

master of  
management studies  
alumni  
career survey

M  
M  
S



In October 2017 we surveyed Master of Management Studies (MMS) program alumni, including the Foundations of Business program (2010–2017) and the Duke Kunshan University program (2015–2017) to solicit their feedback on how the MMS program had impacted their careers. A strong response rate of 40% was achieved, with 383 alumni sharing their career progress.

“

The MMS program provided the business oriented and quantitative classes I was looking for after my liberal arts undergraduate degree. Not only that, it provided excellent career center support like coaching and networking events which helped me discover what I wanted to do as well as be prepared to execute successfully. I had 2 full-time offers before Thanksgiving, which I credit largely to the MMS Program.

**SENIOR ANALYST  
CLASS OF 2014**

## where are they now? and what are they doing?

### TOP 5 COUNTRIES MMS GRADS ARE WORKING IN

The majority of MMS graduates are currently working in the United States or China, with 1% or fewer of remaining graduates working in other locations across multiple continents.

**61.7%**  
united states

**8.3%**  
china

1%  
canada

1%  
germany

1%  
india

### TOP 5 CITIES MMS GRADS ARE WORKING IN

Within the US and China, New York City has the greatest concentration of MMS alumni, while Shanghai follows at a distance. The remainder of the top 5 cities are located on the East or West coasts of the United States.

**22%**  
new york metro

**4.9%**  
shanghai metro

**4.4%**  
dc metro

**4.4%**  
raleigh metro

**3.4%**  
san francisco metro

### INDUSTRIES & FUNCTIONS

MMS alumni jobs are concentrated in three industries. Over two-thirds of MMS graduates currently work in the Financial Services (30%), Consulting (18%), or Technology (17%) industries. About 5% of alumni work in Retail/Wholesale, 4% are in Non-Profit/Education, and the remaining 2% are split across a wide range of fields.

Similarly, three-fourths of MMS graduates work in four functions: Finance (28%), Consulting (22%), Marketing (12%), and Operations (12%). Those working in consulting and operations are more likely to have had pre-Fuqua work experience than those in finance or marketing.

financial services **30%**

consulting 18%

technology 17%

retail/  
wholesale 5%

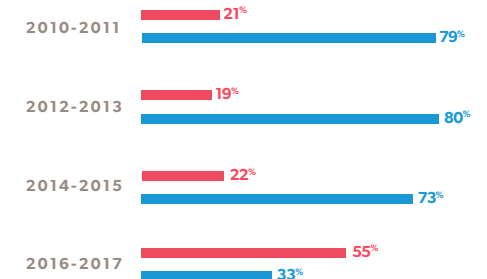
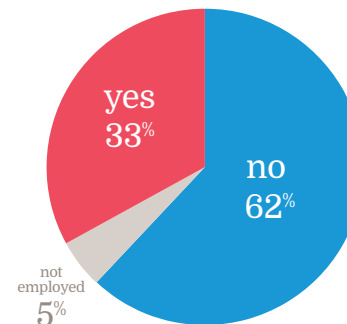
non-profit/  
education 4%

other 2%

## climbing the ladder

Almost two-thirds of these MMS graduates are no longer in the same position they held immediately after the program.

### CURRENT JOB THE SAME AS FIRST JOB AFTER FUQUA?



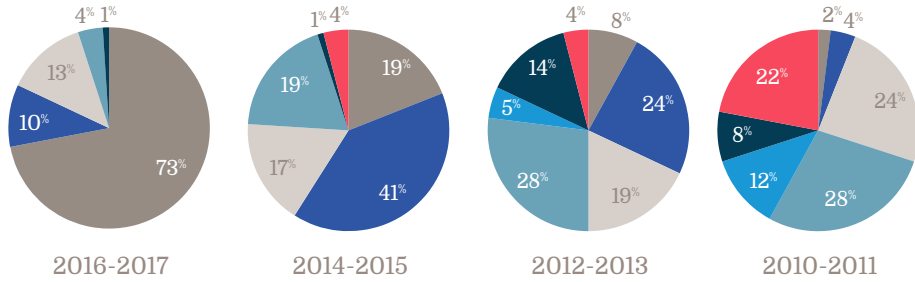
“

I come from a family business background and was unsure if I wanted to change career paths or go back to my family business, and I feel like the skill set I gained in the MMS program prepared me to go either way. I ended up choosing the family business route, but should I ever decide to change careers, I feel like I'm prepared to make that transition.”

