

2004 Graduate Survey



CAREER SERVICES OFFICE

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Goldey-Beacom College
2004 Graduate Survey for BS/AS Graduates
Executive Abstract

- This survey was administered on-line to the 2004 Associates and Bachelors degree Graduates between April and July 2004. 94% of the graduates responded to the survey.
- Out of the 94% that responded, 22% reported concentrations in Management, 15% in Accounting, 14% in Marketing Management, 14% in Computer Information Systems, 13% in Finance, 13% in Human Resources Management, 4% in Management Information Systems, 3% in International Business Management, 2% in Accounting Information Systems, and 1% in Business Administration.
- It took an average of 4.5 years (54 months) for the respondents to complete their Bachelor degree programs.
- 93.6 % of respondents were employed, continuing their education, could not work due to personal responsibilities or other obligations or were waiting for OPT authorization. Only 6.4% were actually looking for employment.
- 63.8% of the employed respondents found work to be directly or somewhat related to their major course of study.
- 52.2% of respondents were employed full time.
- Of the respondents who were employed full time, 30.7% reported earning over 30K per year, and 21.1% reported earning over 40K per year, with 4.6 % not reporting salary.
- Of the 187 respondents who listed their employer, 125 companies were represented. The top employers for 2004 graduates include: MBNA (21), JP Morgan Chase (6), Wilmington Trust (5).
- 78% of all graduates wanted to pursue an MBA degree (up from 68% in 2003, and up from 74.4% in 2002.) With 78% saying they would consider GBC for the MBA program.
- 87.2% of graduates were aware of the services offered through the Career Services department (up from 80.1% in 2003 and 77.9% in 2002).
- 16% of respondents were International Students.
- 40% of respondents were Evening Students.
- 60% of respondents were Day Students.

2004 GRADUATE SURVEY
Salary by Major

SALARIES	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AIS	BUS AD	TOTAL	Percentage
Below \$15,000	1			3				1			5	2.3%
\$15K-\$19,999	1	1	1	2				4			9	4.1%
\$20K-\$24,999	2	1		3	1	3					10	4.6%
\$25K-\$29,999	2	2		3	1		3	2			13	6.0%
\$30K-\$34,999	2		1	3		3	1			1	11	5.0%
\$35K-\$39,999	3			4		1	1	1			10	4.6%
\$40K-\$49,999	3	3		4	1	2	1	3			17	7.8%
\$50K-\$59,999	3			4	1	2	1			1	12	5.5%
\$60K-\$69,999		1		3			2				6	2.8%
Over \$70K		1		1	1		6	2			11	5.0%
Unemployed	2	3	2	1	1		4	1			14	6.4%
Continuing education/ other obligations	2	3	2	2	1	3	3	2			18	8.3%
Part time	10	10	1	16	1	15	5	10	4		72	33.0%
Left answer blank	1	3				1	3	2			10	4.6%
TOTAL	32	28	7	49	8	30	30	28	4	2	218	100.0%

