

W E
M B A

weekend
executive mba
career survey

From November 2020 - January 2021 we surveyed Executive MBA program alumni from the classes of 1973 to 2019 to obtain information about how their program affected their careers. The survey was sent to 6,576 alumni of all of Fuqua's working professional programs, including programs no longer in operation, and received 658 responses – representing a 10% response rate.

To reflect the most accurate view of comparable cohorts over time, this report combines responses from our Evening Executive MBA and Weekend Executive MBA alumni. While Fuqua no longer offers an Evening Executive MBA format, this program design offered classes on weeknights to working professionals.

The two programs had the same curriculum with the same faculty as teach in all Duke MBA programs.

“

The program basically changed my life. My employer eliminated the tuition assistance benefit just as I was about to start, so I swallowed hard, found the resources to get through the program and shortly after graduation I went to work for a Chicago-based consultancy. None of this would have been possible without the graduate business degree from Duke. I more than quadrupled my compensation in just a few years. Moved up the ladder to President of the consulting division. I had an excellent and fulfilling career. The tools and skills I acquired at Fuqua were critical to my success.”

**SELF-EMPLOYED,
CONSULTING,
EVENING CLASS OF 1988**

	First class	Last class	# of Alumni	# of responses	Rate
Weekend Executive MBA	1985	Present	2472	259	10.5%
Evening Executive MBA	1973	1995	717	68	9.5%
Total			3189	327	10.3%

Graduation years have been aggregated into four groupings: 1973 - 1990, 1991 to 2000, 2001 to 2010, and 2011 to 2019.

what are they doing now?

Employed across a wide range of industries, almost one-quarter of Weekend Executive MBAs currently work in Technology. Together with Financial Services, these two industries employ 40% of respondents. Another third of Weekend Executive MBAs work in Manufacturing, Consulting, Health Care, or Pharmaceuticals/Biotech.

Employment trends among these industries from pre-Fuqua employment to today show more Weekend Executive MBA graduates entering into Financial Services and Consulting, and leaving Technology and Manufacturing. Health Care and Pharmaceuticals appear to be more stable, possibly a function of more specialized knowledge required for employment in these industries.

“

I was able to leverage my experience at Fuqua to transition to a new industry that would not have been available to me without my graduate program experience. I was able to gain a completely new skill set that included a foundational knowledge of business and expertise in financial acumen and strategy.”

**DIRECTOR, CONSULTING,
WEEKEND CLASS OF 2013**

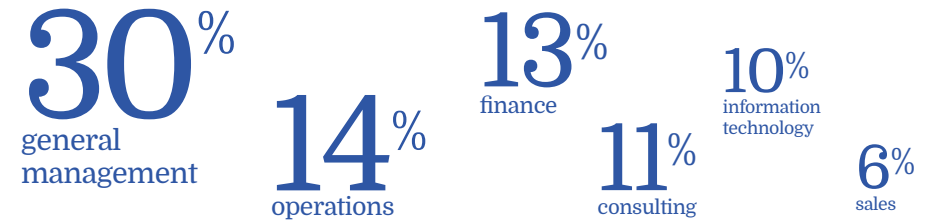
TOP INDUSTRIES FOR WEEKEND EXECUTIVE MBA GRADS



	Leaving	Stable	Entering
Mainstream	Technology Manufacturing	Energy/Utilities Health Care Non-Profit/Education Pharmaceuticals/Biotech	Financial Services Consulting
Niche*	Media/Entertainment Transportation/Logistics	Government/Military Consumer Goods Hospitality/Tourism Retail/Wholesale	Real Estate/ Construction

*Fewer than 5% of alumni participating in industry

TOP FUNCTIONS FOR WEEKEND EXECUTIVE MBA GRADS



	Leaving	Stable	Entering
Mainstream	Info Technology Operations Research & Development Sales	Finance Marketing	Consulting General Management
Niche*		Accounting Human Resources Production Clinical Legal	

*Fewer than 5% of alumni participating in industry

“

Beyond enhancing fundamental business skills, the program expanded personal development in areas such as critical thinking, judgement, decision making, collaboration, etc. Over the course of my career, these proved to be the most valuable aspects of the program.”

