

# Contact Information

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## Class of 2001 Placement Highlights

**On-Grounds recruiting activity remained strong with the number of organizations interviewing McIntire students. Three hundred-nine organizations were represented. Highlights of the 2000–2001 recruiting season are listed below:**

- Over 3,000 interviews were conducted at the University by McIntire students.
- As of August 17, Commerce Career Services had collected information on 95% of the undergraduate Class of 2001. Ninety-two percent of those who responded indicated they had either accepted a position, were enrolling in graduate school full-time, or chose not to seek employment.
- The average annual base salary for the undergraduate Class of 2001 is \$49,288; the median annual starting salary is \$50,000.
- The average signing bonus for the undergraduate Class of 2001 is \$6,208 (includes information collected on 60% of those reporting). The average estimated annual bonus is \$20,464 (includes information collected on 36% of those reporting).
- A total of 18 B.S. in Commerce students, 6% of those who responded to the survey, indicated they have enrolled in full-time graduate degree programs, including law, accounting, and professional development.
- Sixty-seven percent of the students (199) on which we collected information indicated they had an internship during the summer prior to their 4th year at McIntire. Of these students, 23% (45 students) accepted full-time employment with the company at which they interned.
- As of August 17, 100% of the Class of 2001 Master of Science in Accounting graduates responded they had accepted full-time employment, or were enrolling in further graduate studies.
- The average annual starting salary for the Master of Science in Accounting Class of 2001 is \$47,462; the median is \$47,000.
- The average signing bonus for the Master of Science in Accounting Class of 2001 is \$3,692 (includes information collected on 65% of those reporting).
- Forty-five (45) students graduated from McIntire's Masters in the Management of Information Systems program. Students in the program averaged 8–10 years of work experience prior to admissions to McIntire, and sixty-three percent (63%) of the students were sponsored in full or in part by their company or organization. Of those who were not sponsored, 96% were employed at the time of graduation. The mean salary for the class at the time of graduation was \$77,360 with a range of \$48,000–\$145,000. Mean total compensation package of \$89,529 with a range of \$48,000–\$175,000.

## 2001 Analysis By Job Function: Bachelor of Science in Commerce

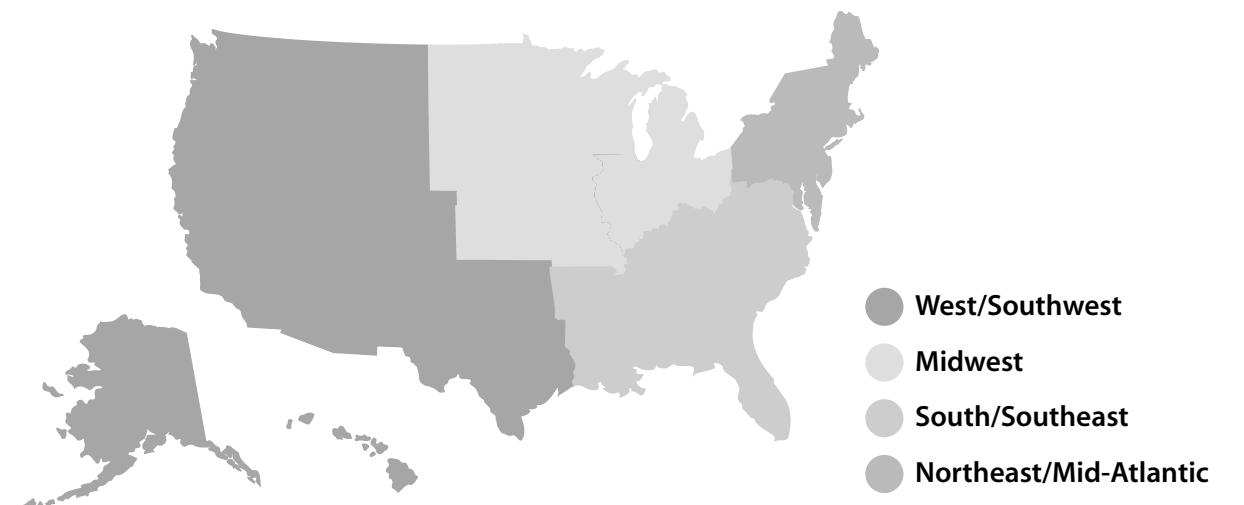
The following salary figures represent accepted offers. These figures are based on information collected on 248 students that reported accepting full-time employment by August 17, 2001.

