

# 2011-2012 Student Internship/Co-op and Full-Time Outcome Report

Prepared By  
Career & Corporate Connections

PENNSTATE



SMEAL College of Business

# Introduction

The following report details student internship/co-op and full-time outcomes for at the Smeal College of Business for the 2011-2012 academic year.

In December 2011 and April 2012, Fall 2011 and Spring 2012 graduates were asked to complete the Smeal Senior survey. Subsequently, Penn State Career Services sent a survey collecting similar information to graduating seniors with follow up at three months post graduation. Additionally, Career & Corporate Connections utilized LinkedIn at six months post graduation to identify job placement for students who filled out the survey(s) yet did not have jobs. All of this data, combined with internship placement activity, was compiled into one database. The following pages are the highlights from the totality of the data.

Smeal's reputation with recruiters has remained high in 2011 and 2012 with a #1 ranking for the quality of graduates produced, innovative curriculum, and career services according to BusinessWeek's annual survey. The information contained in this report continues to support the rankings received by the college.

Smeal Career & Corporate Connections  
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<http://ugstudents.smeal.psu.edu/careers>

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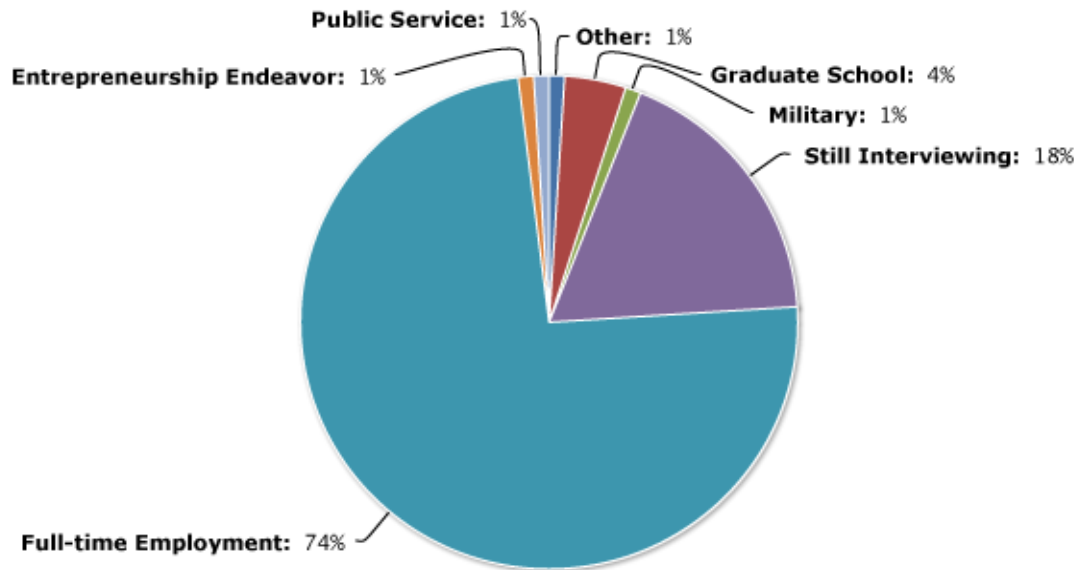
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# Smeal College Outcomes 2011-2012

## Highlights



### Of the 1,224 respondents:

- 80% of Seniors held at least one internship
- 95% of International students with an internship reported full time jobs
- 74% of International students had an internship
- 77% of female students reported full time employment
- 71% of male students reported full-time employment

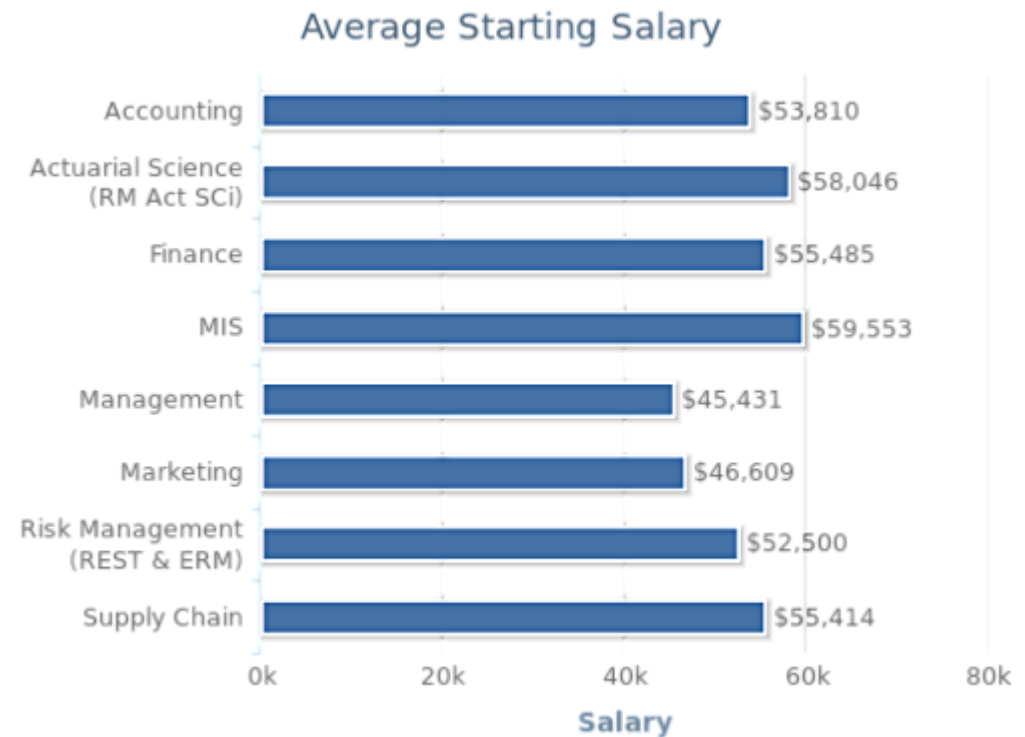
Fall 2011 & Spring 2012 Graduates	1575
Overall response rate to surveys	78%
• Fall 2011	51%
• Spring 2012	86%
<b>Student placement*</b>	<b>82%</b>
Still Interviewing	18%
Students with internships who are employed full time**	91%
• Fall 2011	97%
• Spring 2012	91%