**RETIRED,
EVENING CLASS OF 1982**

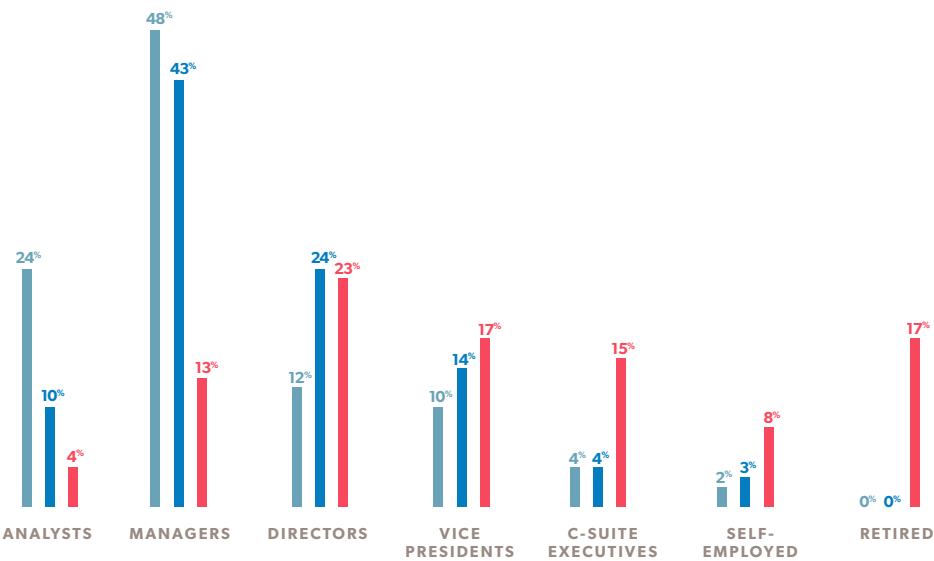
Almost a third of respondents currently fill general management positions. Roughly another half of these program alumni hold operations, finance or consulting roles. Over time, Weekend Executive MBAs have been transitioning into consulting and general management functions, offset by those leaving IT, Operations, R&D, and Sales positions.

climbing the ladder

Earning an MBA typically offers opportunities for advancement in title, and data from our program graduates certainly demonstrate this. Almost three-quarters of these graduates entered their MBA program as an analyst or manager, while today over half of these grads are directors, vice presidents, or C-level executives. Another quarter of these grads are either self-employed or have retired.

OVERALL CHANGE IN PROFESSIONAL STATUS

POSITION BEFORE FUQUA FIRST POSITION AFTER FUQUA CURRENT POSITION



“

As a result of my experience with the Evening program I was able to do two things: 1) I was able to closely interact with people with different skills and experience, WHILE working; 2) I was able to expand my knowledge base outside of a fairly narrow field of study (Accounting, in my case). The combination of those two things gave me a broader knowledge base, with hands-on experience, that allowed me to significantly increase my career options.”