# career progression post-fuqua

## CAREER PROGRESSION BY POSITION

■ ANALYST ■ SR. ANALYST ■ ASST./ASSOC. MGR ■ MGR ■ SR. MGR ■ ASST./ASSOC. DIR. ■ DIR. & ABOVE



## POSITION TITLE RELATED TO WORK EXPERIENCE

As expected, the longer an alumnus has been in the workforce, the higher their current position title.

**30%**

assistant, associate, or director level +

For those out of Fuqua for 7-8 years, 30% are at the assistant, associate, or director level or above.

Approximately 70% of MMS grads in the classes of 2012 and 2013 are in the senior analyst to manager range in title.

**60%**

senior analysts or analysts

Alumni with three to four years of work experience are largely (60%) senior analysts or analysts

17% currently hold an assistant, associate, or manager title despite the short duration of their post-Fuqua work experience.

**17%**

assistant, associate, or manager title

“

Great experience and connections during my year. Able to secure job in desired industry during a challenging market time.”

**ASSOCIATE MANAGER CLASS OF 2010**

“

Opens doors in the job market. Connects you with classmates from all around the world and an alumni network that extends across the globe. Challenges you and provides you with the right tools and opportunities to find what you are truly passionate about. Provides you with the FULL Duke experience. YOU make your own SUCCESS.”

**ANALYST CLASS OF 2017**

“

MMS was one of the best experiences I've had; it allowed me to reinvent myself not only for employers but also for my own self-discovery.

**ASSOCIATE MANAGER CLASS OF 2014**



# the master of management studies ROI

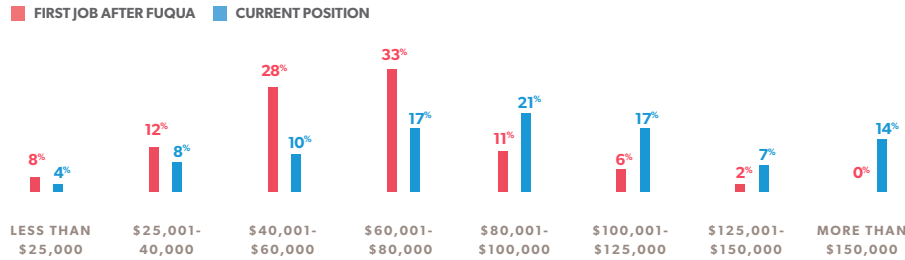
## the rewards

For those who have progressed from their first job after Fuqua to a new one, financial rewards have grown rapidly. A significantly greater proportion (roughly 60%) of the MMS alumni who have a different job than the first one they held after the MMS program have salaries of \$80K or above.



changes in compensation:

## first job after fuqua vs. current job



Sample: MMS alumni whose current job is different than their first job after Fuqua

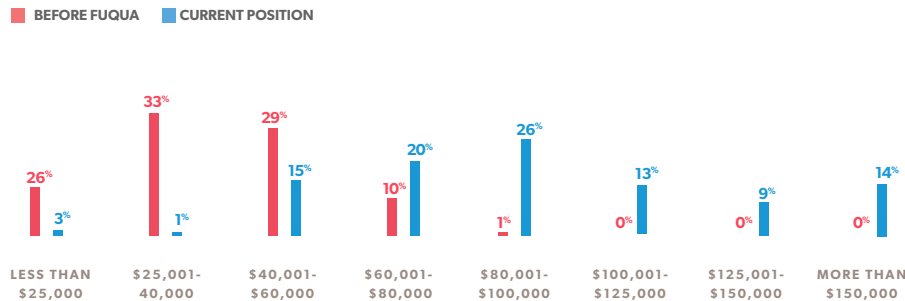
“

The courses themselves were valuable but in my experience it was the overall thought process/critical thinking skills that have helped me in my career. Understanding there are multiple forces at play helped me to see the big picture of how different business units function as a collective whole. In addition, the Duke network is by far one of the most compelling features post-graduation. I've met some very interesting people with cool work experiences.”