\* Student Placement Includes students continuing on to: Full-Time employment, military, graduate school, public service, or other

\*\* Percentage calculated using students seeking employment and had an internship who are employed

# Smeal College Outcomes 2011-2012

Outcomes	Full-Time, Continuing to Graduate School, Military, Entrepreneurship, Public Service/Other	Average GPA of Employed Students
Overall	82%	3.53
Accounting	88%	3.50
Actuarial Science/ RM Actuarial Science	73%	3.58
Finance	86%	3.65
MIS	69%	3.34
Management	64%	3.38
Marketing	81%	3.49
Risk Management (REST & ERM)	78%	3.58
Supply Chain	86%	3.51

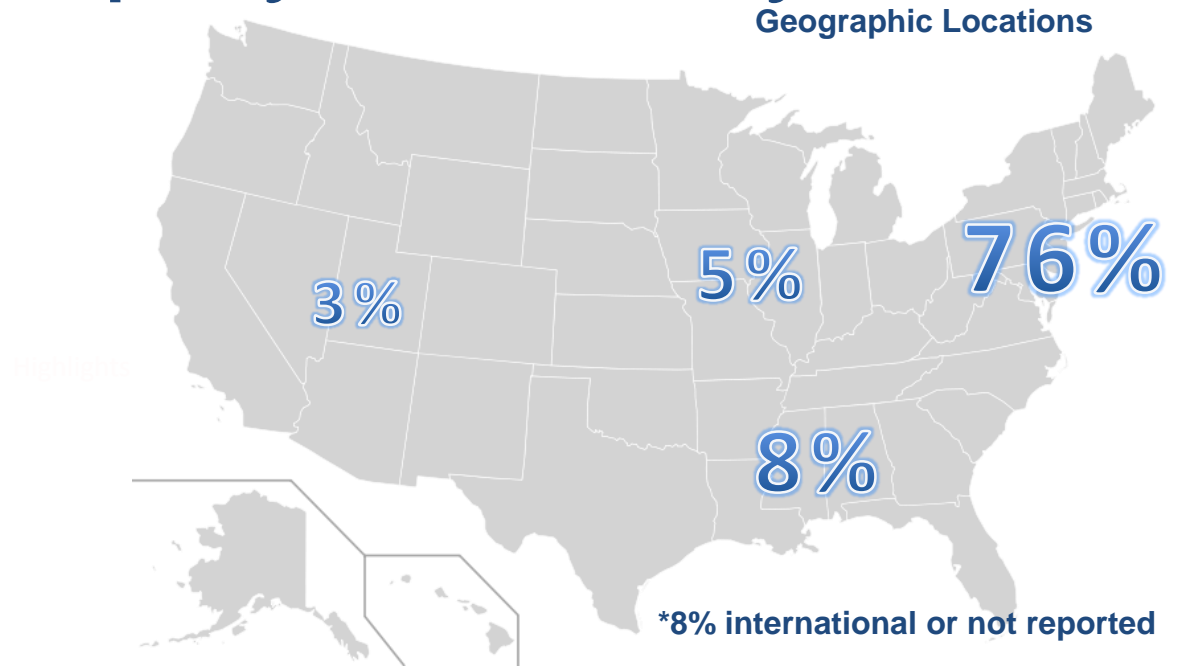


Diversity Outcomes	Full-Time, Continuing to Graduate School, Military, Entrepreneurship, Public Service/Other
All-Diverse Students	72%
All Smeal Female Students	85%

# Full Time Employer Activity

Top Company Full-Time Placements	
PwC	73
Ernst & Young	45
KPMG	39
IBM	21
Deloitte	20
PNC	17
Dicks Sporting Goods	13
Vanguard	13
DuPont	10
Grant Thornton	9
Johnson & Johnson	9

