29%

leadership development program

22%

corporate strategy

15%

general

14%

business development

10%

data science/business analytics

3%

project management

3%

marketing/sales

(N=47)

Brand and product management positions, which are used interchangeably in some industries, were accepted by a majority of Fuqua 2021 marketing/sales graduates. These positions account for two-thirds of the total number of marketing and sales functional roles. Very few 2021 Duke MBAs entered into a traditional sales position.

brand/product management

66%

general

17%

product development/innovation

6%

buying/merchandising

4%

other

4%

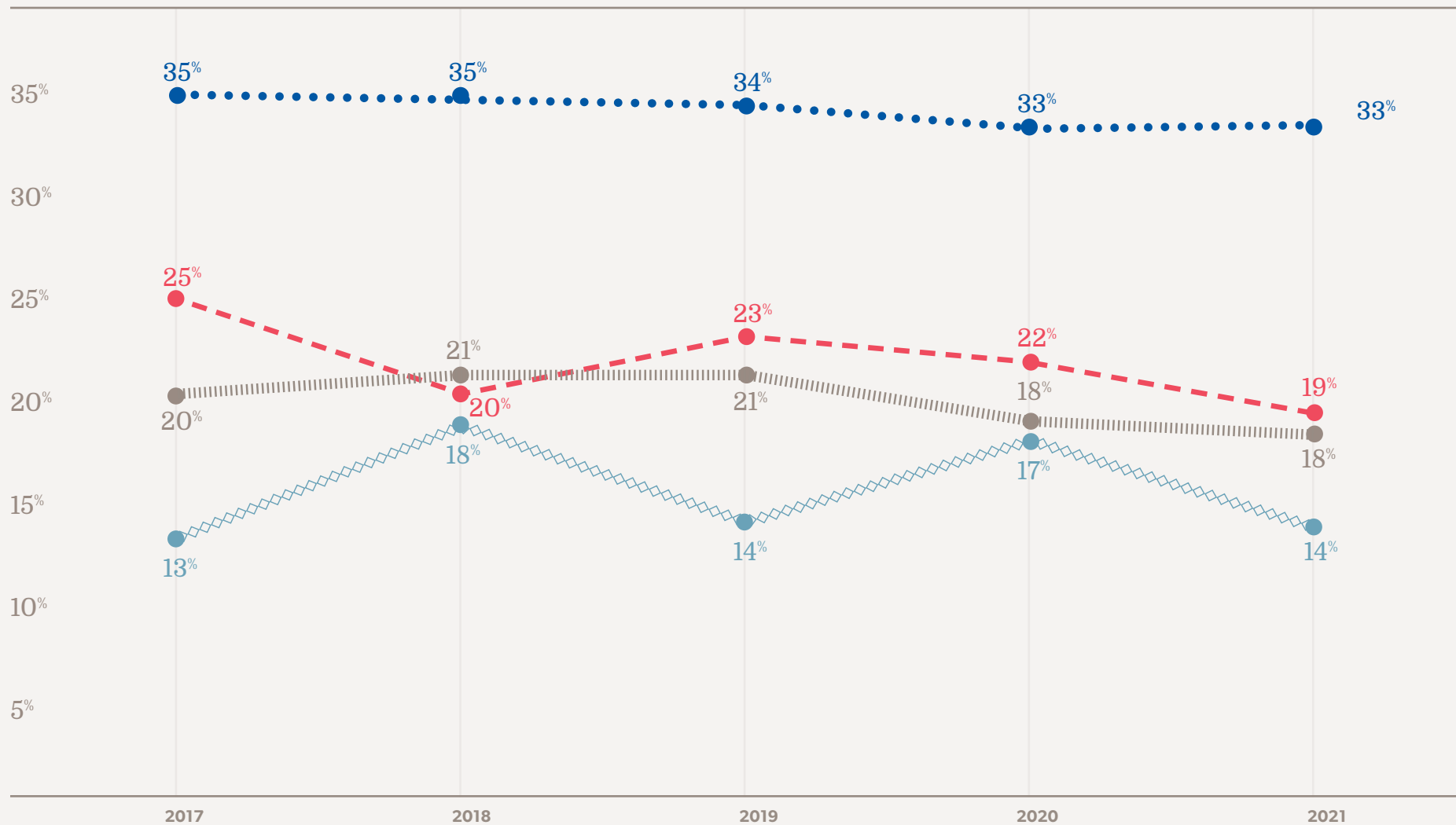
pricing

2%

employment trends for top functions

(N=326 GRADUATES REPORTING)

Percent of Fuqua MBA graduates filling function



observations

The percentage of consulting roles accepted by Duke MBAs has been fairly stable, with a slight decline since 2018. Similarly, since 2017, acceptances of general management functional positions have leveled out. Both Finance and Marketing/Sales growth tends to be more sporadic.

