Dear Recruiters,

Whether you are new, or have a longtime relationship with USC Marshall, we appreciate the opportunity to connect your organization with the students in our MBA programs. You can anticipate exceptional results from your recruiting efforts here at USC Marshall.

Our students are educated with an international perspective and an entrepreneurial mindset. They think strategically and are capable of deep analytical inquiry. They hone their critical thinking, data analytic, and core business acumen in a program that has a strong curriculum and offers students experiential opportunities within 13 industry and function focused centers of excellence. Our MBAs are comfortable communicating in a global environment gleaned on a campus that sits at the gateway to the Pacific Rim. They apply this unique exposure to consulting projects that have taken them all across Asia and Latin America.

USC Marshall MBAs are poised to be the global leaders of the new century, driven to succeed with a compassionate world view. Through their involvement in student organizations, they raised record funds and have given record volunteer hours to charitable organizations. Their case competition teams have consistently placed in the top-tier nationally. Students have also brought industry titans to our campus to share their wisdom and knowledge.

You can be sure our students will be seekers of opportunity and growth for your firm, regardless of whether you are a start-up or a complex global organization. Expect nothing but the highest of achievements when they go to work for you. The faculty, staff, and I stand behind our students. They have each undergone a rigorous two-year business education.

We look forward to working with you to achieve your organization’s recruitment goals. Our Career Resource Center will provide you with the resources and services to foster strong relationships with the USC Marshall Trojan Family.

James G. Ellis
Dean, USC Marshall School of Business
USC Marshall Full-Time MBA by the Numbers

CLASS OF 2016

Class Size .................................................. 222
Average GPA ............................................. 3.3
Median GMAT ........................................... 690
Average Age ............................................. 27.5
Average Years Work Experience ............ 5
Female ...................................................... 31%
African-American & Hispanic/Latino ...... 7%
Asian-American ................................. 20%
International .................................. 29%
Countries Represented ......................... 23

Pre-MBA Career Industries
Consulting ................................................. 11%
Consumer Products ................................. 8%
Financial Services ................................. 19%
Government ........................................ 8%
Manufacturing ..................................... 5%
Media/Entertainment .......................... 14%
Non-Profit ............................................ 8%
Petroleum/Energy ................................. 3%
Pharma/Biotech/Health Care ............... 5%
Real Estate ......................................... 4%
Technology .......................................... 11%

CLASS OF 2017

Class Size .................................................. 223
Average GPA ............................................. 3.3
Median GMAT ........................................... 690
Average Age ............................................. 27.5
Average Years Work Experience ............ 5
Female ...................................................... 30%
African-American & Hispanic/Latino ...... 10%
Asian-American ................................. 24%
International .................................. 26%
Countries Represented ......................... 23

Pre-MBA Career Industries
Consulting ................................................. 8%
Consumer Products ................................. 5%
Financial Services ................................. 16%
Government ........................................ 6%
Manufacturing ..................................... 6%
Media/Entertainment .......................... 14%
Non-Profit ............................................ 4%
Petroleum/Energy ................................. 2%
Pharma/Biotech/Health Care ............... 9%
Real Estate ......................................... 4%
Technology .......................................... 12%
Connecting with our MBA Students

The Fred V. Keenan MBA Career Resource Center staff are here to serve you, our valued employers. We will assist you in finding the most effective means to help you meet your recruitment goals. Below is a list of many ways for you to connect with our students.

Company Presentations – This is the most effective way to meet students, discuss your recruiting needs, and market your organization. Company presentations begin on September 8, conclude on December 4, 2015, and then resume on January 12, 2016. There are two different types of company presentations that you can schedule:

Information sessions – An information session is an informal company presentation held in the caserooms of Popovich Hall. These rooms are equipped with complete audio/visual capabilities. There is no cost to host your presentation in one of these rooms. You have the option to cater your presentation. If you are interested, we will be happy to provide you with a list of vendors to connect with directly to price and to place your catering order for delivery to the caseroom.

Below are the days and times available spring semester for these types of presentations:

- Mondays from 12:30-1:50pm
- Tuesdays from 12:3-1:50pm and from 5:00 – 6:15pm
- Wednesdays from 12:3-1:50pm and from 5:00 – 6:15pm
- Thursdays from 12:3-1:50pm and from 5:00 – 6:15pm
- Fridays from 1:00-2:50pm and 3:00-4:50pm

Formal evening receptions – This is a more formal networking reception (presentation followed by catered reception) held Monday – Thursday evenings from 6:30 – 8:30 pm. These events are held at one of USC’s catering venues, either on or near campus, depending on availability. We will assist you in securing a location and will introduce you to a vendor so that you can discuss your budget and arrange A/V and catering needs directly with them.