Top Company Full-Time Diversity Placements: Rank Order	
1	PwC
2	KPMG
3	Ernst & Young
4	Deloitte
5	IBM
6	AT&T
7	Grant Thornton
8	JPMorgan Chase
9	Kohl's Department Stores
10	Macy's Inc.
11	Manhattan Associates



## Employer Activity 2011-2012 Full-Time Opportunities

Recruiting On-Campus	+<1%
Full Time Positions posted	+21%
Interviews Conducted	+5%

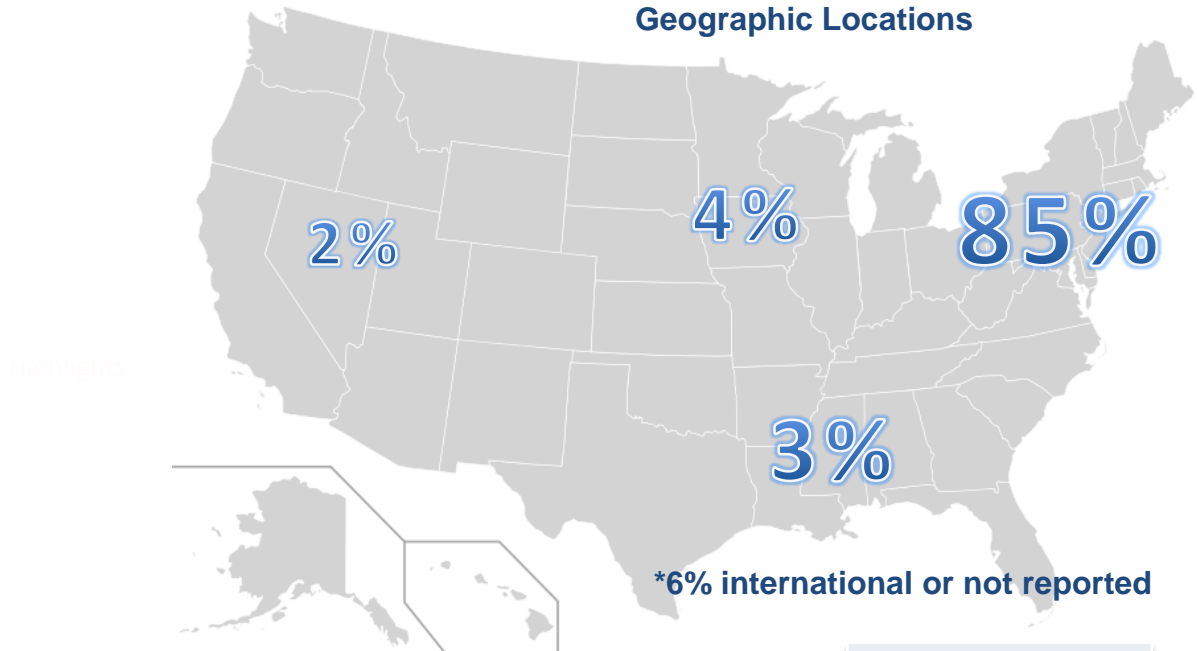
Top State Locations Full Time	
PA	258
NY	114
NJ	67
VA	50
DC	22
DE	22
MD	20
GA	18
MA	16
NC	14
TX	14

# Internship Employer Activity

## Top Internship Placements

PwC	75
Johnson and Johnson	66
KPMG	47
Ernst & Young	41
Bank of America Merrill Lynch	31
PNC	26
Surge Business Development	25
Deloitte Consulting	24
DuPont	15
JPMorgan Chase	14
Unilever	14
General Electric	13
Kohl's	12
Altria	11
Boeing	11
Baker Tilly	10
Dick's Sporting Goods	9
UBS Financial Services Inc.	9
Penn State Athletics	8
Smeal College of Business	8
Verizon	8
Citi	7
Goldman Sachs	7
Grant Thornton LLP	7
Macy's	7
Prudential	6
Reznick Group	6
Target	6
The Hershey Company	6
Towers Watson	6

## Geographic Locations



## Employer Activity 2011-2012 Internship/Co-op

Recruiting On-Campus	+20%
Internships/Co-ops Posted	+9%
Interviews Conducted	+2%
Internships Reported*	1082