Key

ACCT= Accounting

FIN= Finance Management

INTL B= International Business Management

MNGT= Management

MIS= Management Information Systems

MRKT= Marketing Management

CIS= Computer Information Systems

HRM= Human Resources Management

AIS= Accounting Information Systems

BUS AD= Business Administration

2004 GRADUATE SURVEY
Job Related to Major and Satisfaction

	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AIS	BUS AD	TOTALS	Percentage
Employment related to major												
Directly, somewhat related	21	19	3	34	5	17	20	16	2	2	139	63.8%
Not related	7	4		13	1	9	4	9	2		49	22.5%
Left answer blank	4	5	4	2	2	4	6	3			30	13.8%
TOTAL	32	28	7	49	8	30	30	28	4	2	218	100.0%
Not Related because:												
Not able to find employment	4	1		3	1	3	3	6	1		22	10.1%
Chose to take employment outside field	3			3	1	3	2	5			17	7.8%
Left answer blank	25	27	7	43	6	24	25	17	3	2	179	82.1%
TOTAL	32	28	7	49	8	30	30	28	4	2	218	100.0%
Are you satisfied with your current job?												
Very Satisfied, somewhat satisfied	22	19	3	28	6	19	16	19	3	2	137	62.8%
Not satisfied	6	3		18		5	6	6	1		45	20.6%
Left answer blank	4	6	4	3	2	6	8	3			36	16.5%
Total	32	28	7	49	8	30	30	28	4	2	218	100.0%
Dissatisfied with job because:												
Lack of advancement potential	9	5		14	1	9	5	6			49	22.5%
Salary	7	5	1	11		10	5	10	1	1	51	23.4%
Disagreement w/ management	4	3		4	1	4	3	1			20	9.2%
Location of employment	1	2		3		1	1	1			9	4.1%
Ready for something new	1							1			2	0.9%
Bank currently being purchased by another bank	1										1	0.5%
Not related to major			1			3	1	2			7	3.2%
It has nothing to do with my education				1			1				2	0.9%
Morale		1									1	0.5%
Too routine, no personal contact								1			1	0.5%
Work hours								2			2	0.9%
Working temp until find a career after grad				1							1	0.5%
Lack of communication and tools to achieve goals				1							1	0.5%
Not fulfilling				1							1	0.5%
I want my own business				1							1	0.5%
Still in the same job, have not begun career yet				1							1	0.5%
Lack of respect for employees						1					1	0.5%

2004 GRADUATE SURVEY
Continuing Education

	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AIS	BUS AD	TOTALS	Percentage
Continuing Education?												
YES	15	15	5	19	3	17	18	15	1	2	110	50.5%
NO	17	13	2	30	5	13	12	13	3		108	49.5%
Left answer blank											0	0.0%
TOTAL	32	28	7	49	8	30	30	28	4	2	218	100.0%
If yes, where?												
GBC	8	5	1	9	2	4	9	4	1	2	45	20.6%
U of DE		1		1				2			4	1.8%
Villanova University							1				1	0.5%
Delaware State University				2							2	0.9%
Drexel University											0	0.0%
Wilmington College						2					2	0.9%
University of Phoenix	1										1	0.5%
Florida Atlantic University						1					1	0.5%
Interested in MBA?												
YES	22	24	5	36	8	25	23	22	3	2	170	78.0%
NO	10	4	2	13		5	7	6	1		48	22.0%
Left answer blank											0	0.0%
TOTAL	32	28	7	49	8	30	30	28	4	2	218	100.0%
Would you consider GBC for MBA degree?												
yes	24	24	5	40	8	24	25	19	1		170	78.0%
no	8	4	2	9		6	5	9	3	2	48	22.0%
left blank											0	0.0%
TOTAL	32	28	7	49	8	30	30	28	4	2	218	100%

2004 GRADUATE SURVEY
Reasons for Not Currently Working

	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AIS	BUS AD	TOTAL	Percentage
Looking for work	2	3	2	1	1		4	1			14	6.4%
Or												
Waiting for OPT authorization (Int'l student)		3	1			2	2	1			9	4.1%
Personal Responsibilities	1					1		1			3	1.4%
Continuing Education	1		1	2	1		1				6	2.8%