RETIRED,
EVENING CLASS OF 1990

“

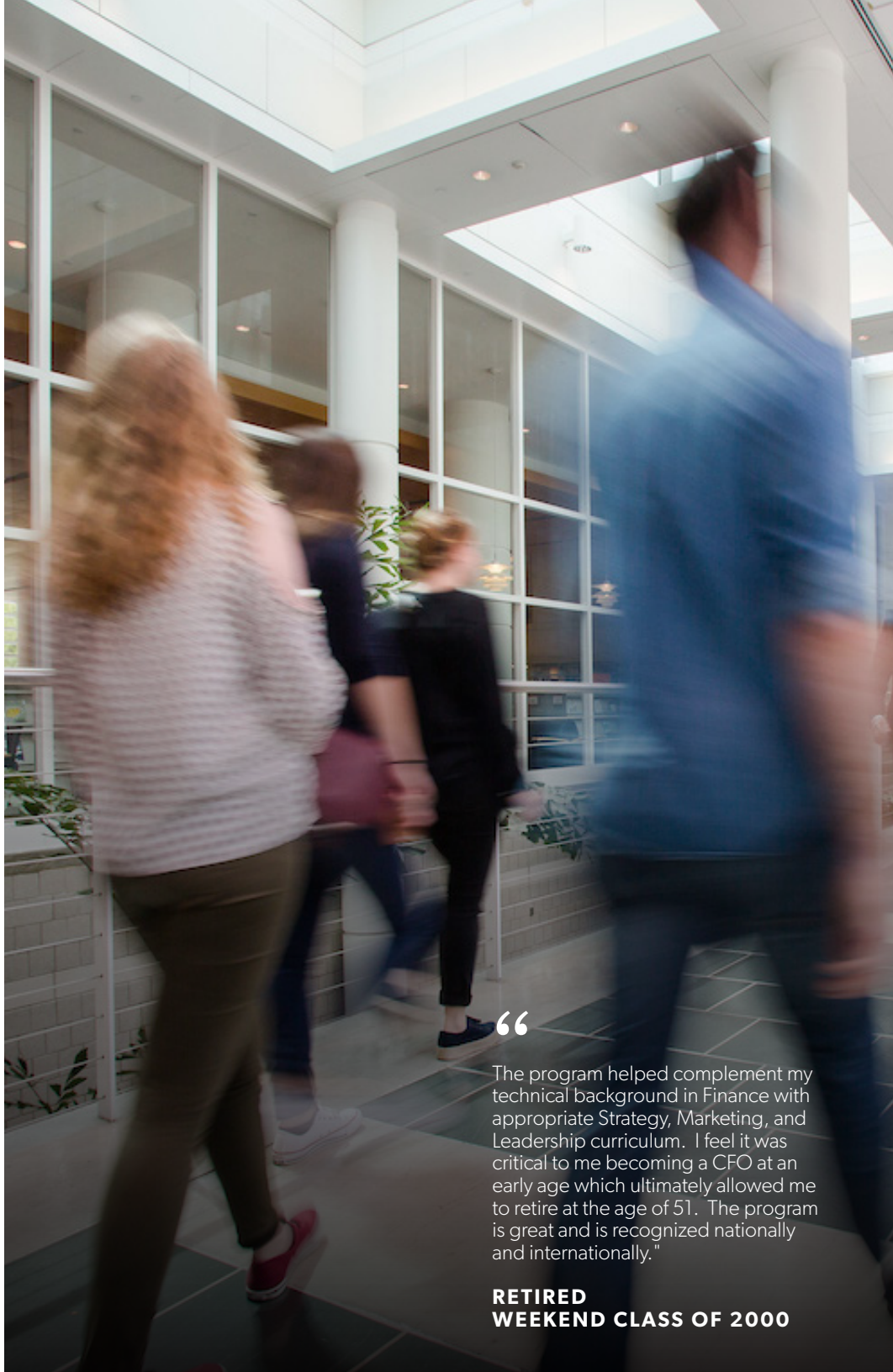
The program gave me job opportunities I would not have had without the MBA degree. The program content also prepared me for job requirements and enabled me to receive significant promotions in the first five years after I graduated from the program.”

RETIRED,
EVENING CLASS OF 1979

“

The program helped complement my technical background in Finance with appropriate Strategy, Marketing, and Leadership curriculum. I feel it was critical to me becoming a CFO at an early age which ultimately allowed me to retire at the age of 51. The program is great and is recognized nationally and internationally.”

RETIRED
WEEKEND CLASS OF 2000

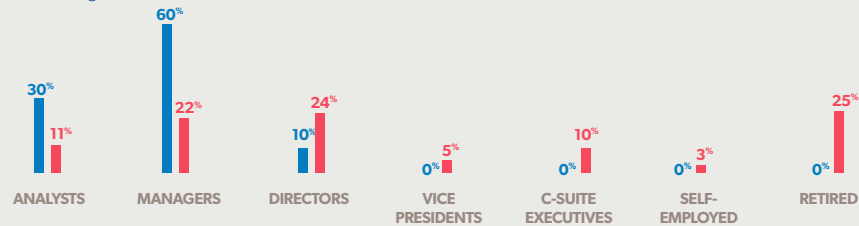


tracking titles

Because titles vary widely from industry to industry and function to function, a promotion in title is not necessarily the only indication of increased responsibilities, nor does retaining a title demonstrate a lack of progress, particularly when a career change is involved. However, a perspective on the before and after status of various titles can serve as a benchmark for prospective students.