BUSINESS FUNCTION	PERCENTAGE RESPONSES	AVERAGE BASE SALARY	MEDIAN BASE SALARY	BASE SALARY RANGE	AVERAGE SIGNING BONUS	PERCENTAGE RESPONSES (Average Signing Bonus)	AVERAGE ANNUAL BONUS	PERCENTAGE RESPONSES (Average Annual Bonus)	AVERAGE TOTAL COMPENSATION PACKAGE
<b>Accounting</b>	<b>13.3%</b>	<b>\$41,911</b>	<b>\$42,000</b>	<b>\$32,000–\$48,000</b>	<b>\$3,167</b>	<b>15.2%</b>	<b>\$3,067</b>	<b>5.6%</b>	<b>\$45,621</b>
Auditor (Public Accounting)	12.4%	\$41,827	\$42,000	\$32,000–\$48,000	\$3,140	14.0%	\$3,475	3.7%	\$45,381
Tax Specialist (Public Accounting)	1.0%	\$43,000	\$43,000	\$43,000–\$43,000	\$3,500	1.1%	\$2,250	1.9%	\$48,750
<b>Consulting</b>	<b>29.5%</b>	<b>\$49,952</b>	<b>\$50,000</b>	<b>\$36,000–\$61,000</b>	<b>\$4,914</b>	<b>32.6%</b>	<b>\$9,548</b>	<b>21.3%</b>	<b>\$58,090</b>
Systems Consulting	7.6%	\$53,344	\$53,000	\$44,000–\$61,000	\$5,625	9.0%	\$5,330	4.6%	\$60,634
Business Consulting	6.2%	\$47,154	\$49,500	\$36,000–\$55,000	\$2,875	6.7%	\$10,250	4.6%	\$53,750
Strategic Consulting	5.2%	\$52,182	\$55,000	\$40,000–\$60,000	\$6,222	5.1%	\$6,240	4.6%	\$60,109
Financial Consulting	4.8%	\$47,300	\$44,000	\$42,000–\$60,000	\$5,250	5.6%	\$19,600	4.6%	\$62,350
Management Consulting	3.3%	\$51,643	\$52,000	\$46,000–\$56,000	\$5,143	3.9%	\$4,750	1.9%	\$58,143
Other Consulting	2.4%	\$44,400	\$44,000	\$43,000–\$46,000	\$4,000	2.2%	\$3,000	0.9%	\$48,200
<b>Finance</b>	<b>41.4%</b>	<b>\$53,178</b>	<b>\$55,000</b>	<b>\$37,500–\$60,000</b>	<b>\$8,598</b>	<b>40.4%</b>	<b>\$27,393</b>	<b>64.8%</b>	<b>\$82,334</b>
Analyst-Investment/ Corporate Banking	24.8%	\$54,923	\$55,000	\$43,000–\$60,000	\$9,261	25.8%	\$32,976	38.0%	\$89,115
Sales/Trading	6.7%	\$53,214	\$55,000	\$40,000–\$60,000	\$9,583	6.7%	\$21,808	12.0%	\$81,679
Investment Management/ Research/Trust	4.3%	\$49,778	\$50,000	\$45,000–\$55,000	\$5,000	2.2%	\$11,357	6.5%	\$60,833
Venture Capital	1.9%	\$51,750	\$55,000	\$42,000–\$55,000	\$7,667	1.7%	\$38,750	3.7%	\$96,250
Corporate Finance/Treasury (within corp.)	1.9%	\$43,625	\$44,000	\$37,500–\$49,000	\$6,527	1.7%	\$5,000	0.9%	\$49,770
Real Estate Finance/ Development	1.4%	\$47,000	\$48,000	\$43,000–\$50,000	\$2,833	1.7%	\$7,500	2.8%	\$57,333
Commercial Banking (Retail)	0.5%	\$55,000	\$55,000	\$55,000–\$55,000	\$7,000	0.6%	\$20,000	0.9%	\$82,000
<b>Information Systems</b>	<b>8.1%</b>	<b>\$50,471</b>	<b>\$50,000</b>	<b>\$40,500–\$56,000</b>	<b>\$6,115</b>	<b>7.3%</b>	<b>\$6,180</b>	<b>4.6%</b>	<b>\$56,965</b>
Business/Systems Analyst	7.1%	\$50,900	\$50,000	\$47,000–\$56,000	\$6,375	6.7%	\$6,180	4.6%	\$58,060
Internet/E-Commerce	0.5%	\$54,000	\$54,000	\$54,000–\$54,000	none reported	0.0%	none reported	0.0%	\$54,000
Programmer	0.5%	\$40,500	\$40,500	\$40,500–\$40,500	\$3,000	0.6%	none reported	0.0%	\$43,500
<b>Marketing/Sales</b>	<b>6.7%</b>	<b>\$39,807</b>	<b>\$40,000</b>	<b>\$30,000–\$47,000</b>	<b>\$4,500</b>	<b>4.5%</b>	<b>\$3,889</b>	<b>2.8%</b>	<b>\$43,212</b>
Product/Brand Management	2.9%	\$42,217	\$43,400	\$35,000–\$47,000	\$5,375	2.2%	\$5,500	1.9%	\$47,633
Advertising/Public Relations	1.0%	\$35,000	\$35,000	\$30,000–\$40,000	none reported	0.0%	none reported	0.0%	\$35,000
Merchandising/Retail	1.0%	\$39,750	\$39,750	\$39,500–\$40,000	\$2,250	1.1%	none reported	0.0%	\$42,000
Market Research	1.0%	\$37,500	\$37,500	\$30,000–\$45,000	\$7,000	0.6%	\$667	0.9%	\$41,334
Sales/Sales Management	1.0%	\$39,750	\$39,750	\$39,500–\$40,000	\$3,000	0.6%	none reported	0.0%	\$41,250
<b>Other</b>	<b>1.0%</b>	<b>\$34,000</b>	<b>\$34,000</b>	<b>\$32,000–\$36,000</b>	none reported	<b>0.0%</b>	<b>\$12,000</b>	<b>0.9%</b>	<b>\$40,000</b>

