Global Executive MBA
Career Survey
Recently, we surveyed all alumni of our Global Executive MBA program\(^1\) from the classes of 1997-2016 online to obtain information about how their MBA program has impacted their careers. A strong response rate of 29% was achieved, with 787 alumni sharing their career progress. For ease in delivery, graduation years have been aggregated into four groups: 1997-2002, 2003-2008, 2009-2012, 2013-2016.

“The Fuqua program was a great balance of management, leadership, and quantitative instruction that has positioned me to control the road ahead.”

VICE PRESIDENT
CLASS OF 2014
Fuqua’s Global Executive MBA alumni contribute in a vast range of industries and functions; however, roughly two-thirds of these executives are currently working in finance, technology, consulting, manufacturing, health care, or energy and utilities. Similarly, over one-quarter of these MBA alumni are working in general management, while just over half are in the finance, consulting, operations, marketing, or sales functions.

### TOP INDUSTRIES FOR GEMBA GRADS

- **17%** financial services
- **14%** consulting
- **13%** technology
- **8%** manufacturing & mining
- **7%** health care
- **6%** energy & utilities

### TOP FUNCTIONS FOR GEMBA GRADS

- **29%** General Management
- **16%** Finance
- **12%** Consulting
- **9%** Operations
- **9%** Marketing
- **36%** Sales

### OVERALL CHANGE IN PROFESSIONAL STATUS

<table>
<thead>
<tr>
<th>Position Before Fuqua</th>
<th>First Position After Fuqua</th>
<th>Current Position</th>
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</thead>
<tbody>
<tr>
<td>17% financial services</td>
<td>21% financial services</td>
<td>25% financial services</td>
</tr>
<tr>
<td>13% technology</td>
<td>12% technology</td>
<td>6% technology</td>
</tr>
<tr>
<td>8% manufacturing &amp; mining</td>
<td>6% manufacturing &amp; mining</td>
<td>9% manufacturing &amp; mining</td>
</tr>
<tr>
<td>7% energy &amp; utilities</td>
<td>5% energy &amp; utilities</td>
<td>9% energy &amp; utilities</td>
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### Climbing the Ladder

Typically, working professional MBA students earn a promotion in title subsequent to graduation. While approximately 60% of students entered their program as analysts or managers, today over 60% of the Global Executive MBAs are at the director, vice president or C-suite executive level.

### The Fuqua MBA Program

The Fuqua MBA program helped me to make a career switch from a technical to a business role. It also has opened a lot of doors otherwise closed due to my background.

**Senior Manager**

**Class of 2007**

The MBA with Duke allowed me to switch into a different industry with ease. The program’s prestige allows me to negotiate better salaries and receive constant solicitations from various recruiters and HR managers.

**Senior Manager**

**Class of 2009**

The global experience is invaluable. I got a great network and, most importantly, was able to expand into venture capital investments, thanks to the relationships I built during the program. The Duke MBA is great addition to my resume.

**C-Level Executive**

**Class of 2009**

For me the Global Executive MBA was made of 2 things: (1) learning new concepts, and (2) networking. These two helped me go into a different industry and provided me wider international exposure.

**Director**

**Class of 2002**
analyst to executive

Analysts, managers and directors are the most frequently seen titles of entering Global Executive MBAs (including Assistant, Associate and Senior Analyst, Manager, and Director titles). Of those who entered the MBA program as analysts, less than 15% have retained an analyst title in their current position. 43% are now at a manager level, while a third have reach the director level or above.

CAREER PROGRESSION BY POSITION

The most common title for entering students is manager, but only about one-quarter of these managers has retained that title in their current position—including those promoted from Assistant Manager up to Senior Manager. The remaining 70% are now at the Director level or above, or are self-employed/retired.

Similarly, directors entering Fuqua’s Global Executive MBA program have also achieved higher titles, with only 30% retaining a director title (including Assistant, Associate or Senior) today. Approximately 55% of students who entered their program at the director level are now at the Vice President or C-suite level.

The education and the reputation of the Global Executive MBA program has allowed me to successfully pursue any opportunities that interest me.”

DIRECTOR
CLASS OF 2002
the rewards

Growth in average compensation prior to entering Fuqua and current compensation has exceeded 85% for the two older Global Executive MBA graduate year groups. For the 1997-2002 graduate group, compensation has almost doubled (95%) in the 15-20 years after graduating. The 2003–2008 graduates have seen their average compensation increase by more than 85%. For the 2009-2012 graduates, compensation has grown by 64% from their pre-Fuqua level. The most recent graduating year group, 2013-2016, as expected given fewer post-degree earning years, has seen an average compensation increase of 34%.
While about 15% of Global Executive MBA graduates who finished their degree 1-4 years ago earned $200K or more prior to entering the program, currently 30% earn an annual compensation of $200K or more.

Today, over 50% of those graduating from the Global Executive MBA program within the past 5-8 years earn $200K or more annually, while over 20% of those graduates earn $300K or more annually.

The Global Executive MBA helped me expand my general business knowledge, improve my understanding of corporate financials, and add credibility to my resume. I believe my time at Fuqua boosted my marketability that got me into a top-tier firm, pushing my consulting career to the next level.”

DIRECTOR
CLASS OF 2011

The education was phenomenal at the Global Executive MBA program and with a combination of hard work, but also the Duke/Fuqua name, has been the key driver for advancement, for which I am eternally grateful.”

