Post Graduate Reports

Master of Management in Hospitality
Class of 2009

School of Hotel Administration
Career Management in the Office of Student Services
Cornell University
U.S. Base Salaries

<table>
<thead>
<tr>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Mean of Relocation/Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>$54,694</td>
<td>$57,800</td>
<td>$34,000 – $90,000</td>
<td>$9,327</td>
</tr>
</tbody>
</table>

- 71% of respondents’ salaries are within the range of $40,000 - $65,000
- 44% of respondents reported receiving a relocation and/or signing bonus
- Additional compensation may include commission or other bonuses

U.S. Base Salaries by Industry Segment

<table>
<thead>
<tr>
<th>Industry Segment</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th># of Students</th>
<th>% of Job Acceptances</th>
<th>% of Class</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotel/Resort - Property</td>
<td>$41,667</td>
<td>$40,000</td>
<td>$34,000 – $60,000</td>
<td>6</td>
<td>15.4%</td>
<td>9.8%</td>
</tr>
<tr>
<td></td>
<td>Sales/Marketing (3), Revenue Management (2), Rooms Division</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consulting</td>
<td>$70,000</td>
<td>$60,000</td>
<td>$60,000 – $90,000</td>
<td>4</td>
<td>10.3%</td>
<td>6.6%</td>
</tr>
<tr>
<td></td>
<td>Hospitality Consulting (2; 1 entrepreneurial), Revenue Management (2)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restaurant</td>
<td>$54,867</td>
<td>$57,600</td>
<td>$42,000 – $65,000</td>
<td>4</td>
<td>10.3%</td>
<td>6.6%</td>
</tr>
<tr>
<td></td>
<td>(1 entrepreneurial)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>$62,100</td>
<td>$60,000</td>
<td>$45,000 – $80,000</td>
<td>6</td>
<td>15.4%</td>
<td>9.8%</td>
</tr>
<tr>
<td></td>
<td>Industry Segment: Aerospace, Casino/Gaming, Music, Real Estate, Sports/Entertainment, Technology</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

International Base Salaries by Industry Segment

<table>
<thead>
<tr>
<th>Industry Segment</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th># of Students</th>
<th>% of Job Acceptances</th>
<th>% of Class</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotel/Resort – Corporate</td>
<td>$33,760</td>
<td>$32,400</td>
<td>$20,000 – $44,400</td>
<td>6</td>
<td>15.4%</td>
<td>9.8%</td>
</tr>
<tr>
<td></td>
<td>Development (4), Sales/Marketing (2)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hotel/Resort – Property</td>
<td>$21,260</td>
<td>$19,800</td>
<td>$7,500* – $36,000</td>
<td>6</td>
<td>15.4%</td>
<td>9.8%</td>
</tr>
<tr>
<td></td>
<td>Rooms Division (3), Sales/Marketing, Special Projects, Wellness Operations</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>$62,833</td>
<td>$48,000</td>
<td>$24,000 – $150,000</td>
<td>7</td>
<td>17.9%</td>
<td>11.5%</td>
</tr>
<tr>
<td></td>
<td>Industry Segment: Banking/Financial Services, Consulting, Consumer Products, Education, Development (Entrepreneurial), Real Estate, Serviced Residence</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Additional compensation includes housing allowance

Percentages reflect the number of students who have accepted a position in the industry segment, whether or not a salary was reported. Numbers are based on 61 graduates and 39 accepted job offers.
### Salaries by Geographical Location

<table>
<thead>
<tr>
<th>Location</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th># of Students</th>
<th>% of Job Acceptances</th>
<th>% of Class</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Southeast</strong></td>
<td>$67,020</td>
<td>$60,000</td>
<td>$57,600 – $90,000</td>
<td>5</td>
<td>15.6%</td>
<td>8.2%</td>
</tr>
<tr>
<td><strong>Mid Atlantic/Midwest</strong></td>
<td>$43,200</td>
<td>$40,000</td>
<td>$36,000 – $60,000</td>
<td>5</td>
<td>15.6%</td>
<td>8.2%</td>
</tr>
<tr>
<td><strong>West/Southwest</strong></td>
<td>$50,500</td>
<td>51,500</td>
<td>$34,000 – $65,000</td>
<td>4</td>
<td>12.5%</td>
<td>6.6%</td>
</tr>
<tr>
<td><strong>Northeast</strong></td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>2</td>
<td>6.3%</td>
<td>3.3%</td>
</tr>
<tr>
<td><strong>International</strong></td>
<td>$40,756</td>
<td>$32,700</td>
<td>$7,500 – $150,000</td>
<td>16</td>
<td>50.0%</td>
<td>26.2%</td>
</tr>
</tbody>
</table>