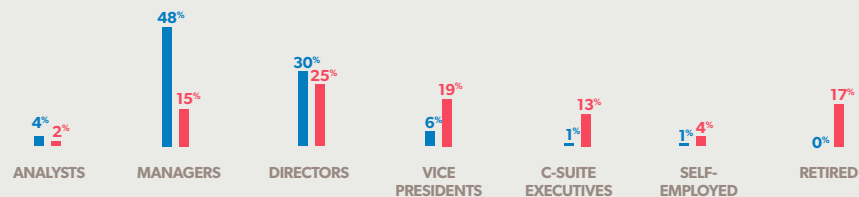
analysts

Of those graduates who started their MBA program as an analyst, one in three remained with that title in their first position after Fuqua. Today only 10% of those starting their MBA program as an analyst continue to hold that title, and 1% have returned to an analyst title (possibly resulting from an industry or function change).



managers

Roughly half (48%) of the Weekend Executive MBA program alumni who began their studies as a manager continued to hold a manager title immediately after Fuqua, while 15% remain at the manager level today.



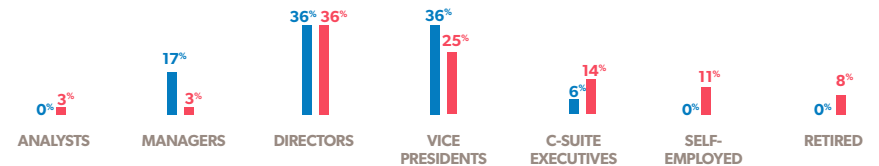
“

I was challenged by the curriculum and it added a solid theoretical foundation to my practical experience. The knowledge I gained helped me to progress in my original career. Later on, having a graduate degree from an elite institution provided a necessary credential which facilitated my transition from the corporate world to higher education.”

MANAGER, NON-PROFIT/EDUCATION, WEEKEND CLASS OF 1992

directors

Of those holding a director title going into their Executive MBA program, about one-third continued to be a director in their first role post-Fuqua. At present, 19% still hold a director title, 11% have regained the director title after filling a lower title role post-Fuqua, and 6% have returned to the director level after a higher title position right after Fuqua.



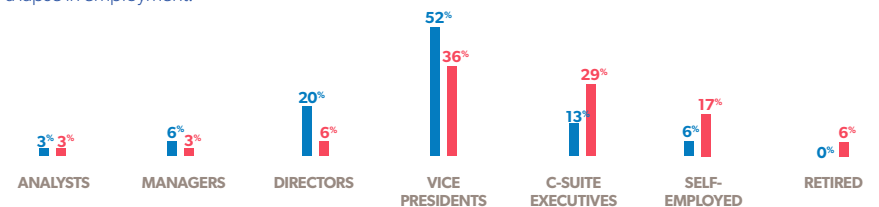
“

The Duke MBA experience set me on a higher trajectory in my career by opening doors that would have otherwise been difficult to open. Compensation increase, brand recognition and network were three areas that added the most value.”

DIRECTOR, FINANCIAL SERVICES, WEEKEND CLASS OF 2017

vice presidents

About half (52%) of the alumni of the Weekend Executive MBA program alumni who started at the vice president level held the same title in their first position after completing their degree. In their current job, 23% have continued to keep the vice president title, while 13% have risen back to the vice president level after holding a lower-titled position, or after a lapse in employment.



“

I entered the program as a VP of a small dot.com start up, making 70K. After graduating, I was offered a Consulting position at a Fortune 50 IT company. My salary doubled but my title was less. Before, I was a big fish in small pond. I absolutely believe my Duke MBA made my transition happen.”

ANALYST, INFORMATION TECHNOLOGY, WEEKEND CLASS OF 1999

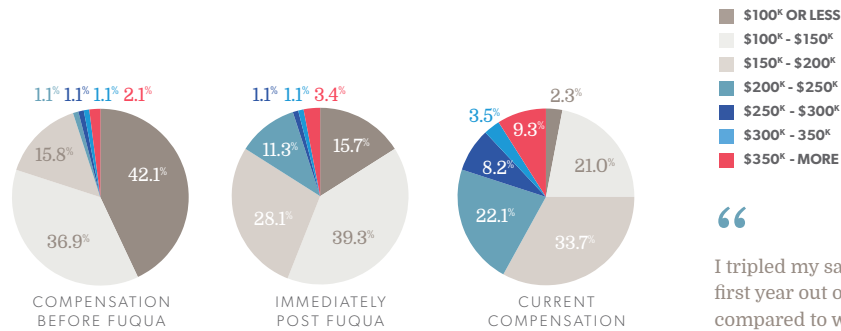
the weekend executive MBA ROI

the rewards

Average compensation from just prior to entering Fuqua through to current compensation has increased more than 60% for each of the four graduate year groups. For those graduating in 2000 or earlier, compensation has more than doubled from these graduates' pre-Fuqua compensation. As might be expected, the increase between pre-Fuqua compensation and that received immediately after graduation is significantly less than the growth between the first position after graduation to current compensation. The rate of compensation growth directly correlates with the number of years post-graduation.