2004 GRADUATE SURVEY
Unemployed by Major

MAJORS	UNEMPLOYED	%
ACCT	2	0.9%
FIN	3	1.4%
HRM	1	0.5%
MNGT	1	0.5%
MIS	1	0.5%
INTB	2	0.9%
CIS	4	1.8%
TOTAL	14	6.4%

2004 GRADUATE SURVEY
Career Services Usage

	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AIS	BUS AD	TOTALS	Percentage
Aware of Career Services Office?												
YES	25	25	7	41	8	28	24	26	4	2	190	87.2%
NO	7	3		8		2	6	2			28	12.8%
Left answer blank											0	0.0%
TOTAL	32	28	7	49	8	30	30	28	4	2	218	100.0%
Utilized the following services												
Online resume/job search collegecentral	13	14	2	16	3	12	13	12	2		87	39.9%
Participation with career fairs	9	9	1	11	3	13	7	12	1		66	30.3%
Interview Prep	4	1		2		3	1	3			14	6.4%
Resume cover letter critique	6	6	1	9	3	7	4	4			40	18.3%
Career counseling /self assessment	3	2		3	1	3	3	5			20	9.2%
Internship program	1										1	0.5%
FT-PT employment binders	1	3	2	2		1		3			12	5.5%
Leadership Series						1					1	0.5%
Mock Interview Sessions								1			1	0.5%

2004 GRADUATE SURVEY
Career Service Usage
Evening and Day Students

Evening Students												
	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AI	BUS AD	TOTALS	Percentage
Aware of Career Services Office?												
YES	8	7	1	13	4	10	12	9		2	66	75.9%
NO	6	2		5		2	5	1			21	24.1%
Left answer blank											0	0.0%
TOTAL	14	9	1	18	4	12	17	10	0	2	87	100.0%
Utilized the following services												
Online resume/job search collegecentral	3			5	1	3	2	2			16	18.4%
Participation with career fairs	1	1		1	1	3	1	2			10	11.5%
Interview Prep						2					2	2.3%
Resume cover letter critique	1	1		2	1	3	2				10	11.5%
Career counseling /self assessment	1	1			1	3	1				7	8.0%
Internship program											0	0.0%
FT-PT employment binders				1		1					2	2.3%
Day Students												
	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AI	BUS AD	TOTALS	Percentage
Aware of Career Services Office?												
YES	17	18	6	27	4	18	12	18	4		124	94.7%
NO	1	1		3			1	1			7	5.3%
Left answer blank											0	0.0%
TOTAL	18	19	6	30	4	18	13	19	4	0	131	100.0%
Utilized the following services												
Online resume/job search College central	10	14	2	11	2	9	11	10	2		71	54.2%
Participation with career fairs	8	8	1	10	2	10	6	10	1		56	42.7%
Interview Prep	4	1		2		1	1	3			12	9.2%
Resume cover letter critique	5	5	1	7	2	4	2	4			30	22.9%
Career counseling /self assessment	2	1		3			2	5			13	9.9%
Internship program											0	0.0%
FT-PT employment binders	1	3	2	1				3			10	7.6%

2004 GRADUATE SURVEY
Career Services Usage
International Students

International Students												
	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AIIS	BUS A	TOTAL	Percentage
Aware of Career Services Office?												
YES	1	9	4	3	2	5	5	2	2		33	94.3%
NO						1	1				2	5.7%
Left answer blank											0	0.0%
TOTAL	1	9	4	3	2	6	6	2	2	0	35	100.0%
Utilized the following services												
Online resume/job search collegecentral		5		2	1	3	5	1	1		18	51.4%
Participation with career fairs	1	3		2	1	4	3	1			15	42.9%
Interview Prep		1									1	2.9%
Resume cover letter critique		4		2			1				7	20.0%
Career counseling /self assessment							1				1	2.9%
Internship program											0	0.0%
FT-PT employment binders		3	1								4	11.4%