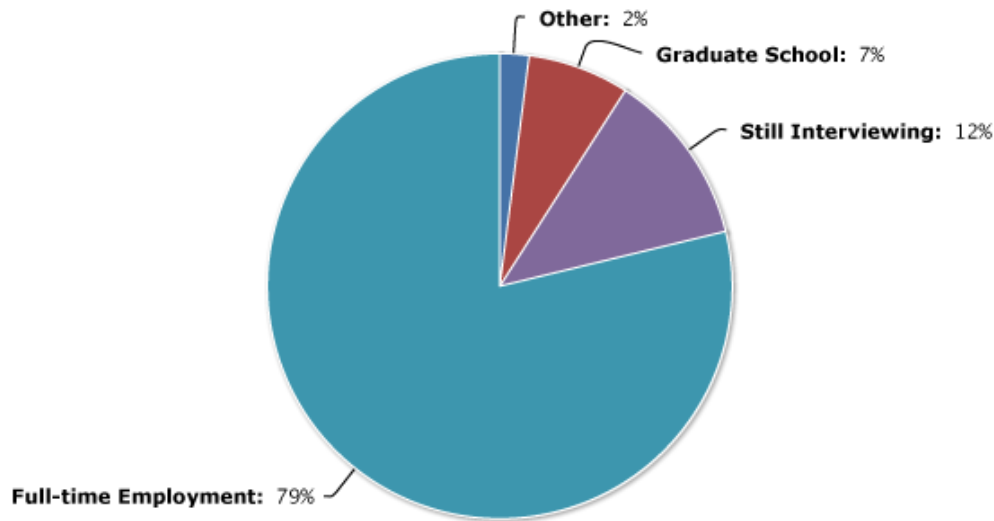
\* Students seek internships/co-ops Freshman through Senior year, with the majority of internships/co-ops posted for Junior year candidates. Internships/co-ops are self-reported and may be collected during the semester following their internship/co-op, making it difficult to track placements by year in school

## Top State Locations Internships

PA	487
NY	152
NJ	145
VA	46
CT	37
DE	26
MD	21
IL	18
CA	13
OH	12
TX	11

# Accounting

# Highlights



<b>Fall 2011 &amp; Spring 2012 Graduates Total Respondents</b>	225
Overall Response Rate	82%
• Fall 2011	57%
• Spring 2012	91%
Students with internships who are employed full time*	96%
• Fall 2011	97%
• Spring 2012	95%
Average Starting Salary	\$53,810
Bonus	\$3,875
Average GPA of respondents	3.48
<b>Employer Activity</b>	
• Recruiting On-Campus	+20%
• Internships/Co-ops Posted	-2%

Top Companies Internship/Co-op Placement	
PwC	49
KPMG	42
Ernst & Young	26
Deloitte Services	14
Grant Thornton	6
Reznick Group	6
Baker Tilly	5
Johnson & Johnson	5
Schneider Downs	4

Top Companies Full Time Placement	
PwC	46
KPMG	30
Ernst & Young	27
Deloitte	11
Grant Thornton	6

*Notes:* Data collected includes MAcc and four year Accounting students  
 \*Percentage calculated using students seeking employment and had an internship who are employed

# Accounting Options

Highlights	Four Year Accounting Program	Master's of Accounting (MACC)
Total # of Students in the Major	174	102
Total # of Respondents to Survey	144	85
Response Rate	81%	83%
Full Time Employment	67%	95%
Grad School/Military/Other	16%	0%
Seeking Employment	17%	2%
Overall All Placement	83%	95%
Students seeking employment with an internship who are employed	92%	99%

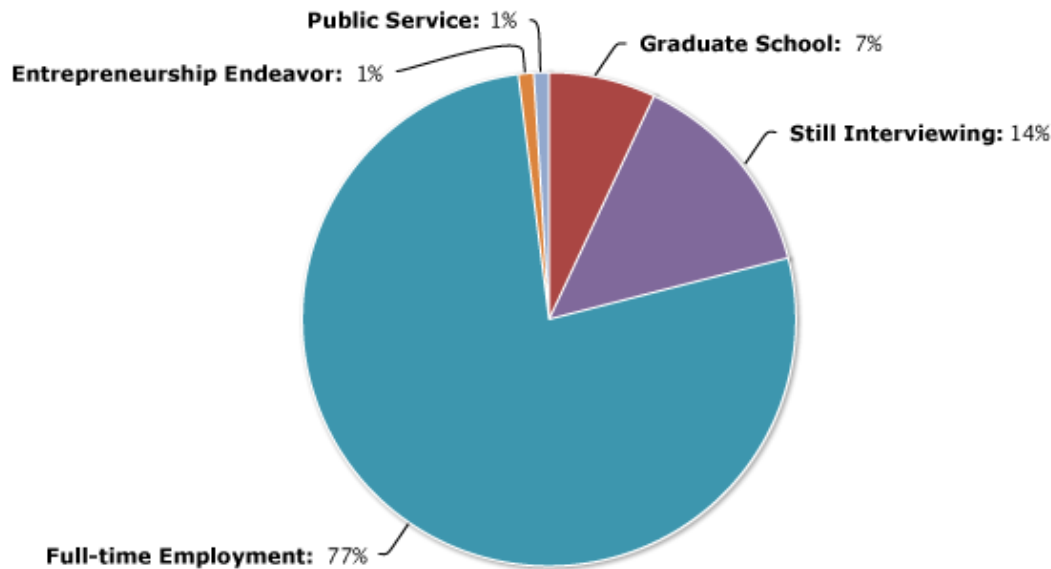
## Top Company Placements

MACC	
PwC	28
KPMG	21
Ernst & Young	15
Grant Thornton	4
Deloitte	3
Baker Tilly	2
McGladrey	2