## 2001 Analysis By Geographic Region: Bachelor of Science in Commerce

REGION CITY/STATE	PERCENTAGE RESPONSES	AVERAGE BASE SALARY	MEDIAN BASE SALARY	BASE SALARY RANGE	AVERAGE SIGNING BONUS	PERCENTAGE RESPONSES (Average Signing Bonus)	AVERAGE ANNUAL BONUS	PERCENTAGE RESPONSES (Average Annual Bonus)	AVERAGE TOTAL COMPENSATION PACKAGE
<b>Midwest</b>	<b>2.4%</b>	<b>\$51,000</b>	<b>\$49,000</b>	<b>\$43,000-\$60,000</b>	<b>\$4,270</b>	<b>2.3%</b>	<b>\$18,833</b>	<b>2.8%</b>	<b>\$65,716</b>
Chicago, IL	1.4%	\$53,667	\$58,000	\$43,000-\$60,000	\$4,000	1.1%	\$23,750	1.9%	\$72,167
<b>Northeast/Mid-Atlantic</b>	<b>43.8%</b>	<b>\$52,582</b>	<b>\$55,000</b>	<b>\$30,000-\$60,000</b>	<b>\$7,586</b>	<b>42.9%</b>	<b>\$25,568</b>	<b>56.6%</b>	<b>\$75,776</b>
New York, NY	33.2%	\$53,471	\$55,000	\$30,000-\$60,000	\$8,227	36.2%	\$28,022	47.2%	\$81,407
Bethesda, MD	2.9%	\$48,000	\$49,000	\$45,000-\$50,000	\$2,875	2.3%	\$6,250	1.9%	\$52,000
Boston, MA	1.9%	\$48,625	\$49,250	\$41,000-\$55,000	\$5,250	2.3%	\$17,000	2.8%	\$66,625
Baltimore, MD	1.0%	\$52,500	\$52,500	\$50,000-\$55,000	none reported	0.0%	\$30,000	0.9%	\$67,500
Oaks, PA	1.0%	\$42,500	\$42,500	\$40,000-\$45,000	none reported	0.0%	\$4,000	0.9%	\$44,500
<b>South/Southeast</b>	<b>48.1%</b>	<b>\$46,193</b>	<b>\$45,000</b>	<b>\$30,000-\$61,000</b>	<b>\$4,785</b>	<b>48.6%</b>	<b>\$10,025</b>	<b>35.8%</b>	<b>\$54,118</b>
Washington, D.C.	9.1%	\$46,132	\$43,000	\$37,500-\$61,000	\$4,556	10.2%	\$5,060	4.7%	\$51,779
Richmond, VA	7.2%	\$43,900	\$42,000	\$37,500-\$55,000	\$5,167	6.8%	\$6,800	4.7%	\$50,300
Vienna, VA	4.8%	\$47,900	\$49,000	\$42,000-\$56,000	\$4,200	5.6%	\$6,000	1.9%	\$53,300
Atlanta, GA	4.3%	\$47,556	\$48,000	\$39,500-\$55,000	\$5,500	4.0%	\$20,750	5.7%	\$65,667
Reston, VA	4.3%	\$51,944	\$53,000	\$49,500-\$54,000	\$2,667	5.1%	\$7,750	2.8%	\$57,194
Arlington, VA	3.4%	\$42,429	\$42,000	\$39,500-\$46,000	\$2,917	3.4%	\$8,250	1.9%	\$47,286
Falls Church, VA	2.9%	\$51,333	\$52,000	\$48,000-\$52,000	\$7,000	3.4%	\$3,750	1.9%	\$59,583
Tyson's Corner, VA	1.9%	\$43,250	\$43,000	\$42,000-\$45,000	\$6,875	2.3%	\$4,750	1.9%	\$52,500
Charlotte, NC	1.4%	\$50,000	\$55,000	\$40,000-\$55,000	\$7,333	1.7%	\$37,500	1.9%	\$82,333
Charlottesville, VA	1.4%	\$37,333	\$35,000	\$32,000-\$45,000	none reported	0.0%	\$7,500	0.9%	\$39,833
McLean, VA	1.4%	\$46,333	\$46,000	\$43,000-\$50,000	\$3,667	1.7%	\$3,000	1.9%	\$52,000
<b>West/Southwest</b>	<b>5.8%</b>	<b>\$51,583</b>	<b>\$55,000</b>	<b>\$40,000-\$56,000</b>	<b>\$8,364</b>	<b>6.2%</b>	<b>\$32,700</b>	<b>4.7%</b>	<b>\$72,875</b>
San Francisco, CA	3.8%	\$53,125	\$55,000	\$47,000-\$56,000	\$9,000	4.0%	\$46,667	2.8%	\$78,500
Houston, TX	1.0%	\$47,500	\$47,500	\$40,000-\$55,000	\$10,000	1.1%	\$11,750	1.9%	\$69,250

+Only select cities are noted from information collected.