2011 to 2019 grads



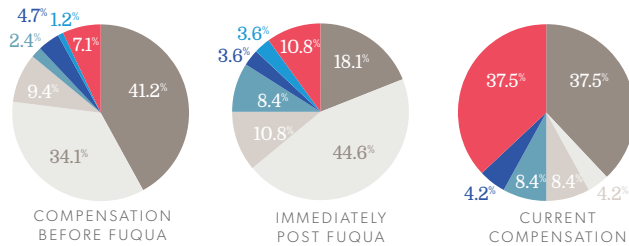
While less than 25% of Weekend Executive MBA graduates of the past decade earned \$150K or more prior to entering their program, over three-quarters earn an annual compensation of \$150K or more today.

“

I tripled my salary in my first year out of Fuqua compared to when I entered. I have also continued to be given additional responsibilities throughout my career progression in consulting culminating in becoming a director within 5-years of graduation.”

**DIRECTOR, CONSULTING,
WEEKEND CLASS OF 2013**

2001 to 2010 grads



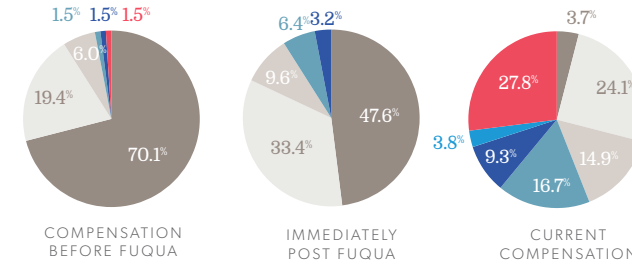
Compensation fluctuates among those completing their MBA degree 11 to 20 years ago. Three-quarters of graduates earned \$150K or less prior to earning their degree; roughly 40% are still at that compensation level in their current position. Contributing to the anomaly is that more than twice the number of graduates earning less than \$100K immediately after Fuqua are at the same level of compensation today.

“

The program was a good value for the money (and time), and we received teaching from real professors (not adjunct) as well as formed good bonds with classmates.”

**C-LEVEL EXECUTIVE,
REAL ESTATE/CONSTRUCTION,
WEEKEND CLASS OF 2004**

1991 to 2000 grads



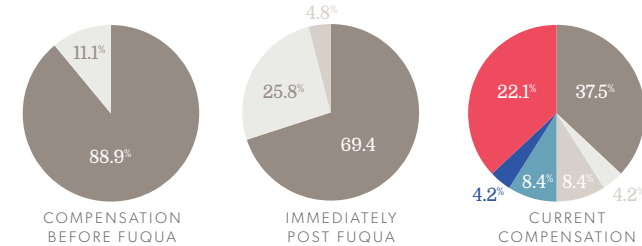
Of those who graduated between 21 and 30 years ago, only 1 in 10 earned more than \$150K before attending Fuqua. That high-earner group doubled to 2 in 10 immediately after completing their degree, while today 3 of every 4 respondents is earning over \$150K.

“

I did get to higher levels of executive and salary as a result of schooling. It gave me more confidence in my work and in dealing with C suite execs at other companies. I am well off financially in retirement in part due to the increased earnings from the MBA program.”

**RETIRED,
WEEKEND CLASS OF 1995**

1973 to 1990 grads



While 100% of those who graduated over 30 years ago earned \$150K or less in annual compensation before attending Fuqua, only 5% of those earned more than \$150K immediately after graduating. In their current positions, just over 40% are still compensated at \$150K or less, possibly reflecting semi-retirement, new careers, etc.

“

An EMBA from Duke University changed the trajectory of my career in terms of compensation, skill level, leadership, and recognition as a “Dukie”.

**RETIRED,
EVENING CLASS OF 1983**

where are they now?