Coffee Chats / Office Hours – Coffee chats are informal small group meetings and can be arranged either in conjunction with a presentation you have scheduled or on a different date. They can be arranged either in our conference room, a caseroom or at an off-site venue near campus. Office hours are a great way for Marshall alumni and other representatives from your organization to engage in one-on-one meetings with students. These are arranged in the Career Resource Center and are often scheduled in conjunction with a company presentation. We encourage you to schedule both office hours and coffee chats prior to your resume due date.

Day-on-the-Job – This is your opportunity to host a group of students at your site so they can experience your company environment. These events are typically held on Fridays throughout the school year.

Career Nights – These roundtable networking events, coordinated by our student organizations, allow alumni and other company representatives to connect with students. Career nights are typically organized around a specific industry or function.

Student Organizations – We have over 35 student organization that you can connect with to assist you in building awareness of your upcoming recruiting activities. These student organizations also host a variety of recruiting and educational events throughout the year often involving employer participation. Contact your Global Sector Lead for a list of clubs and their contact information.

We are happy to discuss each of these options in more detail. Please call our office at (213) 740-0156 and ask to speak with one of our Global Sector Leads (GSLs).
Recruiting our MBA Students

On-Campus Interviewing – We offer the opportunity for you to interview candidates on-campus for both full-time and summer internship positions. We will take care of all of the logistics and schedule the interviews for you. You can request interview dates via our on-line recruiting system. Fall recruiting is generally reserved for full-time recruiting and winter/spring is for full-time and summer internship recruiting. If you wish to conduct summer internship recruiting in the fall, we will work with you to schedule your request.

• Fall On-Campus Interviews begin on October 5, 2015
• Winter/Spring On-Campus interviews begin on January 19, 2016

Resume books – Purchase access to our on-line resume book to review profiles of students from the MBA graduating classes of 2016 and 2017. Search for candidates using a variety of search criteria, such as interest and/or experience in a specific industry, function, or geographic preferences. The link to order our resume book is: https://www.mbafocus.com/employers-recruiters/products/cv-search-tools/school-resume-databases/

The Class of 2016 Resume Book will be released on September 14, 2015 and the Class of 2017 Resume Book will be released on October 12, 2015.

Our on-line recruiting system is powered by MBAFocus. You are able to do all of the following recruiting activities via our on-line system:

• Schedule on-campus interviews and company presentations
• Post a job opportunity
• Order access to our on-line resume book

Click on the following link to access the USC Marshall MBA on-line recruiting system: https://gtsemployer.mbafocus.com/USC/Employers/Login.aspx?jprid=233

We encourage you to work closely with your Global Sector Lead to develop a recruiting strategy that will be most effective for your organization. Global Sector Leads can be reached by calling our office at (213) 740-0156.

USC Marshall CRC Policy on Offers

At USC Marshall we are committed to the fair and equitable recruiting of our students by our employers. In turn, we require our students to act in accordance with the USC Marshall Code of Conduct that has been developed and agreed upon by the USC Marshall Deans, the Administration, and the Marshall Graduate Student Association.

We ask that all employers adhere to the spirit of equity and fairness by agreeing to the following:

• Full-Time offers from summer internships should remain open until November 20, 2015, or for at least three weeks from the written offer date, whichever is later.
• Full-Time offers from fall recruiting should remain open until December 4, or for at least three weeks from the written offer date, whichever is later.
• Offers for summer internships should remain open until March 4, or for at least three weeks from the written offer date, whichever is later.
• The offer of sign-on bonuses should adhere to the dates above and should not be used to pressure students into decisions prior to these dates.
The following tables show the salaries offered to the Class of 2014 MBAs by function and industry. We are currently compiling statistics for the Class of 2015. If you would like assistance with determining salary for our MBA students, please call our office at (213) 740–0156 and ask to speak with one of our Global Sector Leads.

### FUNCTION

<table>
<thead>
<tr>
<th>Function</th>
<th>Percentage</th>
<th>Median</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing/Sales</td>
<td>26%</td>
<td>$100,000</td>
<td>$140,000</td>
</tr>
<tr>
<td>Operations/Production</td>
<td>6%</td>
<td>$94,500</td>
<td>$108,000</td>
</tr>
<tr>
<td>General Management</td>
<td>9%</td>
<td>$100,000</td>
<td>$135,000</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>22%</td>
<td>$100,000</td>
<td>$160,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>23%</td>
<td>$120,000</td>
<td>$135,000</td>
</tr>
<tr>
<td>Human Resources</td>
<td>2%</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Other</td>
<td>13%</td>
<td>$95,000</td>
<td>$175,000</td>
</tr>
</tbody>
</table>

### INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
<th>Median</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>23%</td>
<td>$120,000</td>
<td>$135,200</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>11%</td>
<td>$95,000</td>
<td>$102,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>14%</td>
<td>$100,000</td>
<td>$130,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>4%</td>
<td>$95,000</td>
<td>$105,000</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>5%</td>
<td>$90,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>Non-Profit</td>
<td>1%</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Petroleum/Energy</td>
<td>3%</td>
<td>$95,000</td>
<td>$135,000</td>
</tr>
<tr>
<td>Healthcare</td>
<td>5%</td>
<td>$103,000</td>
<td>$115,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>5%</td>
<td>$89,000</td>
<td>$115,000</td>
</tr>
<tr>
<td>Technology</td>
<td>19%</td>
<td>$110,000</td>
<td>$145,000</td>
</tr>
<tr>
<td>Other</td>
<td>11%</td>
<td>$92,500</td>
<td>$175,000</td>
</tr>
</tbody>
</table>
Employers Who Have Hired our MBA Students

Accelerate IT Ventures
Activision
Advanced Bionics
AEG Sports
AeroVironment Inc.
Airbus Americas
AltaPartners
Amazon, Inc.
Atemo Inc.
Affenberg Innovation Lab
Apple Inc
AT&T, Inc.
Autodesk Inc.
BakerCorp
Balsam Brands
Bank of America Corporation
Barclays
BayView Capital
Beachbody, LLC
BET Networks
Bleacher Report
Blizzard Entertainment
Boston Consulting Group
Boston Scientific Corporation
Bottega Veneta
Boulder Organic Foods
Boyd Gaming Corporation
Brand Union
California Community Foundation
Campbell Alliance
Capgemini USA LLC
Capital Group
Cargomatic
CBRE Group
Centene Corporation
China Power Investment Group
Chrysalis
Cisco Systems
Click Labs
Cognizant Technology Solutions
Cornerstone OnDemand
Cortex Composites Inc.
Credit Suisse
Del Monte Foods
Deloitte/Deloitte Consulting
DirecTV
Disney Consumer Products
E & J Gallo
Earnest, Inc.
Eaton Corp.
eBay Inc.
EcoMedia CBS
Ergobaby
Evercore Partners
EY (Ernst & Young)
Farmer John
Farmers Insurance Group
Framed Data
Fuller Theological Seminary
Fullscreen
GCM Grossenber Capital Management
Genentech Inc.
General Electric
General Mills
Gibson International
GLAMsquad
Goldman Sachs & Co.
Google Inc.
Green Dot Schools
HealthNuvo
Hermes
Hewlett-Packard
Honda R&D Americas
Honeywell Aerospace
Howard Capital
Hulu
IBM Corp.
ICQ
Immerssion Corporation
Infosys Ltd
Intel Corporation
Intuit
Jacobs Engineering Group, Inc.
Johnson and Johnson
Jong Ie Nara Co., Ltd.
JPMorgan Chase & Co.
Juniper Networks
KaBOOM!
Kaiser Permanente
Kayne Anderson Capital Advisors
Kerlin Capital
Kirkland & Ellis, LLP
KOR Water
Kraft Foods Group Inc.
Kurt Salmon Associates
Lam Research
Land O’ Lakes
LEK Consulting
Liberty Mutual
LOreal International
Lynda.com
Macquarie Group Limited
Mattel Inc.
McKesson Corporation
Mercer Consulting
Metropolitan West Capital Management
MG M Resort International
MIS Inc
Mosaic Capital LLC
Mu Sigma
National Football League (NFL)
NBCUniversal
Nestle
NetApp
Netiya
Nike
Nordstrom
Northrop Grumman Corp.
Nvidia Corporation
Oaktree Capital Management
Omnia Media
OnPrem Solution Partners LLC
Optimist Inc.
Pacific Gas & Electric Company
Paramount Pictures
Pasadena Angles
Paul Hastings
Penton Media
Perkins Coie LLP
Pharmavite LLC
Phoenix Suns
Pimco
PricewaterhouseCoopers (PwC)
Princess Cruises
Quinn Group
RBC Capital Markets
Redhills Ventures LLC
Rent.com
Rise Interactive
Risk Management Solutions
Rocket Fuel
Royal Dutch Shell
Ryan Herco Flow Solutions
Salesforce.com
Samsung
SanDisk Corporation
Schlumberger
Scopely
Seagate Technology
SGN Games Inc
Shah Consulting
Shea Homes
Shea Ventures
Shell Oil Company
Shorenstein Realty
Simms/Mann Institute
Sony Network Entertainment
Southern California Edison
SpaceX
Starwood Property Trust
Straits Financial LLC
SWS WU Fund Management
Taco Bell Corporation
Taiping Life Insurance Co. Ltd
Tesla Motors
The Boeing Company
The Broad Residency in Urban Education, Alliance for College- Ready Public Schools
The Sage Group, LLC
Three Sixty Advisory Group
Toyota Motor Sales USA Inc.
Uber
UBS AG
UBS Investment Bank
VMware Inc.
Wasserman Media Group
Weisbush Securities
Wells Fargo Corp.
Whittier Trust Company
Wipit, Inc.
Wolfgram
Xerox Corp.
YuMe
Zeconomy
ZQgame