4 Year Accounting Program	
PwC	18
Ernst & Young	12
KPMG	9
Deloitte	8
Aronson LLC	2
Bank of America/Merrill Lynch	2
EisnerAmper LLP	2
Freddie Mac	2
Grant Thornton	2
IBM	2
McGladrey	2
Reznick Group	2
SEI	2
United States Steel Corporation	2



# Finance



Full-Time Top Company Placement	
PwC	20
PNC	13
Ernst & Young	10
Johnson & Johnson	7
Vanguard	7

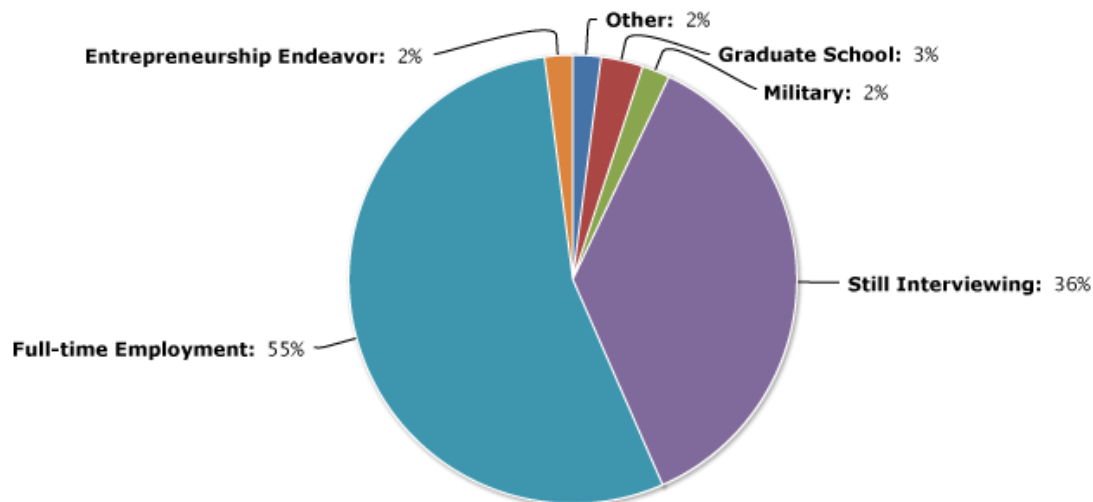
Internship/Co-op Top Company Placement	
Johnson and Johnson	21
PNC Financial Services Group, Inc. (PNC)	14
Bank of America Merrill Lynch	13
PricewaterhouseCoopers LLP	11
Ernst & Young	8
JPMorgan Chase	7
General Electric	6
UBS Financial Services Inc.	6
Citi	5

# Highlights

<b>Fall 2011 &amp; Spring 2012 Graduates Total Respondents</b>	303
Overall Response Rate	77%
• Fall 2011	49%
• Spring 2012	84%
Students with internships who are employed full time*	93%
• Fall 2011	97%
• Spring 2012	92%
Average Starting Salary	\$55,485
Bonus	\$5,696
Average GPA of respondents	3.63
<b>Employer Activity (Internship/Co-ops)</b>	
• Recruiting On-Campus	+14%
• Internships/Co-ops Posted	+12%

\*Percentage calculated using students seeking employment and had an internship who are employed

# Management



Full-Time Top Company Placements		Insight Global	1
Macy's Inc.	4	Iris Interactive Corporation	1
Vanguard	2	Kohl's Department Stores	1
Accenture	1	Leader Bank	1
Advantage Sales and Marketing	1	Lincoln Financial	1
Bank of America	1	Linde Group	1
Booz Allen Hamilton	1	McCarthy Tire	1
Brooksource	1	Morgan Stanley	1
Brooksource and Technical Youth	1	National Oilwell Varco	1
Capital Wine & Spirits	1	New York Life Insurance Company	1
Carlisle SynTec	1	Philadelphia Eagles	1
CVS	1	PNC	1
Deacom	1	QED National	1
East Coast Limousine	1	Results Radio	1
EMC	1	RT Machine Company	1
Equity Commerce, L.P.	1	Swiss Reinsurance	1
Er Group of Companies	1	Target	1
Felix	1	The Bank of New York Mellon	1
Ferguson	1	The Lancaster Financial Group	1
IBM	1	The PNC Financial Services Group	1
IceWEB	1	Verizon Wireless	1
IMS Systems Inc.	1	Virgo Management LLC	1
		Volt Delta Resources	1

# Highlights

<b>Fall 2011 &amp; May 2012 Graduates Total Respondents</b>	90
Overall Response Rate	64%
• Fall 2011	12%
• Spring 2012	76%
Students with internships who are employed full time*	85%
• Fall 2011	100%
• Spring 2012	84%
Average Starting Salary	\$45,431
Bonus	\$3,625
Average GPA of respondents	3.33
<b>Employer Activity (Internship/Co-ops)</b>	
• Recruiting On-Campus	+11%
• Internships/Co-ops Posted	+19%