The Weekend Executive MBA program substantially broadens graduates' geographic horizons. Prior to entering these programs, respondents resided in 25 states of the U.S., and three other countries (Canada, Germany, and Russia.) Now the same respondents from the Weekend and Evening Executive MBA programs are living in one of 34 states of the U.S., plus three other countries (Canada, China, and Singapore.)

With frequent onsite residencies in Durham, NC required in these programs, there is a greater concentration of alumni in the Raleigh-Durham area, as would be expected. Prior to attending Fuqua, two-thirds of Weekend MBA students resided in North Carolina, with Research Triangle Park accounting for slightly less than half (48%). The state of North Carolina is currently home to 45% of all Weekend Executive MBA alumni, with Research Triangle Park being home for about one-third of the North Carolinians.

Research Triangle Park, Charlotte, and DC were the largest locations for Weekend MBAs before they began their program and remain so today. Smaller, pre-Fuqua Southern cities such as the Piedmont Triad (Greensboro, Winston-Salem and High Point) NC, Charleston, SC, and Richmond, VA have been replaced by the more metropolitan cities of Atlanta and New York for present positions.



“

It gave me more confidence in my work and in dealing with C suite execs at other companies. I am well off financially in retirement in part due to the increased earnings from the MBA program.”

**RETIRED,
WEEKEND CLASS OF 1995**

TOP ALUMNI CITIES BEFORE FUQUA VS. CURRENT

Pre-Fuqua Location	Current Location
Research Triangle Park, NC	Research Triangle Park, NC
Charlotte, NC	Charlotte, NC
Washington, DC	Washington, DC
Piedmont Triad, NC	Atlanta, GA
Charleston SC/Richmond VA/Atlanta GA	New York , NY

53%

of weekend mba graduates stay in the city they were in when they started their program at Fuqua.

“

I really enjoyed my time at Fuqua and I learned a lot during my studies. It has made a big impact on my success since graduation and the experience has shaped the way I think about business. While it's impossible to know what would have happened had I not gotten my MBA, I can confidently say I don't think I would be in the place I am today without having gone through this program.

**MANAGER, INFORMATION
TECHNOLOGY, WEEKEND
CLASS OF 2018**

Just over half (53%) of the Weekend Executive graduates stayed in the city they were in when they started their program at Fuqua. They did not relocate -- where they started Fuqua, their first position after Fuqua, and their current location are all the same.

A very small percentage of respondents (2%) relocated immediately after Fuqua, but have now returned to their pre-Fuqua city.

Almost half (45%) of Weekend MBAs left their pre-Fuqua location and did not look back, relocating immediately after Fuqua, and either relocating again to their current position, or staying in their first post-Fuqua city.

These pre-Fuqua cities of residence have been categorized based on the predominant behavior of the Weekend MBA grads.

- “Sticky cities” have a greater number of individuals staying in that location versus relocating.
- “Boomerang cities” are pre-Fuqua cities with a predominance of alumni returning to live there after living somewhere else for their first position after graduating.
- “Flight cities” are locations where more alumni leave and do not return.

sticky
cities

31%

Research Triangle Park, NC

Charlotte, NC

Washington, DC

Atlanta, GA

Dallas/Fort Worth, TX

Richmond, VA

Greenville, SC

Hampton Roads, VA

Piedmont Triad, NC

Vancouver, Canada

boomerang
cities

4%

Research Triangle Park, NC

Charlotte, NC

Huntsville, AL

Seattle, WA

flight
cities

65%

Research Triangle Park, NC

Charlotte, NC

Washington, DC

Charleston, SC

New York, NY

Lynchburg, VA

Columbia, SC

Fayetteville, NC

Florence, SC

Orlando, FL

Richmond, VA

Piedmont Triad, NC

“

Superb. High-caliber classmates, superb faculty, superb administrators, quantitative-oriented MBA, class diversity (many different nations, balance between men and women classmates).”

**VICE PRESIDENT, ENERGY/UTILITIES,
WEEKEND CLASS OF 2004**

“

Beyond enhancing fundamental business skills, the program expanded personal development in areas such as critical thinking, judgement, decision making, collaboration, etc. Over the course of my career, these proved to be the most valuable aspects of the program.”

**RETIRED,
EVENING CLASS OF 1982**