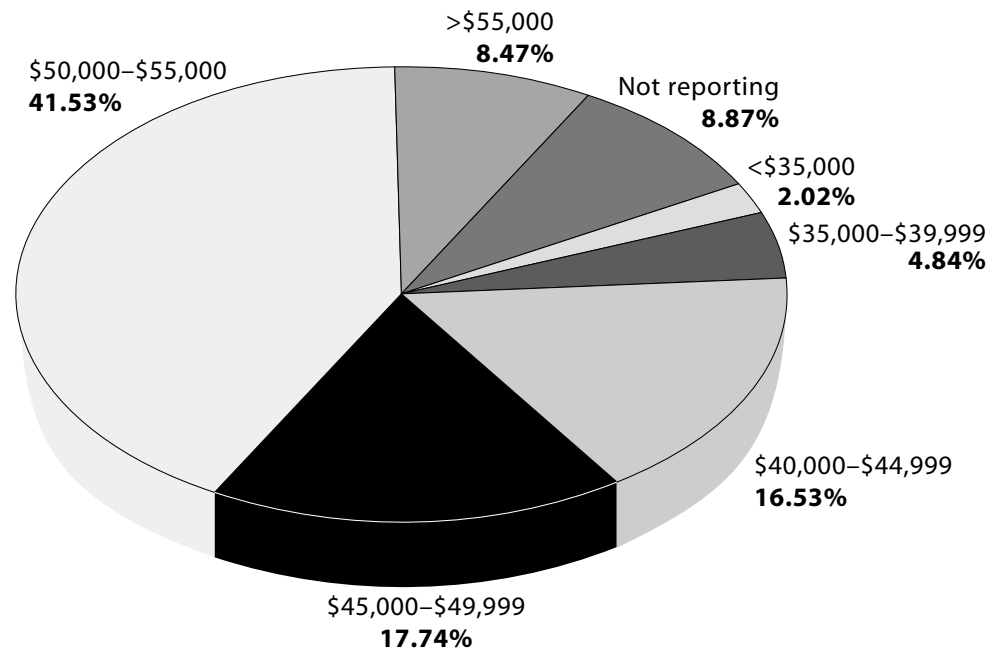


## 2001 Analysis By Industry: Bachelor of Science in Commerce

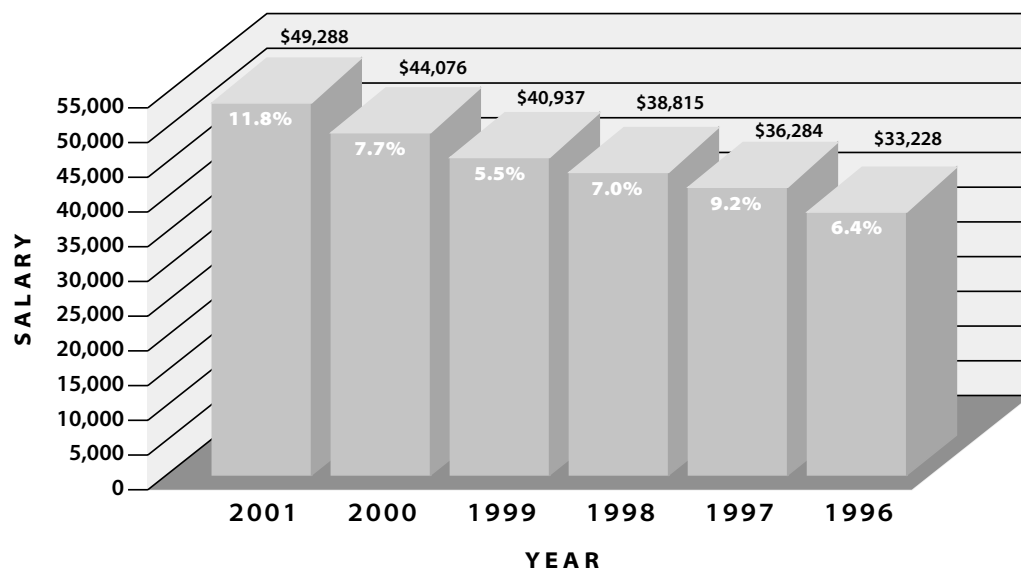
REGION CITY/STATE	PERCENTAGE RESPONSES	AVERAGE BASE SALARY	MEDIAN BASE SALARY	BASE SALARY RANGE	AVERAGE SIGNING BONUS	PERCENTAGE RESPONSES (Average Signing Bonus)	AVERAGE ANNUAL BONUS	PERCENTAGE RESPONSES (Average Annual Bonus)	AVERAGE TOTAL COMPENSATION PACKAGE
<b>Total Manufacturing</b>	<b>4.7%</b>	<b>\$43,500</b>	<b>\$42,500</b>	<b>\$35,000-\$54,000</b>	<b>\$5,013</b>	<b>3.4%</b>	<b>\$6,556</b>	<b>2.8%</b>	<b>\$48,475</b>
Consumer Goods (Food/ Beverage/Tobacco/ Household Products)	1.9%	\$39,750	\$39,500	\$35,000-\$45,000	\$4,333	1.7%	\$1,834	1.9%	\$43,917
Widely Diversified Conglomerate	0.9%	\$49,500	\$49,500	\$45,000-\$54,000	\$3,000	0.6%	none reported	0.0%	\$51,000
Biomedical/ Biotechnology	0.5%	\$40,000	\$40,000	\$40,000-\$40,000	none reported	0.0%	none reported	0.0%	\$40,000
Energy/Oil/Gas/Minerals	0.5%	\$40,000	\$40,000	\$40,000-\$40,000	\$10,000	0.6%	\$16,000	0.9%	\$66,000
Forest Products/Packaging	0.5%	\$49,000	\$49,000	\$49,000-\$49,000	\$4,080	0.6%	none reported	0.0%	\$53,080
High Technology (Electronics, Computers, Telecommunications)	0.5%	\$48,000	\$48,000	\$48,000-\$48,000	none reported	0.0%	none reported	0.0%	\$48,000
<b>Total Service</b>	<b>94.4%</b>	<b>\$49,703</b>	<b>\$50,000</b>	<b>\$30,000-\$61,000</b>	<b>\$6,250</b>	<b>96.6%</b>	<b>\$20,861</b>	<b>97.2%</b>	<b>\$65,949</b>
Investment Bank	30.5%	\$54,438	\$55,000	\$37,500-\$60,000	\$9,045	30.9%	\$31,078	47.2%	\$86,477
Consulting (not with accounting firms)	23.5%	\$50,900	\$50,750	\$36,000-\$61,000	\$4,792	27.0%	\$8,978	16.7%	\$58,732
Public Accounting	17.8%	\$43,908	\$43,000	\$32,000-\$53,000	\$3,486	19.7%	\$3,378	8.3%	\$47,918
Diversified Financial Services	4.2%	\$45,222	\$45,000	\$43,000-\$48,000	\$7,250	4.5%	\$7,000	3.7%	\$54,778