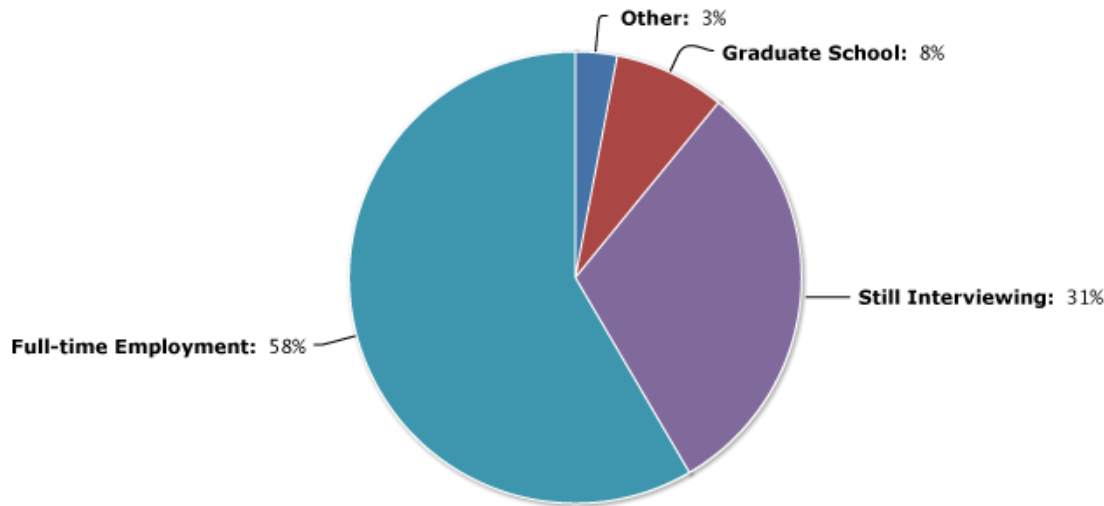
## Internship/Co-op Top Companies by Placement

Dick's Sporting Goods	2
Kohl's Department Stores	2
Macy's Inc.	2

\*Percentage calculated using students seeking employment and had an internship who are employed

# Management Information Systems

## Highlights



### Full-Time Top Company Placements

Ernst & Young	3	CGI Federal	1
KPMG	3	Intel	1
IBM	2	Intel Corporation	1
Abercrombie & Fitch	1	KoneCranes	1
Bravo Solutions	1	Microsoft	1
Brooklyn Nets	1	PwC	1
CandS Wholesale Grocers	1	QAD Inc	1
Capital One	1	TwoFour	1
		UnitedHealth Group	1
		XAPT	1

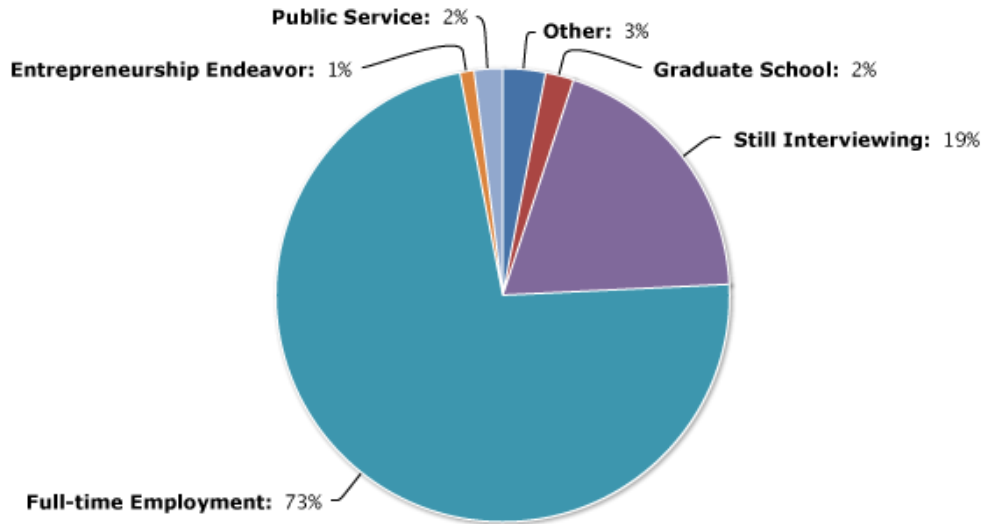
### Internship/Co-op Top Company Placement

UnitedHealth Group	2
General Electric	2
Education Management Corporation	1
Elizabeth Arden	1
Johnson and Johnson	1
PwC	1
United States Steel Corporation	1

<b>Fall 2011 &amp; Spring 2012 Graduates Total Respondents</b>	39
<b>Overall Response Rate</b>	78%
• Fall 2011	45%
• Spring 2012	87%
<b>Students with internships who are employed full time*</b>	95%
• Fall 2011	80%
• Spring 2012	100%
<b>Average Starting Salary</b>	\$59,553
<b>Bonus</b>	\$5,778
<b>Average GPA of respondents</b>	3.22
<b>Employer Activity (Internship/Co-ops)</b>	
• Recruiting On-Campus	+15%
• Internships/Co-ops Posted	+50%