THE DUKE MBA ADVANTAGE

“Fuqua’s career resources and training allowed me to successfully transition into a Consulting career. Through the strong Team Fuqua community I’ve developed a broad network that will last for years. The rigor and standards expected set a high bar which enhanced my strategic thinking and led me to successfully sell my startup after graduation.”

- Class of 2019 graduate

- CONSULTING
- FINANCE
- ||||| GENERAL MANAGEMENT
- ◇◇◇◇ MARKETING/SALES

compensation

WHAT ARE THEY EARNING?

The following tables show full-time compensation information for Class of 2021 graduates. This data is based on acceptances by three months post-graduation, in U.S. dollar equivalents, and self-reported by students. To protect privacy, salaries are not reported when there are less than four usable data points, the number is less than one percent of the reporting population, or when all salaries in the category are equal.



hired!

Amazon
Bain & Company
Bank of America
BCG
Deloitte Consulting
McKinsey
Microsoft

These firms are the top employers of non-sponsored, full-time Duke 2021 MBAs.

mean annual salary + bonus

TOTAL



annual salary

\$141,109

(N=315 TOTAL REPORTING BASE SALARY)



signing bonus

\$34,958

(N=284 TOTAL REPORTING SIGNING BONUS)

PERMANENT WORK AUTHORIZATION



annual salary

\$141,474

(N=231)



signing bonus

\$33,150

(N=205)

NON-PERMANENT WORK AUTHORIZATION



annual salary

\$140,108

(N=84)



signing bonus

\$39,649

(N=79)

mean annual salary by industry

(N=315 GRADUATES REPORTING)

consulting

\$158,293

financial services

\$144,275

technology

\$134,360

health care

\$132,236

consumer packaged goods

\$119,800

retail

\$117,778

non-profit

\$101,663

wide open

A wide range of organization types is represented among those hiring:

- 75 Public
- 37 Private
- 7 Partnerships
- 3 Non-Profit
- 2 Government
- 2 Subsidiaries
- 1 Family
- 1 start-up
- 1 education

THE DUKE MBA ADVANTAGE

“Simply put, Fuqua is spectacular. We see immediate impact from Duke MBAs interning with us and coming on board full time. There’s differentiated talent delivering differentiated results.

Unquestionably one of the reasons Duke MBAs do so well at Dell is cultural fit. There’s an uncanny similarity between Dell and the Team Fuqua ethos. ‘It’s not as much fun winning alone’ is a good way to describe how Dell culture feels and what I felt at Fuqua when I was there.”

- Dave Lincoln
VP, Networking & Emerging Server Solutions
Dell Technologies

mean annual salary by function

(N=315 GRADUATES REPORTING)