2004 GRADUATE SURVEY
Evening and Day Placement Rate

Evening Students												
Are you employed?	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AIS	BUS AD	TOTALS	Percentage
Full time	13	8		17	2	9	17	8		2	76	93%
Part time		1		1	1	2		1			6	7%
TOTAL	13	9	0	18	3	11	17	9	0	2	82	100%
Is your position related to your major?												
Directly related, somewhat related	12	7		15	3	9	15	6		2	69	84%
Not related	1	2		3		2	2	3			13	16%
Left blank											0	0%
TOTAL	13	9	0	18	3	11	17	9	0	2	82	100%
Reasons for Unemployment												
Looking for work or	1										1	1%
Personal Responsibilities						1		1			2	2%
Continuing Education			1		1						2	2%
Day Students												
Are you employed?	ACCT	FIN	INTL B	MNGT	MIS	MRKT	CIS	HRM	AIS	BUS AD	TOTALS	Percentage
Full time	5	4	2	13	3	3	1	7			38	37%
Part time	10	9	1	14		13	5	10	4		66	63%
TOTAL	15	13	3	27	3	16	6	17	4	0	104	100%
Is your position related to your major?												
Directly related, somewhat related	9	12	3	13	2	8	4	11	2		64	62%
Not related	6	1		14	1	8	2	6	2		40	38%
Left blank											0	0%
TOTAL	15	13	3	27	3	16	6	17	4	0	104	100%
Reasons for Unemployment												
Looking for work or	1	3	2	1	1		4	1			13	10%
Personal Responsibilities	1										1	1%
Waiting for OPT authorization- cannot work		3	1				2	2	1		9	7%
Continuing Education	1			2			1				4	3%

Companies and Position Titles for 2004 Graduates

Accenture Technology Solutions	Programmer
Accounts Pros (Accenture)	Accounts Payable
Acme Markets	Front End Cashier
Acme Markets, Inc	Customer Service Representative
Affordable Insurance Network	Insurance Agent
AICPCU	Exam Assistant
AIG	Intern
Ajilon Consulting	Order Coordinator
Alfred I duPont Hospital for Children	Radiology I.S. Manager
American Life Insurance Company	Policy Owner Representative
Arborist Ass.	Arborist
Archmere Academy	Soccer Coach
Astrazeneca	Operator
Avon Products	Customer Care Associate
Bank One	Assistant Vice President of Information Systems
Bank One	Asst Vice President, Business Card Marketing
Bank One	Sr. Instructional Designer
Basell Polyofefins	Sr. Applications Analyst
Bernard Personnel	Clerk III
Best Buy	Product Specialist
Best Buy	Product Specialist
Biana Arentz-Hemingways Restaurant	Waitress
Blittersdorf's Inc.	Manager, Driver
Blue Ox Medical Solutions	A/R Specialist
Brandywine Asset Management	Staff Accountant
Brandywine Asset Management	Sr. Network Systems Administrator
Brandywine Medical Management	Gateway EDI coordinator
Brandywine Suites Hotel	Front Desk Agent/Night Auditor
Bruce Industrial	Accounting Clerk
Caesars	Promotions Representative
Capriotti's	Cook/Cashier
Century 21 Virtue Real Estate	Assistant
Christiana Hospital	Administrative Assistant
Circuit City Stores Inc	Sales
Citi Group Financial	Customer Service
Citibank	Tech Support Specialist

Companies and Position Titles for 2004 Graduates

Citigroup	Account Manager
Computer Science Corporation	Service Delivery Manager
Computer Sciences Corp	Project Manager
Computer Sciences Corporation	Computer Scientist
Concord EFS, Inc.	Tax Intern
County Banking and Trust Company	Head Teller and Customer Service Representative
DAK AMERICAS LLC	CORPORATE PRICING SPECIALIST
Dansko, Inc	Finance Department
Dansko, Inc.	Finance Department
Dansko, Inc.	Assistant Sales Manager
DCRAC	Director of Bilingual Programs
Delaware Park LLC	Administrator
Delaware State Parks	Trail Crew Chief
Denis Cini	Taxes
Diamond State Financial Group	Admin. Asst.
DIAMOND STATE FINANCIAL GROUP	INTERN
Discover Financial Services	Systems Analyst
DSCV	Audit & Compliance Specialist
DuPont	Inside Sales Representative
DuPont	Sr. Computer Technologist
	Contract Administration and Compound Acquisition Assistant
DuPont Company	Customer Service Supervisor
Edgecraft Corp.	Guest Service Agent
Embassy Suites Hotel	Management Trainee
Enterprise Rent-A-Car	Management Trainee Intern
Enterprise Rent-A-Car	Loan Officer
Financial Resources of DE	Data Entry Clerk
Fleet Credit Card Services	Book keeper
Gangi & Pretzkur	IT Administrator
GBC	Lab Assisant
GBC - Computer Lab	Assistant Advisor
GBC	STAFF ACCOUNTANT
GENOESE, MILLER & ASSOCIATES	Business Administrative Assistant
George Sparks, Inc	Cake Decorator and Bakery Clerk
Giant Food Store	
Goldey Beacom College Computer lab	Lab Assistant
Goldey-Beacom College	Food Service Manager

