

2011 MBA Profile



Hire the BYU Advantage Communication Skills

"From my experience, communication and analytical skills are the strongest differentiators between students at BYU and those at other universities. Students take multiple classes that develop and hone these talents, which make BYU grads valuable employees."

ERIC VARVEL
CEO, Credit Suisse Investment Bank

THE BYU ADVANTAGE

Are you looking for MBAs who stand out for their maturity, international experience, character, communications skills, and innovative thinking? If so, we're here to help you hire the BYU Advantage. Recruiters from many of the most successful companies keep coming back for these core strengths that set our graduates apart.

1) Maturity: Two-thirds of our students are married and 80 percent have served LDS missions. Additionally, students average forty-five months of work experience before starting the BYU MBA program.

2) International Experience: Nearly 20 percent of students are international and an amazing 80 percent are bilingual. Still one-quarter speak three or more languages and most have lived abroad. But don't take our word for it. Stanley Black & Decker Executive Chairman Nolan Archibald says, "You will not find a better group of graduates than those educated and trained at the Marriott School. Their second-language capability and international experience are unequaled by any other business school."

3) Character: The shared values of BYU and its sponsoring institution help instill strong character in our students. We build on these values with a required study of business ethics from some of the leading experts in the field.

4) Communication Skills: Nearly every MBA class allows students to sharpen their persuasive writing and speaking skills. The program stresses collaboration over competition underscoring the value of successful teams in solving business problems and seizing opportunities. Credit Suisse Investment Bank CEO Eric Varvel adds, "From my experience, communication and analytical skills are the strongest differentiators between BYU students and those at other universities."

5) Innovation: Entrepreneurship is a core element of a BYU MBA education. BYU ranks first in the country in number of start-up companies spun out per every \$1 million of research. The school's graduate entrepreneurship program ranked fourth best overall in 2010.

MBA RANKINGS 2011

OVERALL RANK	CATEGORY	RANKING INSTITUTION
1st	MBA (regional schools)	<i>The Wall Street Journal</i> , 2007
22nd	MBA program	<i>BusinessWeek</i> , 2008
16th	MBA	<i>Forbes</i> , 2009
33rd	MBA	U.S. News, 2010

SPECIALTY RANK	CATEGORY	RANKING INSTITUTION
2nd	Emphasis on Ethics	<i>The Wall Street Journal</i> , 2007
4th	Accounting Emphasis	<i>The Wall Street Journal</i> , 2007
4th	Entrepreneurship	<i>Entrepreneur</i> , 2010
9th	Social responsibility	<i>The Wall Street Journal</i> , 2007
4th	Accounting	<i>BusinessWeek</i> , 2008
14th	General Management	<i>BusinessWeek</i> , 2008
11th	Marketing	<i>BusinessWeek</i> , 2008
9th	Global Supply Chain	<i>BusinessWeek</i> , 2008
16th	Finance	<i>BusinessWeek</i> , 2008

"We have had terrific experience with the BYU alumni who currently work for us—they have excellent skills, are willing to work hard, have realistic expectations, and are a good fit with our culture."

—Peggy Cowherd, Chief Financial Officer of the
Global Travel Services Business, American Express

MBA RECRUITERS

Finance

Albertsons
America West Airlines
American Express
Amgen
Appera
ArvinMeritor
AT&T
Avery Dennison
Ball Corporation
Bank of America
BEA Systems
Cambridge Group
CIGNA
Cisco
CreditSuisse
DaimlerChrysler
Deloitte
Ernst & Young
Ford Motor Co.
General Electric
Goldman Sachs
Google
Hewlett-Packard
Honeywell
Intel
JPMorgan
Kmart
KPMG
Marriott International
Merck
Microsoft
Northwest Airlines
Partners Group
Pricewaterhousecoopers
Safeway
Telephonica
T-Mobile
UBS
Union Pacific
Wachovia Securities
Wasatch Advisors
Yellow Transportation
Zions Bank

Marketing

Albertsons
Amazon
Apple
BD Medical
Bain
Bank of America
Boston Scientific
Campbell Soup
Capital Group
Cisco
ConAgra
Dow
FedEx
General Mills
Goldman Sachs
Hershey
Hewlett-Packard
Honeywell
Johnson & Johnson
Kellogg
Kimberly-Clark
Land's End
Merrill Lynch
Microsoft
Nestlé
Northwest Airlines
Omniture

Pepsi
Starwood Hotels
Simplot
Tektronix
T-Mobile
Union Pacific
Walmart
Xango

OB/HR

American Express
Amazon
Amgen
Bank of America
Cisco
Citigroup
Dell, Inc.
Ford Motor Co.
GAP
GE Medical Systems
General Electric
General Mills
Honeywell
Johnson & Johnson
Microsoft
Novations
Pepsi
Procter & Gamble
Safeway
SkyWest
Smuckers
Tokyo Star Bank

Product Dev.