consulting

\$156,275

finance

\$139,490

operations

\$133,876

general management

\$132,881

human resources

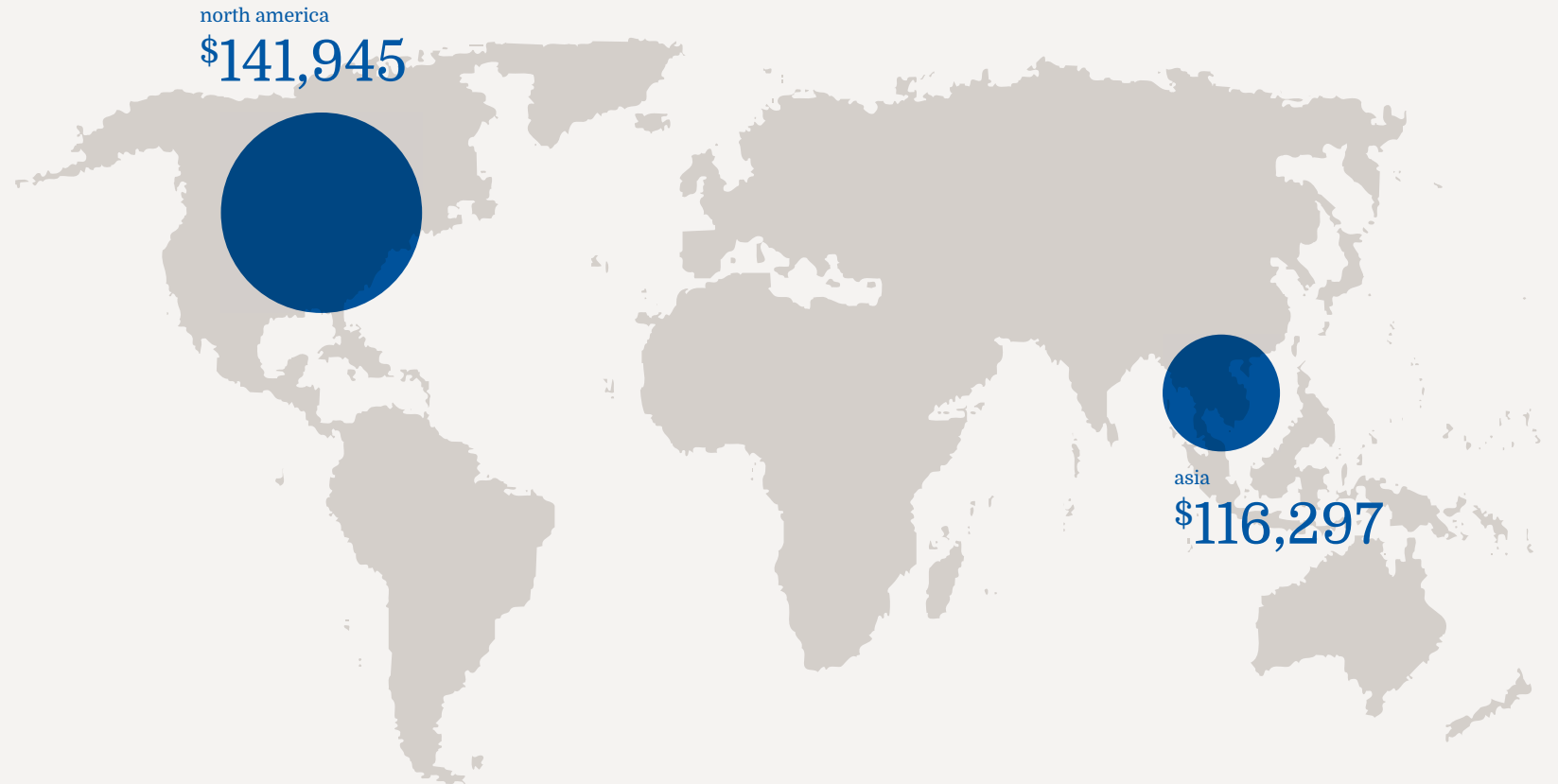
\$130,000

marketing/sales

\$127,185

mean annual salary by geographic region

(N=315 GRADUATES REPORTING)



TOO FEW STUDENTS REPORTING COMPENSATION IN LATIN AMERICA, OCEANIA, AFRICA, AND EUROPE.

major employers by industry

WHO'S HIRING?

Both the caliber of employers recruiting our MBA graduates and the number of graduates they hire each year are a testament to the relationships built and maintained by Fuqua's CMC and to the value that our graduates bring to these employers.



one size does not fit all

More 2021 Duke MBA graduates were hired into organizations with 1,000 to 50,000 employees than any other size firm. Over half of 2021 graduates will work in organizations with 1,000 to 100,000 employees.

consulting

3+ NON-SPONSORED HIRES

Accenture	6
Bain & Company	9
Boston Consulting Group	19
Deloitte	12
EY—Parthenon	7
Kearney	3
LEK Consulting	5
McKinsey	24
PwC	4
Simon-Kucher & Partners	3
ZS Associates	3

technology

3+ NON-SPONSORED HIRES

Amazon	33
Apple	4
Cisco	3
Dell	7
Facebook	3
Google	5
LinkedIn	3
Microsoft	9

financial services

3+ NON-SPONSORED HIRES

Bank of America	9
Barclays	5
Morgan Stanley	3
Wells Fargo	3

health care

3+ NON-SPONSORED HIRES

Optum	4
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THE DUKE MBA ADVANTAGE

“Duke MBAs excel at Clorox because the two cultures are so well-aligned: people that take work/results seriously but not themselves. Duke@Clorox continues to grow and embody the best parts of Fuqua which help make our company stronger: a diverse, supportive, impactful group that celebrates each other’s individual and collective success.”