Companies and Position Titles for 2004 Graduates

Goldey-Beacom College	Lab Assistant
Goldey-Beacom College	Assistant Advisor
Hanby's Office Plus	Account Manager
Happy Harry's	Warehouse Worker
Happy Harry's	Accounts Payable Clerk
Hilton Christiana	Server
Honda Financial Services	Customer Service Supervisor
Household International	
Il Giardino	Manager
Image First Professional Apparel	Marketing Assistant
Impact Systems, Inc.	Software Engineer
ING Direct	Sales Associate
Integrity Staffing Solutions	Receptionist
J.C.Penneys	Sales Associate
J.P. Henry's	Waitress
Jackson Hewitt Tax Service	Office Manager
Jackson Hewitt Tax Services	Tax Technician
Johnson Controls	Team Developer
Joses Border Cafe	Waiter
JP Morgan	Regulatory Control Associate
JP Morgan Chase	Income Specialist
JP Morgan Chase	Vice President
JP Morgan Chase	Employee in the Investment Bank
JP Morgan Chase	Accountant
JPMorgan Chase	Settlement Approver
K-Mart	Supervisor
Lacasa Pasta	Assistant Manager
M Cubed Technologies	CNC Machinist
Mahaffy & Associates	Bookkeeper
Master, Sidlow & Associates	Staff Accountant
MBNA	Compliance Analyst
MBNA	Customer Marketing Representative
MBNA	Education Coordinator III
MBNA	Financial Analyst III/AVP
MBNA	FMS COUNSELOR
MBNA	Senior Software Engineer
MBNA	Executive Administrative Specialist I
MBNA	HVAC Specialist
MBNA	Customer Marketing Rep.

Companies and Position Titles for 2004 Graduates

MBNA	First Vice President
MBNA	Marketing Manager
MBNA	FINANCIAL MANAGEMENT COUNSELOR
MBNA	Investor Service Rep
MBNA America	Personnel Coordinator
MBNA America	Financial Management Counselor
MBNA America	Project Manger
MBNA America	Financial Councilor
MBNA America	Customer Relationship Manager
MBNA America Bank	Telesales
MBNA America Bank N A	Investor Service Representative
MBNA America NA	Account Manager
McKenzie Brewhouse	Bartender
Mendenhall Inn	Server
Mercedes-Benz of Wilmington	Detail
Middletown Retail Dealer Store	Warehouse Manager
Movies 10 and Primerica	Asst. Manager
Nationwide Insurance	Bodily Injury Claims Representative
Natural Dairy Products Corp.	Operations Manager
New Castle Co Vo-Tech School District	
Newark Chiropractic	Receptionist
News Journal	Independent Contractor
Office Depot	Customer service
Olive Garden	Server
Pat's Pizzeria	Delivery Driver
Pizza by Elizabeths	Kitchen Manager
PNC BANK	SENIOR ADM ASST
Potter Anderson & Corroon	Accounting Clerk
PPG Industries, Inc.	Quality Manager
Prima's	Driver
Primerica Financial Services	Senior Representative
PureBread Deli	cashier
Quip Laboratories Inc	Office Support
RE/MAX of Wilmington	Administrative Assistant
Roadhouse Steak Joint	Server
Rohm and Haas	Project Manager
Ron's Tire	Shop Manager
Rosci Salon Day Spa	Receptionist
Ruby Tuesday Inc.	4 star Shiftleader
Scott True Value, Thomco Incorporated	Various Responsibilities
Simm Associates	Account Manager
St. Anthony's Community Center	After School Provider
State Farm Insurance	Title Coordinating Processor
TA Instruments- Waters LLC	Buyer
Target	Department Manager
Temple-Inland	Human Resources Coordinator
The Arc of Delaware	Housing & Development Administrator
The H. D. Lee Company, Inc.	General Accountant
The People's bank of Oxford	Manager/Mortgage Dept
THG	Logistics
Total Training Solutions	Computer Tech
Troisi	Receptionist
Tweeter	Sales Associate