ATK
Boeing
BD Medical
Caterpillar
Cisco
Exxon-Mobil
Ford Motor Co.
Freightliner
Honeywell
Intel
ISR
Lockheed/Martin
Solar Turbines
Walmart
WL Gore

Supply Chain

Amazon
Avery Dennison
FedEx
BD Medical
Frito Lay
Ford Motor Co.
Freightliner
Honeywell
IBM
Intel
Johnson & Johnson
Land's End
Northwest Airlines
O.C. Tanner
Procter & Gamble
Savage Services
Schneider Logistics
Walmart
Whirlpool
Yellow Transportation

MBA ACHIEVEMENTS

In 2010 *Forbes* named Cougar Capital, the Marriott School's hands-on MBA course, among the most innovative in business education. Cougar Capital is a venture capital/private equity fund run by MBA students who carefully invest alongside real industry partners. Students learn how to analyze and execute in live transactions—each deal is a bona fide investment using real cash.

MBA students competed against the world's top student business plans at the 27th annual Global Moot Corp Competition. KT Tape was 1st runner-up in its division, and Xeromax Sciences won outstanding product in its division.

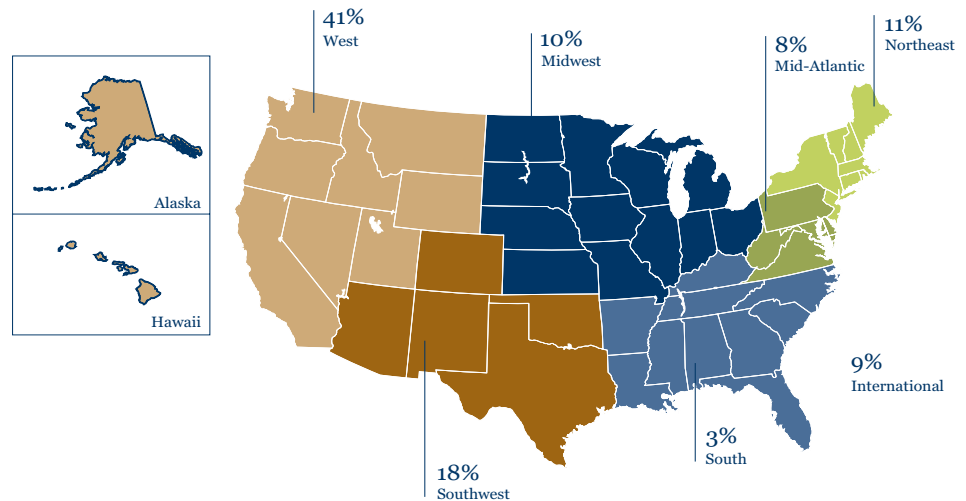
MBA students won the Americas Investment Research Challenge in 2010. BYU beat out teams from throughout North and South America, including MIT and the University of Pennsylvania. Their reward: flying to Hong Kong to represent America in the Global Investment Research Challenge.



CLASS PROFILES

Graduation Year	2008	2009	2010	2011	2012
Number Enrolled	137	157	149	167	159
Average GMAT	648	661	673	672	675
Average GPA	3.54	3.53	3.52	3.54	3.49
Average years work experience	3.21	3.55	3.78	3.79	4.14
Female Students	20%	15%	20%	13%	19%
International Students	15%	19%	10%	16%	13%
Bilingual Students	74%	79%	66%	80%	74%
Married Students	64%	68%	71%	66%	64%

2010 PLACEMENT



2010 STARTING SALARIES

PROFESSION	AVERAGE	BONUS †
Marketing/Sales	\$87,074	\$18,364
Finance/Accounting	\$85,308	\$15,563
General Management	\$77,125	\$7,500
Human Resources	\$89,467	\$16,726
Operations/Logistics	\$85,375	\$12,907
Other	\$104,556	\$7,600

† Average. Does not include: moving allowances, additional guaranteed compensation, or stock options.

2010 PLACEMENT BY PROFESSION