Commercial Bank	2.8%	\$50,167	\$50,500	\$43,000-\$55,000	\$8,833	3.4%	\$20,000	2.8%	\$69,000
Investment Management	2.8%	\$49,167	\$50,000	\$45,000-\$55,000	\$9,500	2.2%	\$11,333	5.6%	\$66,833
Advertising/Marketing Services/Public Relations	1.4%	\$34,600	\$30,000	\$30,000-\$43,800	none reported	0.0%	none reported	0.0%	\$34,600
Real Estate/Construction	1.4%	\$47,000	\$48,000	\$43,000-\$50,000	\$2,833	1.7%	\$7,500	2.8%	\$57,333
Venture Capital	1.4%	\$50,667	\$55,000	\$42,000-\$55,000	\$6,500	1.1%	\$38,333	2.8%	\$93,333
Computer Related Services	0.9%	\$48,000	\$48,000	\$43,000-\$53,000	\$8,500	1.1%	\$5,000	0.9%	\$59,000
Entertainment/Leisure	0.9%	\$51,000	\$51,000	\$42,000-\$60,000	\$3,500	0.6%	\$37,500	0.9%	\$71,500
High Technology/E-Commerce	0.9%	\$52,500	\$52,500	\$50,000-\$55,000	\$5,000	1.1%	\$10,000	1.9%	\$67,500
Hospitality/Lodging	0.9%	\$50,000	\$50,000	\$50,000-\$50,000	none reported	0.0%	none reported	0.0%	\$50,000
Other Services	0.9%	\$34,750	\$34,750	\$32,000-\$37,500	none reported	0.0%	none reported	0.0%	\$34,750
Retail	0.9%	\$39,750	\$39,750	\$39,500-\$40,000	\$2,250	1.1%	none reported	0.0%	\$42,000
Telecommunications	0.9%	\$48,250	\$48,250	\$40,500-\$56,000	\$3,000	1.1%	none reported	0.0%	\$51,250
Government/Not-for-Profit	0.5%	\$54,000	\$54,000	\$54,000-\$54,000	\$4,000	0.6%	\$5,400	0.9%	\$63,400
Insurance	0.5%	\$60,000	\$60,000	\$60,000-\$60,000	\$10,000	0.6%	\$35,000	0.9%	\$105,000
Transportation Services	0.5%	\$36,000	\$36,000	\$36,000-\$36,000	none reported	0.0%	\$12,000	0.9%	\$48,000
Widely Diversified Services	0.5%	\$40,000	\$40,000	\$40,000-\$40,000	none reported	0.0%	\$5,000	0.9%	\$45,000

## 2001 Salary Profile: Bachelor of Science in Commerce

### DISTRIBUTION OF BASE SALARIES



### HISTORICAL DATA



+Percentages indicate increase from previous year.