\*Percentage calculated using students seeking employment and had an internship who are employed

# Marketing



Full-Time Top Company Placement	
Altria	5
AT&T	5
Dicks Sporting Goods	5
Ingersoll Rand	5
Ferguson	4
Kohl's Department Stores	4
Victaulic	4

Internship/Co-op Top Company Placement	
Surge Business Development	10
Johnson and Johnson	9
Altria	6
Penn State Athletics	5
College IQ	5
Dick's Sporting Goods	4
HappyValley.com	4
Macy's Inc.	4
Kohl's Department Stores	3

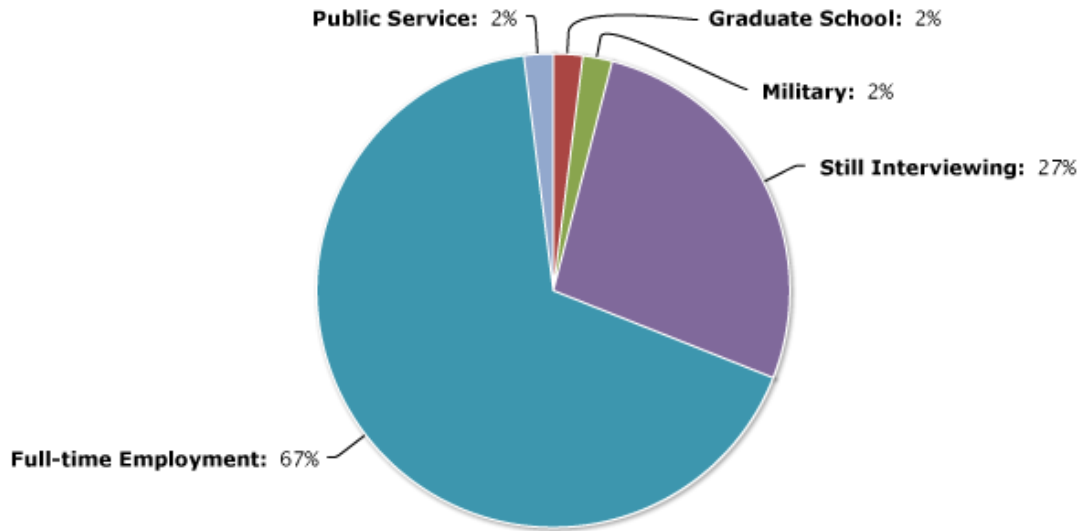
# Highlights

<b>Fall 2011 &amp; May 2012 Graduates Total Respondents</b>	246
<b>Overall Response Rate</b>	78%
• Fall 2011	28%
• Spring 2012	85%
<b>Students with internships who are employed full time*</b>	87%
• Fall 2011	100%
• Spring 2012	86%
<b>Average Starting Salary</b>	\$46,609
<b>Bonus</b>	\$4,266
<b>Average GPA of respondents</b>	3.47
<b>Employer Activity (Internship/Co-ops)</b>	
• Recruiting On-Campus	+14%
• Internships/Co-ops Posted	+12%

\*Percentage calculated using students seeking employment and had an internship who are employed

# Risk Management/ Actuarial Science

## Highlights



<b>Fall 2011 &amp; Spring 2012 Graduates Total Respondents</b>	183
Overall response Rate	94%
• Fall 2011	75%
• Spring 2012	96%
Students with internships who are employed full time*	93%
• Fall 2011	100%
• Spring 2012	92%
Average Starting Salary	\$58,046
Bonus	\$5,500
Average GPA of respondents	3.54
<b>Employer Activity (Internship/Co-ops)</b>	
• Recruiting On-Campus	+10%
• Internships/Co-ops Posted	+30%

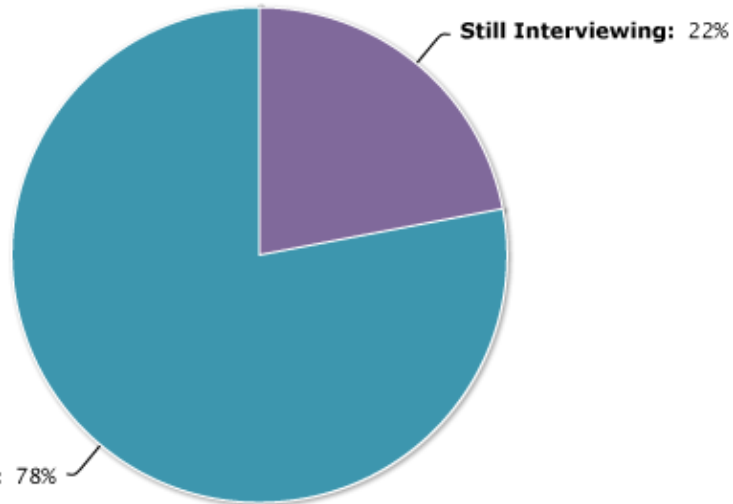
Top Companies Full-time Placement	
Buck Consultants	3
Cigna	3
Prudential	3
Ernst & Young	2
Towers Watson	2