- Dan Tudesco
Associate Director,
Pet Channel
The Clorox Company

THE DUKE NETWORK ADVANTAGE

“Fuqua opened up a network of professionals that I can lean on for advice, career advancement, etc. It helped me get my current job in health care. Also, it created meaningful relationships with my classmates that extend further than career advancement.”

- Class of 2018 graduate

consumer packaged goods

3+ NON-SPONSORED HIRES

PepsiCo	6
The Kraft-Heinz Co.	3

Counts are based on employer’s new hires, and do not include corporate-sponsored students.

technology industry recruiting trends

Tech recruiting at Fuqua has grown significantly, and now accounts for one-quarter of all full-time offers. The reason? The many exciting Tech innovations—from industry disruptions such as in retail, real estate, and automotive to the increased use of the Cloud—have increased Duke MBAs' interest in making their career in tech.



27%

In 2021, 27% of full-time acceptances were in the Technology sector

technology

Growth in Tech recruiting is expected to continue, as is the demand for Fuqua graduates. The collaborative culture at most tech companies mirrors the culture of teamwork and collaboration at Fuqua. This is one of the reasons that hiring managers in tech have success at Fuqua hiring the talent they are seeking.

In addition to tech marketing, operations, and finance roles, we see Product Management becoming one of the most in-demand tech functions for Duke MBAs. In fact, we have seen large Tech companies like Amazon, IBM, and Cisco even extend Product Manager offers to MBAs who do not have a Tech background, either academic or in pre-MBA experiences.

THE DUKE CMC ADVANTAGE

“My Duke MBA opened the doors to work in tech. That has resulted in an increase in gross comp of 2x+. More importantly it’s given me security to take risks in my career and do more since I know Fuqua on my resume opens doors everywhere.”

- Class of 2018 graduates



Michael Gilkenson
Product Manager
Microsoft Corporation

“Based on my own recruiting journey, I think everything ends up working itself out in the end. I think it is important to stay true to your goals, work hard, and be patient.”

Michael stayed in his hometown of Atlanta to study Industrial Engineering at Georgia Tech. Pre-MBA, he worked as a business strategy consultant at Accenture and as a Strategy and Corporate Development Manager at LexisNexis. By interacting with others in tech, Michael realized a tech career would be his best post-MBA path.

Here is Michael’s story.

Why Tech?

“As a consultant in the communications and technology industry, I saw that technology was constantly reshaping how the world operates. My work mostly focused on how to incorporate new technologies into a business, or how to respond to emerging technological trends. I learned that a tech career would be stimulating and fulfilling, as well as provide a fantastic environment that would allow me to learn and develop as a leader.”

Michael’s Fuqua Resources

“The Tech Club helped prepare me with the background knowledge, preparatory materials, and peer groups to be successful in my tech interviews. The Design and Innovation Club workshop series was super helpful in giving me exposure to skills I would need to hone while working in Product Management.

Michael Wong, the CMC technology sector director, is a fantastic resource for students, and always helps connect students to Fuqua alumni and his other industry connections. Also, Professor Carl Mela’s class, Value Creation in Martech, exposed us to a vast array of emerging tech companies specifically in the martech space.”



Nicole Tidwell
Product Strategist
Innovation Office, SAP

“Think outside the box when you are initially coming up with your target employer list. You may think you know what your dream company is, but that can completely change when you begin to do more research and see what else is out there!”

Nicole attended the University of Washington in Seattle, her hometown, and majored in Human-Centered Design and Engineering (HCDE), studying how people interact with technology and designing systems, applications, and tools based off these findings (“Think UX design & research mixed with psychology and computer science,” Nicole says).

How Nicole made her tech career a reality.

Why Tech?

“Through the coursework for my undergraduate program, I saw the type of impact technology could have on people’s lives. I knew technology would be growing and changing exponentially, and would allow me to use both my creative and analytical brain to build products that would have a positive impact.”

Nicole’s Fuqua Resources

“The Tech Club was very important in my transition to a Tech career. Although I’d worked in a tech function, I had to learn about recruiting for tech companies. Tech Pipeline, a workshop series offered by the Tech Club, was incredibly useful for building my recruitment knowledge and developing a plan.