Companies and Position Titles for 2004 Graduates

Union Park Automotive Group	AVP
United Electrical Supply	Warehouse Worker
Verizon Wireless	Customer Operations Specialist
Verizon Wireless	Customer Representative
Veterans Medical Center	Dietetics Technician
Wachovia Securities, LLC	Securities Assistant
Wal-Mart	Clerk
Wilkinson Builders	Controller
Wilmington Savings Fund Society	Teller
Wilmington Trust	Performance Analyst
Wilmington Trust	Bank Teller
Wilmington Trust	Sales Rep
Wilmington Trust Company	Sr. Datacom Engineer
Wilmington Trust Company	Technology Resources Manager
Wilsmere Enterprises, Inc	Administrator
WSFS Bank	Branch Manager

Goldey-Beacom College
MBA 2004 Graduate Survey
Executive Abstract

- This survey was administered on-line to all 2004 MBA Graduates, with 96% of the MBA students responding. The survey was conducted April through July 2004.
- Out of the 96% MBA graduates who responded, 30% reported concentrations in Finance, 22% Marketing Management, 20% Information Technology, 15% Comprehensive, and 13% Human Resource Management.
- It took an average of 2.2 years (26 months) for the respondents to complete their MBA degrees.
- 95% of respondents were working, continuing their education, cannot work due to personal responsibilities and obligations, or were waiting for OPT authorization. Only 5% were actually looking for employment.
- 53.5% of respondents were employed full time.
- 61.4% found work directly or somewhat related to their course of study.
- 31.7% of respondents' employers considered their position to be management level.
- 38.6% of respondents perceive opportunities for advancement in their jobs.
- 58.4% of respondents were very satisfied or somewhat satisfied with their current job.
- 29.7% of the graduates reported earning over \$45K per year, with 7.9% not reporting salary data.
- 55.4% of respondents said they would be interested in pursuing a doctorate in the future and 70.3% would consider coming to GBC if the college offered doctoral studies in business.
- Out of the 72 respondents who listed their employer, 53 companies were represented. The top employers for the MBA 2004 graduates include: MBNA America (9), JP Morgan Chase (7), Wilmington Trust (2), State of Delaware (2), Bank One (2), and Blue Ox Medical Solutions (2).
- 69.3% of respondents were aware of services offered through the Career Services Center. (up from 65.5% in 2003)
- 32% of respondents were International Students.

MBA GRADUATE SURVEY 2004

Salaries

SALARIES	FIN	HRM	MRKT	COMP	IT	Totals	Percentages
Below 25K	1					1	1.0%
25K-29K	1	2		1	2	6	5.9%
30K-34K		1	1	2		4	4.0%
35K-39K	3	2		3		8	7.9%
40K-44K	3	1		1		5	5.0%
45K-49K	1	1	3	1	2	8	7.9%
50K-59K	2	1		1	2	6	5.9%
60K-69K			1	2	1	4	4.0%
70K-79K	1	1		1		3	3.0%
Over 80K	2	1	1	2	3	9	8.9%
Left blank	4		3		1	8	7.9%
Unemployed	3		1	1		5	5.0%
Continuing Ed/other obligations	1	1	3		3	8	7.9%
Part time	3	2	3	1	4	13	12.9%
Waiting for OPT authorization (IN	5		6		2	13	12.9%
Totals	30	13	22	16	20	101	100.0%
Key:							
FIN= Finance							
HRM= Human Resources							
MRKT= Marketing							
COMP= Comprehensive							
IT= Information Technology							