## 2001 Career Choice Profile: Bachelor of Science in Commerce

### ACCEPTED JOB AS A RESULT OF

### PERCENTAGE RESPONSES

<b>Career Services Activities</b>	<b>74%</b>
On-Grounds Recruiting	47%
Third-Year Summer Employment (through Commerce Career Services)	13%
Job Postings (through Commerce Career Services)	9%
Programs in Commerce Career Services	2%
Externships	2%
Minority Career Day (University Career Services)	1%
<b>Student-Initiated Efforts</b>	<b>19%</b>
Direct Contact with Organization	10%
Third-Year Summer Employment (Student Initiated)	4%
McIntire Faculty/Alumni Contact	2%
Advertisement	1%
Other	1%
<b>Not Reported</b>	<b>8%</b>

### PRIMARY REASON FOR SELECTING JOB

### PERCENTAGE RESPONSES

Compatibility with People in Organization/Culture	32%
Interest in Industry	16%
Job Content/Responsibility	15%
Growth Potential at Organization	13%
Compensation Package/Potential	8%
Lifestyle (location, climate, etc.)	8%
<b>Not Reported</b>	<b>8%</b>

## 2001 Graduate School Placement

### Bachelor of Science in Commerce

These figures are based on 18 Bachelor of Science in Commerce graduates and two Master of Science in Accounting graduates who indicated that they were enrolling in a full-time graduate program in September 2001.

### TYPE OF GRADUATE PROGRAM

### PERCENTAGE RESPONSES

Law	35%
Accounting	25%
Other (includes Business Administration—5%, Education—5%, Management Information Systems—5%, Medicine—5%, Data Not Reported—20%)	40%

## 2001 Analysis By Job Function: Master of Science in Accounting

The following salary figures represent accepted offers. These figures are based on information collected on 20 students as of August 17, 2001.

JOB FUNCTION	PERCENTAGE RESPONSES	AVERAGE BASE SALARY	MEDIAN BASE SALARY	BASE SALARY RANGE	AVERAGE SIGNING BONUS	PERCENTAGE RESPONSES (Average Signing Bonus)	AVERAGE ANNUAL BONUS	PERCENTAGE RESPONSES (Average Annual Bonus)	AVERAGE TOTAL COMPENSATION PACKAGE
<b>Accounting</b>	<b>100%</b>	<b>\$47,462</b>	<b>\$47,000</b>	<b>\$40,000–\$52,000</b>	<b>\$3,692</b>	<b>100%</b>	<b>\$4,000</b>	<b>00.0%</b>	<b>\$51,462</b>
Auditor (Public Accounting)	30.8%	\$48,000	\$47,500	\$45,000–\$52,000	\$3,250	30.8%	none reported	0.0%	\$51,250
Tax Specialist (Public Accounting)	38.5%	\$45,400	\$47,000	\$40,000–\$48,000	\$4,000	38.5%	none reported	0.0%	\$49,400
Other Accounting	30.8%	\$49,500	\$50,000	\$46,000–\$52,000	\$3,750	30.8%	\$4,000	100%	\$54,250

## 2001 Analysis By Geographic Region: Master of Science in Accounting

+Salary figures not reported for categories with less than 10% acceptance rate.

REGION	PERCENTAGE RESPONSES	AVERAGE BASE SALARY	MEDIAN BASE SALARY	BASE SALARY RANGE	AVERAGE SIGNING BONUS	PERCENTAGE RESPONSES (Average Signing Bonus)	AVERAGE ANNUAL BONUS	PERCENTAGE RESPONSES (Average Annual Bonus)	AVERAGE TOTAL COMPENSATION PACKAGE
Northeast/Mid-Atlantic	46.2%	\$49,833	\$51,000	\$45,000–\$52,000	\$3,750	46.2%	none reported	0.0%	\$53,583
South/Southeast	46.2%	\$45,333	\$46,000	\$40,000–\$48,000	\$3,750	46.2%	none reported	0.0%	\$49,083
West/Southwest	7.7%	+	+	+	+	+	+	+	+

## 2001 Analysis By Industry: Master of Science in Accounting

INDUSTRY	PERCENTAGE RESPONSES	AVERAGE BASE SALARY	MEDIAN BASE SALARY	BASE SALARY RANGE	AVERAGE SIGNING BONUS	PERCENTAGE RESPONSES (Average Signing Bonus)	AVERAGE ANNUAL BONUS	PERCENTAGE RESPONSES (Average Annual Bonus)	AVERAGE TOTAL COMPENSATION PACKAGE
<b>Service</b>									
Public Accounting	100%	\$47,462	\$47,000	\$40,000–\$52,000	\$3,692	100%	\$4,000	0.0%	\$51,462