China, India (3), Republic of Maldives, Singapore (5), South Korea (2), Thailand (2), United Arab Emirates, Zambia

### 2009 Class Profile

**Number of Students**: 61

- Average Age 29
- Women 52%
- Students of Color* 8%
- International 51%

* Includes Asian American, African American, Native American, Hispanic, Bi-Racial, and Multi-Racial

**Employment Status**

- Reporting Job Acceptance*: 39 (64%)
- Seeking Employment: 11 (18%)
- Not Responding to Survey: 11 (18%)

* Includes students entering entrepreneurial venture

### Employment Status

- Reporting Job Acceptance: 64%
- Seeking Employment: 18%
- Not Responding to Survey: 18%
Source of Accepted Offers

<table>
<thead>
<tr>
<th>Cornell Sources</th>
<th>23.6%</th>
<th>Other Sources</th>
<th>76.4%</th>
</tr>
</thead>
<tbody>
<tr>
<td>On-campus Interviews</td>
<td>10.5%</td>
<td>Previous Employment</td>
<td>31.6%</td>
</tr>
<tr>
<td>Faculty</td>
<td>10.5%</td>
<td>Alumni Contact</td>
<td>18.4%</td>
</tr>
<tr>
<td>Career Day</td>
<td>2.6%</td>
<td>Entrepreneurial Venture</td>
<td>5.3%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Job Postings (Internet, other)</td>
<td>5.3%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Personal Contact</td>
<td>2.6%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Other</td>
<td>13.2%</td>
</tr>
</tbody>
</table>

Note: All statistics in this report are based on the students who responded to each section of the survey.
2009 Hiring Companies

The Ascott Group
  Assistant Residence Manager – Singapore

Boeing
  Analyst

C9 Hotelworks, LTD
  Assistant Vice President – Thailand

CheongWon
  Marketing Associate Manager – South Korea

Chulalongkorn Business School, Chulalongkorn University
  Lecturer – Service Marketing – Thailand

Dahlmann Campus Inn
  Sales Manager

Ernst & Young, LLP
  Analyst

Eureka Casino Hotel
  Resident Hotel Manager

Fairmont Hotels and Resorts
  Management Training Program – Singapore
  Assistant Manager, Front Office – United Arab Emirates

Hillstone Restaurant Group
  Management Training Program

Holiday Inn
  Front Office and Reservations Manager – Republic of Maldives

IKEA, AG
  Establishment Specialist – South Korea

Indian Hotels Company, Limited
  Sales Manager – India
  Manager of Special Projects – India

InterContinental Hotels Group
  Financial Analyst – China
  Marketing Services Manager – Singapore

Ishlab Music
  Marketing Director

Kimpton Hotel and Restaurant Group
  Revenue Analyst*
  Sales Manager

LNR Property Corporation
  Senior Analyst

Microsoft
  Software Engineer

Orix Investment and Management
  Vice President, Project Development and Investment – Singapore

Pan Pacific Hotels Group
  Development Marketing Manager

Protea Hotels
  Special Projects Manager – Zambia

Revenue Management Solutions
  Senior Analyst
  Consultant

Singapore Meritus International Hotels, Pte. Ltd.
  Special Projects Manager – Singapore

Six Senses Destination Spa
  Management Trainee – Wellness Operations – Thailand

The Taj Group of Hotels
  Director of Sales – India

Union Square Hospitality Group
  Dining Room Manager

Waterworks Aquatics
  Operations Manager

White Lodging Services
  Operations Manager

Yihong Group
  Director – China

Yum! Brands
  Consumer Insights

Zions Hospitality
  Sales Manager

* More than one person accepted this position with this company