Michael Wong, the CMC technology sector director, was also a great resource and very encouraging throughout my journey. He answered all my questions and connected me to Fuqua alumni who were important in my recruitment process.”



Nursultan Kenzhebeyev
Senior Vendor Manager
Amazon, Inc.

“Not being afraid to change gears in your recruiting efforts and staying focused on what you really want throughout the whole process are very important. Although it may take time, the result is much more rewarding than doing what you do not want to.”

Nursultan, a native of Kazakhstan, earned his Chemical Engineering degree at University College London. Before Fuqua, he worked as an engineer, as a consultant in EY’s Cleantech and Sustainability practice, and in business analytics at a global mining corporation. Having a combination of technical and business experiences helped shape his career interest in technology.

Here is Nursultan’s journey.

Why Tech?

“Initially consulting sounded like a good career opportunity that would provide me with exposure to a variety of industries and functions. However, my course selections and research on different career paths gravitated toward technology over time, which I attributed to my technical background.

Driving innovation for a business is what I wanted, which I saw in tech. Tech is a fast-paced, evolving industry that enables other industries to reinvent themselves. It’s not only disrupting the way we live, but also the way we work in teams, collaborate, and create value to customers, investors, and other stakeholders. All of this sparked my interest.”

Nursultan’s Fuqua Resources

“The experiential learning opportunities I had through the Mentored Study program were both personally valuable and of interest to Amazon. I completed one mentored program with a tech startup that was founded by a Fuqua alum. It was rewarding to work with and be coached by the industry insiders. Working with a smaller startup made accessibility to senior leadership very easy. I was mentored directly by the COO of the company, which greatly accelerated my industry learning.”

compelling courses

Fuqua offers many technology courses that enable students to master skills in managing the innovation and change of technological advances. These courses include: **New Ventures (1, 2, and 3) aimed at identifying and executing on innovative opportunities; Technological Transformation of Business; Managing Innovations; Marketing Innovations; and Value Creation in MarTech (Marketing & Technology).**

Duke MBA students can also take courses offered through Duke University's Innovation Co-Lab, including introductory courses for programming languages and design tools, such as "Ruby on Rails" and Adobe XD.

unique experiences

Duke MBA Tech students gain real-world experience in the Fuqua Client Consulting Practicum (FCCP). Here, teams of about five students address a strategic or operational issue facing a business, and through collaborative consulting, bring new insights and actionable ideas to that organization. Supported by Fuqua faculty, FCCP advisors, and the organization's management, these teams help solve real-life challenges over 12 weeks.

Client organizations range from multinational organizations to university spin-outs to start-ups, across an array of industries and functions. Students apply theory to real-world situations, further develop their leadership skills, and make important industry connections.

205%

450%

One large Tech employer has increased their full-time offers to Duke MBAs by 205% over the past five years, while increasing the number of Product Manager offers to Duke MBAs by 450% during this same five-year period.

team Fuqua spirit

The Team Fuqua spirit that permeates the student body continues on after graduation. Fuqua Tech alumni are invested in seeing our Tech MBAs succeed. They serve as mentors and help students navigate through first year Tech recruiting, they offer mock interviews, and they serve as panelists to talk about their experiences in Tech. And, importantly, Fuqua Tech alumni are very willing to help students make connections for casual coffee chats, informational interviews, and identifying hidden positions.

internships

DAYTIME MBA CLASS OF 2022 STUDENTS

Internships are an important part of the career search process. Internships provide opportunities for first year MBA students to practice the skills they've learned through the CMC offerings, to test the industry or function they aspire to enter, and possibly to secure a job offer prior to starting their second year.



THE DUKE CMC ADVANTAGE

“Fuqua was a truly transformational experience. I found the alums were super helpful in recruiting and the CMC is just amazing in providing career guidance.”

- Class of 2019 graduate

THE DUKE CMC ADVANTAGE

“My experience at Fuqua allowed me to pivot across function, industry, and location. I successfully made this career pivot with the help of the CMC career coaches and second year MBA students.”