## 2001 Organization Choice Profile: Bachelors & Masters

### 2001 Recruiting Organizations with Most Acceptances

ORGANIZATION	ACCEPTANCES
PricewaterhouseCoopers	37
Andersen	14
Accenture	10
Ernst & Young LLP	9
J.P. Morgan Chase & Co.	9
KPMG LLP	9
Bear, Stearns & Co. Inc.	8
Capital One	8
Deloitte & Touche	6
Goldman Sachs & Company	5
A.T. Kearney	4
Blackrock	4
Deloitte Consulting	4
Merrill Lynch	4
Peterson Consulting, A Unit of Navigant Consulting	4
UBS Warburg	4
Banc of America Securities	3
Bank of America	3
CIBC World Markets	3
Deutsche Banc Alex. Brown	3
Lehman Brothers	3
Robertson Stephens	3
Stern Stewart & Co.	3
U.S. Navy	3
Citigroup Inc.	3
American Management Systems, Inc.	2
Dean & Co.	2
General Mills, Inc.	2
Greenhill & Co., LLC	2
Honeywell International Inc.	2
Houlihan Lokey Howard & Zukin	2
MarketBridge	2
Marriott International	2
McKinsey & Company	2
Providian Financial Corporation	2
SEI Investments	2
Thomas Weisel Partners LLC	2
Tucker Alan Inc.	2
Verizon	2

+Organizations with two or more reported acceptances are listed.

## 2000-2001 On-Grounds McIntire Recruiting Organizations

A.G. Edwards & Sons, Inc.	The Bon-Ton
A.T. Kearney	Booz-Allen & Hamilton
ABC Technologies	The Boston Consulting Group
Abercrombie & Fitch	The Breckenridge Group, Inc.
ABS Capital Partners	Bridge Information Systems, Inc.
Accenture	The Brookdale Group
Acterna	Brooks Adams Research, Inc.
Actuarial Research Corporation	Brown Brothers Harriman & Co.
Advertising.com	Brown-Forman Corporation
The Advisory Board Company	Bureau of Labor Statistics
Aerotek, Inc.	Calibre Systems, Inc.
Alcoa Inc.	Cambridge Associates, LLC
Align 360, LLC	Cambridge Strategic Management Group, Inc.
Allied Investment Advisors	Cap Gemini Ernst & Young LLC
America Online, Inc.	Capital Economics
American Express Financial Advisors Inc.	The Capital Group of Virginia/Guardian
American Management Systems, Inc.	Capital One
Americhoice Health Services, Inc.	CapTech Ventures
Andersen	CarMax
Anheuser-Busch, Inc.	Carolina Holdings, Inc.
APEX Systems, Inc.	Carter Ryley Thomas Public Relations
Appian Corporation	CB Richard Ellis
The Arlington Group	Centralized Financial Management Trainee
AvalonBay Communities, Inc.	Charles E. Smith Commercial Realty, L.P.
Avanade, Inc.	Charles River Associates
Avaya Inc.	Chicago Trading Co.
BAE Systems	CIBC World Markets
Bain Capital	CISCO Systems, Inc.
Bain & Company	Citigroup Inc.
Banc of America Securities	The Clark Construction Group
Bank of America	Clark Realty Capital, LLC
BB&T Capital Markets	The Coca-Cola Company
BDO Seidman	Colony Insurance Group
Bear, Stearns & Co. Inc.	Comptroller of the Currency
BellSouth.net, Inc.	Computer Science Corporation
Berkshire Mortgage Finance	Consolidated Graphics
BIA Capital Corp.	Cornerstone Research
Blackrock	Corning Incorporated
The Blackstone Group	Corporate Apartment Specialists, Inc.
Bloomberg, L.P.	Corporate Executive Board

## 2000–2001 On-Grounds McIntire Recruiting Organizations

Corporation for Enterprise Development	First Investors Corporation
Credit Suisse First Boston	First Union
CSX Corporation	First USA
Daiei Papers	First Virginia Banks, Inc.
Dain Rauscher Wessels	Food Marketing Institute
D'Arcy Advertising	Ford Motor Company
The Darden School at UVa	Fortis, Inc.
Davenport & Company, LLC	Freddie Mac
Dean & Co.	Friedman Fleischer & Lowe
Dell Computer Corporation	Furash & Company
Deloitte & Touche	Gap, Inc.
Deloitte Consulting	General Electric Company
Deutsche Banc Alex.Brown	General Investment and Development Co.
Dewberry Companies	General Mills, Inc.
DMG Securities, Inc.	Goldman Sachs & Company
Dominion Partners, L.C.	The Goodyear Tire and Rubber Company
The Dow Chemical Company	Graham Partners
Dow Jones & Company, Inc.	Great-West Life Assurance Company
Duke Management Company	Greenhill & Co.
E&J Gallo Winery	GTSI
E*Trade Bank	H & R Block Financial Advisors
The Egg Factory	Hantzmon, Wiebel & Company
Element Re Capital Products	Harris Williams & Co.
Eli Lilly and Company	Headstrong
Enron Corp.	The Home Depot Inc.
Enterprise Rent-A-Car	Honeywell International Inc.
Equis Corporation	Host Marriott Corporation
Ericsson	Houlihan Lokey Howard & Zukin
Ernst & Young LLP	Hunton & Williams
ESI International	IBM
Evercore Partners Inc.	ICF Consulting
Ewing Monroe Bemiss & Co.	Idea Integration
ExxonMobil	IMGEN Technologies
FactSet Research Systems, Inc.	Informatica Corporation
Fannie Mae	Intelligent Information Systems
Federal Trade Commission	IntelliMark
Ferguson Enterprises, Inc.	Internal Revenue Service
Fiduciary Investment Management International	International Foundation of Employee Benefit Plans
Financial Services of Virginia	International Paper