MANAGER CLASS OF 2011

changes in compensation:

## before fuqua vs. current job



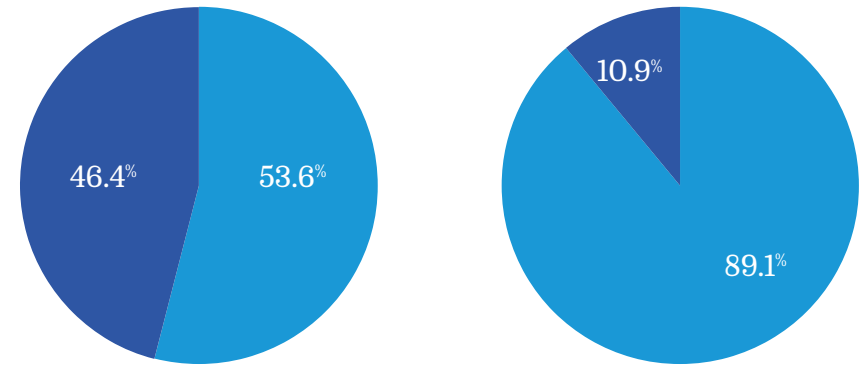
Sample: MMS alumni who had a full time job before Fuqua

“

The degree itself worked well for me. My current employer, and several other (though not all) potential employers, viewed it as an MBA equivalent. The network is the only drawback in my view, which is not as valuable as the MBA network given that MMSers are less experienced, more junior, and have smaller networks of their own. The MMS degree can be what you make of it. If you present yourself as an MBA equivalent in terms of presence, skill set, and maturity, the fact that it's not an MBA will not hold you back.”

DIRECTOR CLASS OF 2011

## where did they come from?



Domestic vs International

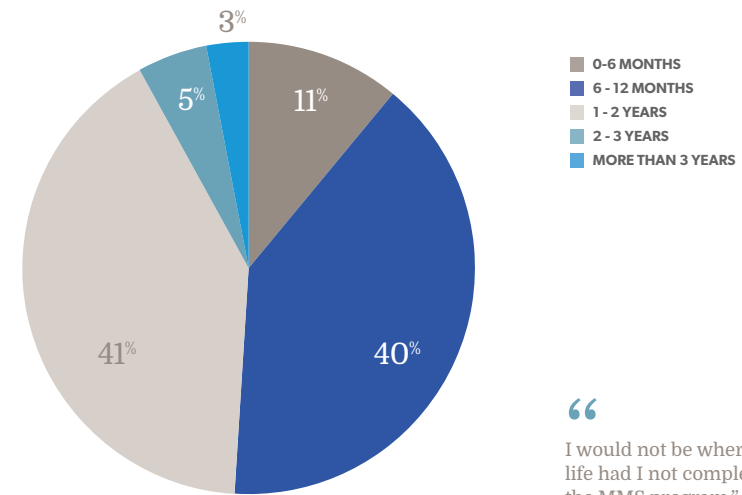
■ DOMESTIC ■ INTERNATIONAL

MMS: FOB vs. MMS: DKU

■ MMS: FOB ■ MMS:DKU

The MMS program draws slightly more domestic students than international students. Note that this includes the MMS: DKU program. However, the data for MMS: DKU is only for 3 class years: 2015, when the program began, 2016, and 2017.

Roughly 25% of MMS alumni had full-time work experience before they entered the degree program. The majority of these alums had between 6 months to 2 years of full-time experience.