MBA GRADUATE SURVEY 2004
Related Statistics

Is your position related to your degree?	FIN	HRM	MRKT	COMP	IT	Total	Percentage
Directly related/ somewhat related	19	9	9	12	13	62	61.4%
Not related	3	3	3	3	3	15	14.9%
Left answer blank	8	1	10	1	4	24	23.8%
TOTAL	30	13	22	16	20	101	100.0%
Does your company consider your position management level?							
Management level yes	8	7	4	7	6	32	31.7%
Management level no	12	5	6	9	5	37	36.6%
Left answer blank	10	1	12		9	32	31.7%
TOTAL	30	13	22	16	20	101	100.0%
Do you perceive opportunities for advancement in job?							
Yes, perceive opportunities for advancement	11	5	6	8	9	39	38.6%
No opportunities for advancement	10	4	4	8	3	29	28.7%
Left answer blank	9	4	12		8	33	32.7%
TOTAL	30	13	22	16	20	101	100.0%
If your job is NOT related to course of study, the reason is:							
Was not able to find work	3	1	3	1	1	9	8.9%
Chose to take employment outside	1		1	2	1	5	5.0%
Left answer blank	26	12	18	13	18	87	86.1%
TOTAL	30	13	22	16	20	101	100.0%
Are you satisfied with your present job?							
Very satisfied/ somewhat satisfied	15	8	11	13	12	59	58.4%
Not satisfied	4	5		3	3	15	14.9%
Left answer blank	11		11		5	27	26.7%
TOTAL	30	13	22	16	20	101	100.0%
Reasons for dissatisfaction							
Lack of advancement potential	5	4	3	3	4	19	18.8%
Salary	8	3	1	3	5	20	19.8%
Disagreement with management	1		1	1	1	4	4.0%
Location of employment				2	1	3	3.0%
Not challenging enough	1					1	1.0%
Wrong industry, just working through college to pay bills		1				1	1.0%
Position elimination		1				1	1.0%
Not relevant to my area of study	1					1	1.0%

MBA GRADUATE SURVEY 2004
Continuing Education

Continuing Education	FIN	HRM	MRKT	COMP	IT	TOTAL	Percentage
YES	9	2	5		6	22	21.8%
NO	21	11	17	16	14	79	78.2%
Left blank						0	0.0%
TOTAL	30	13	22	16	20	101	100.0%
If yes where?							
Wilmington College			1			1	1.0%
GBC	4	1			1	6	5.9%
Graphic Design Certification			1			1	1.0%
Defense Acquisitions University					1	1	1.0%
Widener School of Law	2					2	2.0%
Left blank	24	12	20	16	18	90	89.1%
TOTAL	30	13	22	16	20	101	100.0%
Interested in pursuing a Doctorate?							
YES	18	9	10	9	10	56	55.4%
NO	12	4	12	7	10	45	44.6%
TOTAL	30	13	22	16	20	101	100.0%
Consider GBC for DBA?							
YES	18	13	14	10	16	71	70.3%
NO	12		8	6	4	30	29.7%
TOTAL	30	13	22	16	20	101	100.0%
GBC should add to MBA							
MBA concentration Int bus	10	7	18	6	8	49	48.5%
MS in Accounting	15		5	3	3	26	25.7%
MS in CIS	7		2	2	7	18	17.8%
MS in Management	4	5	5	7	6	27	26.7%
Economics		1				1	1.0%
Forecasting	1					1	1.0%
Entrepreneurship					1	1	1.0%
Agri - Business					1	1	1.0%
Communications			1			1	1.0%
International Marketing			1			1	1.0%