Top Companies Internship/Co-op Placement	
Towers Watson	7
JPMorgan Chase	3
Highmark	3
Prudential	3

*Notes:* Data collected includes Actuarial Science majors and Risk Management Actuarial Science Option

\*Percentage calculated using students seeking employment and had an internship who are employed

# Risk Management (ERM & REST)



Full-Time Top Company Placement	
Atlas Group	1
IBM	1
KPMG	1
Morgan Stanley	1
Phoenix Life Insurance Company	1
Weinstein Realty Advisors	1
Willis Re	1

Internship/Co-op Top Company Placement	
JPMorgan Chase	2
Coyote Logistics	1
Cushman & Wakefield	1
KPMG LLP	1
MetLife	1
Northwestern Mutual Financial Network	1
PNC Financial Services Group, Inc. (PNC)	1
Prudential	1

## Highlights

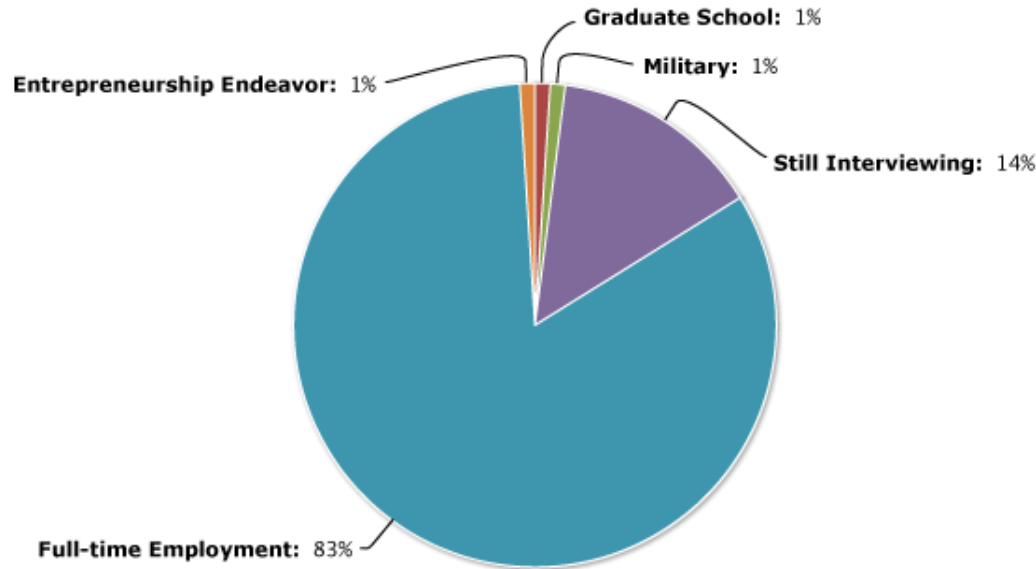
<b>Fall 2011 &amp; May 2012 Graduates Total Respondents</b>	9
Overall Response Rate	90%
• Fall 2011	N/A%
• Spring 2012	90%
Students with internships who are employed full time*	100%
• Fall 2011	N/A%
• Spring 2012	100%
Average Starting Salary	\$52,500
Bonus	\$5,000
Average GPA of respondents	3.46
<b>Employer Activity (Internship/Co-ops)</b>	
• Recruiting On-Campus	N/A
• Internships/Co-ops Posted	N/A

*Notes:* Data collected includes Risk Management Enterprise Risk and Real Estate options

\*Percentage calculated using students seeking employment and had an internship who are employed

# Supply Chain & Information Systems

## Highlights



Supply Chain & Information Systems	
IBM	10
DuPont	8
Manhattan Associates	6
Danaher Corporation	5
Amazon	4
Lockheed Martin	4
PwC	4
Toys R Us	4

Internship/Co-op Top Company Placements	
Johnson and Johnson	12
Unilever	9
DuPont	8
Boeing	7
Amazon	4
Bank of America Merrill Lynch	4
BP	4
Carestream Health	4
Ernst & Young LLP	4
Georgia Pacific Corporation	4
Surge Business Development	4

<b>Fall 2011 &amp; Spring 2012 Graduates Total Respondents</b>	221
Overall Response Rate	82%
• Fall 2011	51%
• Spring 2012	88%
Students with internships who are employed full time*	93%
• Fall 2011	100%
• Spring 2012	92%
Average Starting Salary	\$55,414
Bonus	\$4,751
Average GPA of respondents	3.48
<b>Employer Activity (Internship/Co-ops)</b>	
• Recruiting On-Campus	-5%
• Internships/Co-ops Posted	26%

\*Percentage calculated using respondents seeking employment and had an internship who are employed