## 2000–2001 On-Grounds McIntire Recruiting Organizations

Intraspect Software, Inc.	McKesson Corporation
iSky, Inc.	McKinsey & Company
J.E. Robert Companies	Media General Broadcast Group
james martin + co.	Mercer Management Consulting
Janus	Merck & Co., Inc.
John Hancock Financial Services, Inc.	Meridium, Inc.
John Motley Associates	Merrill Lynch
Johnson & Johnson	MetLife Financial Services
Johnson Lambert & Company/VERIS Consulting	Metrocall
Johnson, Mirmiran & Thompson	MicroSoft Corporation
Jones Lang LaSalle	Monitor Group
JP Morgan Chase & Co.	Morgan Stanley Dean Witter
The Kaempfer Co.	The Motley Fool
Kaplan Inc.	New Horizons Venture Capital
Ketchum	Newell Rubbermaid
Kimberly-Clark Corporation	Newport News Shipbuilding
KPMG LLP	NFL Films
Kurt Salmon Associates	Nomura Securities Co., Ltd.
Lazard Freres and Co. LLC	Norelli & Company
LECG, Inc.	Norfolk Southern Corp.
Legg Mason Wood Walker, Inc.	Northrop Grumman Corporation
Lehman Brothers	Northwestern Mutual Life Insurance Company
LexisNexis	NTELOS
Lockheed Martin Corporation	Oldcastle Materials
Lord, Abbett & Company	OLDE Discount Corporation
Lucent Technologies	OneSoft Corporation
MarketBridge	OPNET Technologies, Inc.
Markowitz & McNaughton, Inc.	Peace Corps
Marriott International	PEC Solutions, Inc.
Mars & Co.	PENTA Advisory Services, A Unit of Navigant Consulting
MassMutual Financial Group	Peterson Consulting, A Unit of Navigant Consulting
Matrix Capital Markets Group, Inc.	Pfizer Inc.
Maxim Group	Philip Morris Companies Inc.
The May Department Stores Company	PricewaterhouseCoopers
McBee Associates, Inc.	Procter & Gamble
McCann-Erickson	Providian Financial Corporation
McDonald Investments	Prudential Securities Incorporated
McFadyen Consulting	Public Financial Management
MCG Capital Corporation	
MCI WorldCom	

## 2000–2001 On-Grounds McIntire Recruiting Organizations

Putnam Lovell Securities, Inc.	Thomas Weisel Partners LLC
Raymond James & Associates	Thompson, Siegel, & Walmsley
Resolve Consulting Inc.	Thomson Financial/Carson Group
Robert W. Baird & Co.	TM Capital Corp.
Robertson Stephens	Towers Perrin
Robinson, Farmer, Cox Associates	Townsend Frew & Co.
Saks Fifth Avenue	Travelers Property Casualty Corp.
Sapient Corporation	Trigon Blue Cross Blue Shield of Virginia
SCA Consulting	Tritek Solutions, Inc.
Science Applications International Corporation	TruGreen ChemLawn
Scient Corporation	TRW Systems
Scott, Inc.	Tucker Alan Inc.
SEI Investments	Tucker Anthony Cleary Gull
Seneca Financial Group, Inc.	Tuition Painters
SG Barr Devlin	U.S. Census Bureau
SNL Securities LC	U.S. Department of Commerce, International Trade
Spear, Leeds and Kellogg	The U.S. Navy
SRA International, Inc.	UBS PaineWebber
Startec Global Communications Corporation	UBS Warburg
State Farm Insurance Companies	UUNET
Step9 Software Corporation	UVa Alumni Association
Stephens Inc.	UVa Women's Center
Stern Stewart & Co.	The Vanguard Group
Stonebridge Technologies	Venterra Corporation
Strategic Management Group	Verizon
Sun Life Financial	Viant Corporation
Sun Microsystems	Virginia Asset Management
Sunshine Bouquet Company	Wachovia Corporation
SunTrust Robinson-Humphrey Capital Markets	Walgreens
Susquehanna International Group, LLP	Wallace Willmore Cromwell & Co., LLC
T. Rowe Price	Watson Wyatt Worldwide
Tangram Enterprise Solutions, Inc.	Westvaco Corporation
Target	Zazus Corporate
Tattersall Advisory Group	
TD Securities	
TEKsystems	
Telcordia Technologies, Inc.	
TELECON	
Thomas Havey LLP	Number of Organizations: 309

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The McIntire School's Corporate Partners and Sponsors Program is designed to create strong and lasting relationships between the McIntire School and the corporate community. Members of the program provide unrestricted financial contributions to the McIntire School, which are then used throughout the School to support a variety of priorities and initiatives. This financial support from our corporate friends is extremely valued and important to the School.

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For more information on becoming a Corporate Partner or Sponsor, please contact:

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