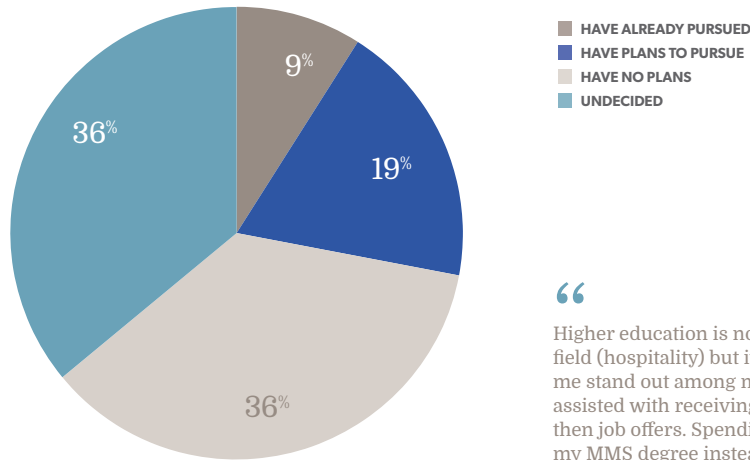
Pre-Fuqua Work Experience

“

I would not be where I am in life had I not completed the MMS program.”

MANAGER CLASS OF 2013

## where do they go from here?

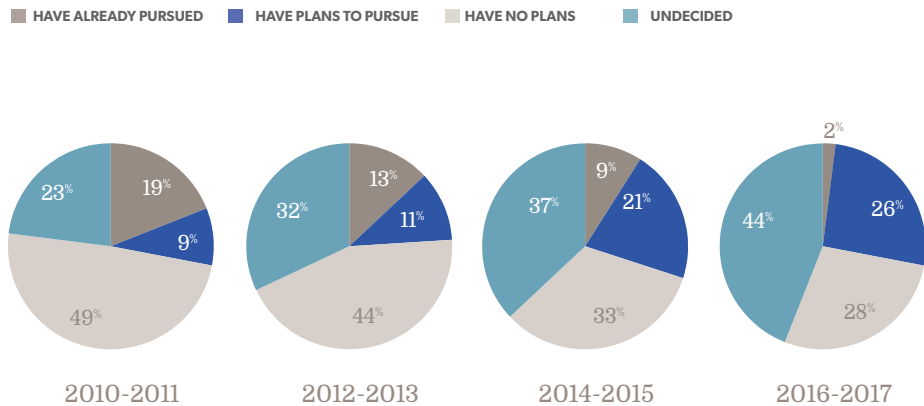


“Higher education is not required in my field (hospitality) but it certainly has made me stand out among my peers and has assisted with receiving interviews and then job offers. Spending 1 year to obtain my MMS degree instead of 2 years for a MBA, has been a good fit for me.”

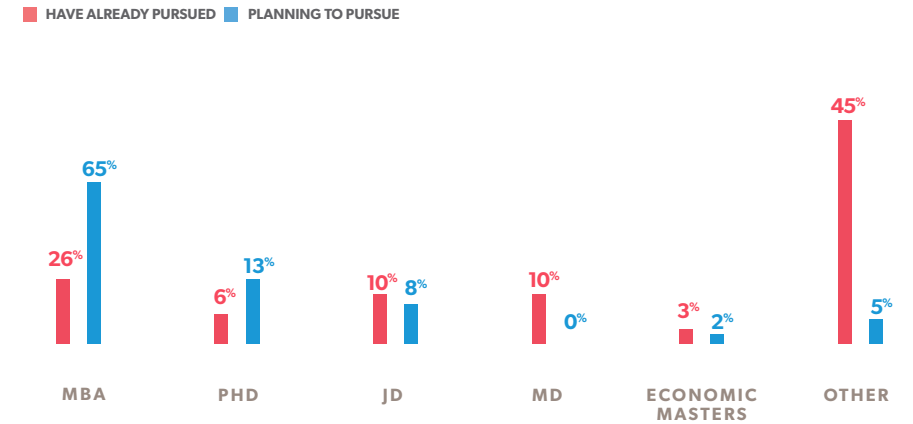
MANAGER CLASS OF 2014

Student responses when asked if they had pursued or have plans to pursue further graduate education

Roughly one-fourth of MMS graduates have either already pursued or plan to pursue additional education after their MMS program. Just over one-third haven't and have no plans to study further, while also about one-third are undecided.



## further education



Of those who have already pursued further education, one-quarter continued their business education with an MBA. Both a JD and an MD were pursued by 10%. Almost half, however, sought some other advanced education than these degrees.

Of those who are planning to pursue further education, almost two-thirds plan to get an MBA. About 20% say they will pursue a PhD or an JD.

### further education pursued or to be pursued.

