Master of Management Studies (MMS):
Duke Kunshan University

Class of 2019 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>45</td>
<td>51</td>
</tr>
<tr>
<td>NOT SEEKING EMPLOYMENT</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Continuing Education</td>
<td>0</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Self Employed</td>
<td>0</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Not Seeking for Other Reasons</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>TOTAL NOT SEEKING EMPLOYMENT</td>
<td>0</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>No information available</td>
<td>0</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>CLASS OF 2019 TOTAL GRADUATES</td>
<td>6</td>
<td>49</td>
<td>55</td>
</tr>
</tbody>
</table>

Class of 2019 total graduates 55
Not seeking employment
    Continuing Education 1
    Self-employed 2
    No information available 1
Total Seeking Employment 51

Class Profile
Average Age: 22
Women: 68%
GMAT range (middle 83%): 630 - 730
Undergraduate Institutions Represented: 47
Master of Management Studies (MMS): Duke Kunshan University

Employment Statistics – Timing of Job Acceptances

<table>
<thead>
<tr>
<th></th>
<th>Total Seeking Employment</th>
<th>By Graduation</th>
<th>Between Graduation and Six Months Post Graduation</th>
<th>Between Six Months and Nine Months Post Graduation</th>
<th>Total Accepted Nine Months Post Graduation</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>#</td>
<td>#</td>
<td>%</td>
<td>#</td>
<td>%</td>
</tr>
<tr>
<td>US Permanent WA</td>
<td>6</td>
<td>3</td>
<td>50%</td>
<td>3</td>
<td>50%</td>
</tr>
<tr>
<td>Non-US Perm WA</td>
<td>45</td>
<td>18</td>
<td>40%</td>
<td>9</td>
<td>20%</td>
</tr>
<tr>
<td>TOTAL GRADUATES</td>
<td>51</td>
<td>21</td>
<td>41%</td>
<td>12</td>
<td>24%</td>
</tr>
</tbody>
</table>

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

18% of accepted full-time job offers, or 9 jobs, were Fuqua-facilitated. These jobs were found through alumni connections, campus interviews or job postings, or due to other introductions or events.

82% of accepted full-time job offers, or 40 jobs, were Graduate-facilitated. These jobs were found through networking, internet searches, job postings, third-party recruiters, or other avenues.

Full-time Salary Report

<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>$59,000</td>
<td>$68,000</td>
</tr>
<tr>
<td>Non-US Perm WA</td>
<td>27</td>
<td>63%</td>
<td>$33,910</td>
<td>$25,700</td>
</tr>
<tr>
<td>Total Graduates</td>
<td>32</td>
<td>65%</td>
<td>$37,852</td>
<td>$30,983</td>
</tr>
</tbody>
</table>

All salaries reported in USD, regardless of job location.

¹ Job offer date and job acceptance date similar for many candidates, so only job acceptance date included.

This report conforms to the MBA Career Services and Employer Alliance (MBACSEA) Standards for Reporting Specialty Master Employment Statistics.
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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>41</td>
<td>0</td>
<td>86%</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>0</td>
<td>0</td>
<td>2</td>
<td>4%</td>
</tr>
<tr>
<td>Total Graduates</td>
<td>6</td>
<td>41</td>
<td>2</td>
<td>49</td>
</tr>
</tbody>
</table>

Full-time 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>83%</td>
<td>$73,333</td>
<td>$72,000</td>
</tr>
<tr>
<td>Asia</td>
<td>28</td>
<td>63%</td>
<td>$33,910</td>
<td>$25,700</td>
</tr>
<tr>
<td>Chinese mainland, Hong Kong, Macau and Taiwan</td>
<td>26</td>
<td>65%</td>
<td>$31,945</td>
<td>$25,664</td>
</tr>
</tbody>
</table>

All salaries reported in USD, regardless of job location.
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Job Locations in China

- **Beijing, 17%**
- **Shanghai, 50%**
- **Hong Kong and Taiwan, 12%**
- **Others (Shenzhen, Hangzhou, etc), 21%**

Employers hiring MMS:DKU 2019 Graduates for a full-time role include:

- Amore Pacific
- Bank of America Merrill Lynch
- BDA
- Beijing Chuncui Travel Co., Ltd
- Bytedance
- Central China Normal University
- China Central Depository & Clearing Co., Ltd. (CCDC)
- China International Capital Corporation (CICC)
- Creation Capital
- Cross-border Interbank Payment System
- CTBC
- Deloitte Consulting
- Didi
- E.sun Bank
- Epsilon International
- Evalueserve
- Hengsang Bank
- HSBC
- Industrial and Commercial Bank of China

- IvyGate International Education Group
- JD.com
- Kantar
- Korn Ferry
- Lagardere Sports
- Ports 1961
- Puratos Co.
- PwC
- Shanghai Blossom Investment Co., LTD
- Shanghai Changrun Biotech Company
- Siemens Company
- Social Security Administration
- Standard Chartered Bank
- Suning
- Tencent
- UBS
- Volcanics Ventures
- Wuchan Zhongda Group
- Ximalaya

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Job Offers by Industry:

- Finance, 50%
- Technology, 17%
- Consulting, 12%
- Consumer Goods, 7%
- Other, 14%

Job Offers by Function:

- Finance, 33%
- Consulting, 19%
- General Management, 12%
- Marketing, 9%
- Other, 17%
- Operations, 10%

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