EXECUTIVE VICE PRESIDENT
CLASS OF 2004

Provided a balance of necessary skills I needed moving into the leadership role I assumed, including business development and decision making.”

C-LEVEL EXECUTIVE
CLASS OF 2000

Today, over 50% of those graduating from the Global Executive MBA program within the past 5-8 years earn $200K or more annually, while over 20% of those graduates earn $300K or more annually.

The program increased my knowledge, significantly helped to advance my career, and broadened my overall world view.”

VICE PRESIDENT
CLASS OF 2013

For Global Executive MBA graduates who finished their degree 15-20 years ago, the percentage of those earning $300K or more has grown from about 8% before entering Fuqua to 48% today.

The program was a true global experience, from interactions with other professionals from around the world to the in-residence sessions at various global locations. The coursework increased my knowledge and expertise, allowing me to advance to a Vice-President level and switch industries prior to retirement as well as secure a Board seat on the Board of Directors of a public company, which I have held for 10 years. In addition, in retirement, I have used the skills gained to launch a global eCommerce business.”

RETIRED
CLASS OF 1998
in which industries do Global Executive MBAs tend to stay?

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<thead>
<tr>
<th>Industry</th>
<th>First Industry After Fuqua</th>
<th>Current Industry</th>
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<tbody>
<tr>
<td>Pharmaceutical &amp; Biotech</td>
<td>76% consulting 4% 3 energy/utilities 4% financial services 4%</td>
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</tr>
<tr>
<td>Energy &amp; Utilities</td>
<td>83% consulting 6% technology 6% financial services 2%</td>
<td></td>
</tr>
<tr>
<td>Health Care</td>
<td>73% technology 14% consulting 7% energy/utilities 4%</td>
<td></td>
</tr>
<tr>
<td>Technology</td>
<td>66% consulting 8% professional services 6% financial services 3%</td>
<td></td>
</tr>
<tr>
<td>Financial Services</td>
<td>80% consulting 10% health care 4% energy/utilities 3%</td>
<td></td>
</tr>
<tr>
<td>Consumer Goods</td>
<td>72% financial services 7% real estate/Construction 7% retail/Wholesale 7%</td>
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Energy and Utilities, Financial Services, and Pharma/Biotech are the 3 industries to which Global Executive MBAs were most loyal right after earning their graduate degree. However, Pharma/Biotech and Energy and Utilities have held the highest percentage of Global Executive MBAs from post degree up to the present. Those switching out of one of these industries predominantly changed to the consulting, technology, and financial services business sectors.

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I already had two degrees, but wanted an “elite brand” to add to my resume and help my career. Mission accomplished.

**DIRECTOR CLASS OF 1998**

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The Global Executive MBA program gave me the business skills and confidence to transition from a career as an academic surgeon in clinical practice to a Chief Medical Officer role in a 2 billion dollar business unit. I use the skills from accounting, decision models, and organizational behavior regularly in my day-to-day work. Additionally, the opportunity to travel added a dimension of practical experience that has been extremely beneficial.

**C-LEVEL EXECUTIVE CLASS OF 1999**

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I came into my company at a low position during the program but have advanced very quickly. I started as a senior analyst and in the 3.5 years since starting at this company I have received 2 promotions and am about to close on another.

**ASSOCIATE DIRECTOR CLASS OF 2013**

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Operation Manager to Plant Manager to Director to Senior Director to VP.

**VICE PRESIDENT CLASS OF 2002**

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My Global Executive MBA was the single greatest accelerator of my career. The skills and tools I developed at Fuqua set me apart from my peers, taught me to think broadly, and gave me a holistic business perspective in every role I’ve had ever since.

**SENIOR VICE PRESIDENT CLASS OF 2005**

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The combination of all the elements - academics, group learning, and exposure to leading thinkers and to corporate leaders and relationships - delivered a very powerful experience. I walked away with a renewed energy towards my career and high level of confidence in my ability to lead.

**SELF-EMPLOYED CLASS OF 2005**

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Graduates quickly left the Government/Military and Telecommunications industries after graduation, with roughly two-thirds to one-half switching industries right away. Only a quarter of those in these industries prior to Fuqua are still in those industries today. A third of MBAs in the Transportation/Logistics and Media/Entertainment fields left after graduating; however, only one-third remain in those industries in their current position. As with those leaving industries with greater loyalty, these MBAs tended to shift to financial services, technology, consulting.

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industries graduates leave

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<tr>
<th>Industry</th>
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<th>Current Industry</th>
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</thead>
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<tr>
<td>Government/Military</td>
<td>31% financial services 22% consulting 15% technology 11%</td>
<td></td>
</tr>
<tr>
<td>Telecommunications</td>
<td>45% consulting 27% information technology 27% consumer goods 9%</td>
<td></td>
</tr>
<tr>
<td>Transportation &amp; Logistics</td>
<td>64% financial services 14% technology 9% energy/utilities 9%</td>
<td></td>
</tr>
<tr>
<td>Media &amp; Entertainment</td>
<td>63% consulting 16% technology 11% retail/Wholesale 11%</td>
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**1 Represents Cross Continent MBA classes of 2002 to 2014 and Global Executive classes of 1997 to 2016. Our working professional portfolio was revised in 2017 to include a new Global Executive MBA program in which the student profile includes both former Global Executive and Cross Continent MBA experience level, geographic and industry distributions.**