Master of Management Studies (MMS): Duke Kunshan University

Class of 2018 Employment Report

Program Description

The Master of Management Studies: Duke Kunshan University program is an intensive 10-month program designed to provide students with 0-2 years’ work experience a foundation in business fundamentals and exposure to the two largest economies in the world – the US and China. As a pre-experience graduate degree in business, the MMS program offers the integration of a rigorous business curriculum with students’ prior training in the liberal arts and sciences. In addition to learning core business skills, students build critical thinking, cultural sensitivity and communication skills to enable them to ask the right questions, generate insights, and present solutions effectively in this increasingly international business environment.

Graduating Class Profile

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>SEEKING EMPLOYMENT</td>
<td>6</td>
<td>49</td>
<td>55</td>
</tr>
<tr>
<td>NOT SEEKING EMPLOYMENT</td>
<td>0</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>Continuing Education</td>
<td>0</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Employer Sponsored</td>
<td>0</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Not seeking for Other Reasons</td>
<td>0</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>No Information Available</td>
<td>1</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>Class of 2018 TOTAL GRADUATES</td>
<td>7</td>
<td>54</td>
<td>61</td>
</tr>
</tbody>
</table>

Class of 2018 total graduates 61
Not seeking employment 5
  Continuing education 2
  Employer sponsored 2
  Not seeking for other reasons 1
No information available 1
Total Seeking Employment 55

Class Profile

Average Age: 23
Women: 49%
GMAT range (middle 80%): 650-730
Undergraduate Institutions Represented: 47

This report conforms to the MBA Career Services and Employer Alliance (MBACSEA) Standards for Reporting Specialty Master Employment Statistics.
Master of Management Studies (MMS): Duke Kunshan University

Employment Statistics - Timing of Job Acceptances

<table>
<thead>
<tr>
<th>Total Seeking Employment</th>
<th>By Graduation</th>
<th>Between Graduation and 6 Months Post-Graduation</th>
<th>Total 6 months Post-Graduation</th>
</tr>
</thead>
<tbody>
<tr>
<td>#</td>
<td>#</td>
<td>%</td>
<td>#</td>
</tr>
<tr>
<td>US Permanent WA</td>
<td>6</td>
<td>2</td>
<td>33%</td>
</tr>
<tr>
<td>Non-US Perm WA</td>
<td>49</td>
<td>19</td>
<td>39%</td>
</tr>
<tr>
<td>TOTAL GRADUATES</td>
<td>55</td>
<td>21</td>
<td>38%</td>
</tr>
</tbody>
</table>

Primary Source of Full-Time Job Acceptances (School-facilitated and Graduate-facilitated)

30% of accepted full-time job offers, or 15 jobs, were school-facilitated. These jobs were found through alumni connections, campus interviews or job postings, or due to other introductions or events.

70% of accepted full-time job offers, or 35 jobs, were graduated-facilitated. These jobs were found through friends and family connections, job postings, or internet search, or other avenues.

Salary Report by US Work Authorization Status

<table>
<thead>
<tr>
<th>Base Salary</th>
<th># Reporting</th>
<th>% Reporting</th>
<th>Mean</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Permanent WA</td>
<td>5</td>
<td>83%</td>
<td>$67,000</td>
<td>$72,000</td>
</tr>
<tr>
<td>Non-US Perm WA</td>
<td>41</td>
<td>93%</td>
<td>$30,426</td>
<td>$30,000</td>
</tr>
<tr>
<td>TOTAL GRADUATES</td>
<td>46</td>
<td>92%</td>
<td>$34,402</td>
<td>$31,500</td>
</tr>
</tbody>
</table>

All salaries reported in USD, regardless of job locations.

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Job Locations Worldwide

<table>
<thead>
<tr>
<th>Job Locations</th>
<th>US Citizenship</th>
<th>Chinese Citizenship</th>
<th>Rest of the World</th>
<th>% TOTAL Graduates</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>5</td>
<td>0</td>
<td>0</td>
<td>10%</td>
</tr>
<tr>
<td>Chinese Mainland, Hong Kong, Macau and Taiwan</td>
<td>1</td>
<td>38</td>
<td>2</td>
<td>82%</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>0</td>
<td>1</td>
<td>3</td>
<td>8%</td>
</tr>
<tr>
<td>TOTAL Graduates</td>
<td>6</td>
<td>39</td>
<td>5</td>
<td>50</td>
</tr>
</tbody>
</table>

Salary Report by Job Location

<table>
<thead>
<tr>
<th>Base Salary</th>
<th># Working in that area</th>
<th>% Working in that area</th>
<th>Mean</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>North and South American Regions</td>
<td>4</td>
<td>9%</td>
<td>$80,000</td>
<td>$75,000</td>
</tr>
<tr>
<td>Asia</td>
<td>42</td>
<td>91%</td>
<td>$30,059</td>
<td>$30,000</td>
</tr>
<tr>
<td>Chinese mainland, Hong Kong, Macau and Taiwan</td>
<td>39</td>
<td>85%</td>
<td>$29,644</td>
<td>$30,000</td>
</tr>
</tbody>
</table>

All salaries reported in USD, regardless of job locations.

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Companies Employing MMS: DKU Class of 2018 Graduates Include:

- Bosch Huayu Steering Systems Co., Ltd.
- CCB Trust Co., Ltd.
- China Construction Bank (Asia)
- China International Capital Corporation
- China Mobile Information Technology, Ltd.
- CITIC Securities Company Limited
- Deloitte
- DiDi ChuXing
- Duke Kunshan University
- Fidelity Investments
- Founder Securities Investment Co. Ltd.
- HP, Inc.
- Huawei Technologies Co., Ltd.
- Karma Capital
- Ke.com
- Kohler Co.
- L’Oreal
- Lenovo Group Limited
- Level Constellation
- McKinsey & Company
- Meritco Services
- meShare
- Mondelez International
- Nielsen China
- Noah Holdings Limited
- Oracle Corporation
- Ping An Technology
- PwC (PricewaterhouseCoopers LLP)
- Sepio Products Pvt. Ltd.
- Softbank China Venture Capital
- Suning.com Co., Ltd.
- Tiandao Education Group
- Vered Holdings. Co
- Vivo Communication Technology Co. Ltd
- Volvo Cars
- Watts Water Technologies
- Zhongke Smartsoft Co.Ltd
- ZS Associates

"§" indicates a company that has hired at least one Duke MMS-DKU
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Job Offers by Industry:

- Technology: 38%
- Finance: 26%
- Manufacturing: 12%
- Consulting: 15%
- Consumer Goods: 4%
- Other: 4%
- Retail: 2%

Job Offers by Function:

- Finance: 32%
- General Management: 28%
- Consulting: 15%
- Marketing: 13%
- Operations / Supply Chain: 4%
- Human Resources: 2%
- Other: 6%