- Class of 2020 graduate

THE DUKE MBA ADVANTAGE

“During my time at Fuqua, so many alumni devoted time and energy to teach me about their companies and opportunities, which ultimately helped me confidently find the right fit. Now I am proud to champion Fuqua recruiting at Procter & Gamble to pay it forward. I want to help provide guidance, advice and mentorship to Fuqua students as they work through their own recruiting journeys and determine where they want to start their post-MBA careers. And as a Procter & Gamble shareholder I want to know that our brands are in the best hands now and in the future – and I know that means bringing in Fuqua graduates to lead them!”

- Nick Brunson
Brand Director
Procter & Gamble

THE DUKE NETWORK ADVANTAGE

“Fuqua’s CMC is invested in your progress from the very first moment you start any program at Fuqua. In the MBA program we were set forth on the right path to help us achieve the maximum benefit from our program. We were asked to give peer feedback on resumes and STAR responses that really proved eye-opening to us new students. When all is said and done, the counselors in the CMC are top notch and are vested in your success.”

- Class of 2018 graduate

top 5 sources of internships

(N=380 INTERNSHIPS)

SCHOOL-FACILITATED ACTIVITY

37%

scheduled interviews

on or off campus for intern employment

SCHOOL-FACILITATED ACTIVITY

26%

job postings

on school career system, or resumes provided by career center

SCHOOL-FACILITATED ACTIVITY

11%

career center activities

(job fairs/conferences, employer events, information meetings, school job boards)

GRADUATE-FACILITATED ACTIVITY

11%

online job postings

(e.g., social media/LinkedIn, Indeed, company websites)

GRADUATE-FACILITATED ACTIVITY

6%

personal contacts

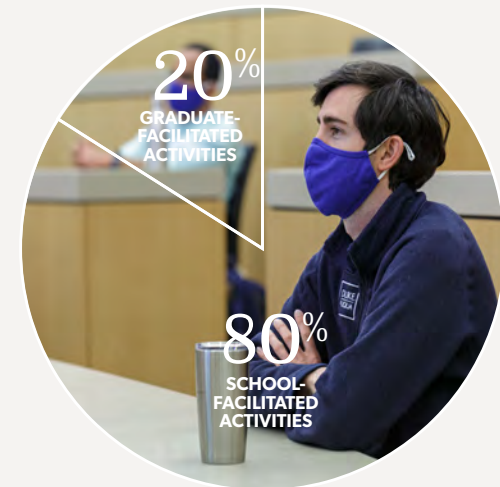
(i.e. previous employers, family, friends outside of school, etc.)

304

internships accepted and sourced through a school-facilitated activity

76

internships accepted and sourced through a student-facilitated activity



Activity sources that led to internship acceptance

internship by industry



top 5 industries

(N=380 INTERNSHIPS REPORTED)

technology
24%

consulting
24%

financial services
18%

health care
15%

consumer packaged goods
7%

THE DUKE CMC ADVANTAGE

“The Career Management Center & the Student Clubs at Fuqua had the most impact on my job search. They honed in on the nuances and practicalities of professional and social culture in United States for an international. And they helped with small talk, my elevator pitch, coffee chats, and sip circles to prepare me for my search.”

- Class of 2019 graduate

employment by industry

(N=380 INTERNSHIPS REPORTED)

technology
24%

consulting
24%

financial services
18%

health care
15%

consumer packaged goods
7%

energy
3%

retail
3%

employment by function

(N=380)

consulting
27%

finance/accounting
23%

marketing/sales
19%

general management
16%

operations/logistics
7%

other
6%

human resources
3%

internship compensation

(TOTAL REPORTING INTERNSHIP)

mean internship compensation

\$9,171

(N=368 STUDENTS REPORTING)

PERMANENT WORK AUTHORIZATION

mean internship compensation

\$9,291

(N=278)

NON- PERMANENT WORK AUTHORIZATION

mean internship compensation

\$8,800

(N=90)

mean compensation by industry

consulting
\$12,241

financial services
\$10,017

technology
\$8,442

transportation & logistics
\$7,916

consumer packaged goods
\$7,859

health care
\$7,752

energy
\$7,287

media/entertainment
\$7,107

other
\$6,789

manufacturing
\$6,334

real estate
\$6,156

THE DUKE MBA ADVANTAGE

“My time at Duke provided me the education and the confidence to take my career to the next level and pivot into technology, an industry that I’m more interested and passionate about.”

- Class of 2019 graduate



here's how to connect

**HOURS: MONDAY TO FRIDAY,
8 AM - 5 PM EASTERN TIME**

EMAIL: CMC-INFO@DUKE.EDU

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