MBA GRADUATE SURVEY 2004
Reasons for Not Currently Working

REASON	FIN	HRM	MRKT	COMP	IT	TOTAL	Percentage
Looking for work	3		1	1		5	5%
or							
Continuing Education	1	1	1		2	5	5%
Waiting for OPT authorization (Int'l student)	5		6		2	13	13%
Unable to relocate for position			1			1	1%
Personal responsibilities			1		1	2	2%

MBA GRADUATE SURVEY 2004

Career Services Usage

Aware of Career Services Office?	FIN	HRM	MRKT	COMP	IT	TOTAL	Percentage
Yes	19	10	14	13	14	70	69.3%
No	11	3	8	3	6	31	30.7%
Left blank						0	0.0%
TOTAL	30	13	22	16	20	101	100.0%
Which services utilized?							
Online resume, job search w college central	13	5	6	2	9	35	34.7%
Resume and cover letter critique	3		3		1	7	6.9%
Interview prep	3		3		1	7	6.9%
Participation with career fairs	5	1	6	2	3	17	16.8%
Career counseling / self assessment	2		3		1	6	5.9%
Full time and part time employment binders	3				1	4	4.0%

MBA GRADUATE SURVEY 2004
Career Services Usage for International Students

International Students							
Aware of Career Services Office?	FIN	HRM	MRKT	COMP	IT	TOTAL	Percentage
Yes	10	1	8	1	5	25	78.1%
No	1		3		3	7	21.9%
Left blank						0	0.0%
TOTAL	11	1	11	1	8	32	100.0%
Which services utilized?							
Online resume, job search w college central	8		4		4	16	50.0%
Resume and cover letter critique	2		2		1	5	15.6%
Interview prep	2		1		1	4	12.5%
Participation with career fairs	4		4		2	10	31.3%
Career counseling / self assessment	1		1		1	3	9.4%
Internship program						0	0.0%
Full time and part time employment binders	1					1	3.1%

MBA GRADUATE SURVEY 2004
International Student Placement

Are you employed?	FIN	HRM	MRKT	COMP	IT	TOTAL	Percentage
Full time	2	1	3		2	8	67%
Part time	2		1		1	4	33%
TOTAL	4	1	4	0	3	12	100%
Is your position related to your college course of study?							
Directly related, somewhat related	4	1	3		1	9	75%
Not related			1		2	3	25%
TOTAL	4	1	4	0	3	12	100%
Reasons for Unemployment							
Looking for work or	2		1	1		4	13%
Continuing Education					2	2	6%
Waiting for OPT authorization (Int'l student)	5		6		2	13	41%
Cannot work due to personal responsibilities and obligations					1	1	3%

Companies and Position Titles for 2004 MBA Graduates

Accenture Technology Solutions	Programmer/Technician
American Guaranty & Trust Company	Executive Assistant
AMETEK	Marketing Specialist
Animal Veterinary Center	Hospital Manager
Applied Extrusion Technology	System Administrator Helper
Aquila	Marketing Representative
Arch Chemicals	International Sales Manager
Avon	Training Supervisor
Avon Products Inc.	Transportation/Logistics Supervisor
Bank One	Network Engineer
Bank One Card Services	Assistant Vice President
Blueox Medical Solutions	Client Manager
BLUEOX MEDICAL SOLUTIONS	DIRECTOR
Bristol-Myers Squibb	Sr. Research Scientist
Christiana Care	Pharmacy Technician
Citicorp Credit Services	Client Service Professional
Constellation Energy Group	Director
Department of Defense-Defense Contracting Command Washington	Management Analyst
DHSS/IRM	Programmer
Diomedea Enterprises	Manager/Partner
Discover Financial Services Inc.	IT Manager
DUNGARVIN DEL	CSP
Dupont	Accounts Payable Supervisor
Fasttrak Coatings Company	Financial Manager
First Data Corp	Human Resource Specialist
Fleet /Bank of America	Accounting Coordinator
GCom2 Solutions	Assistant HR Manager
Goldey-Beacom College	
Goldey-Beacom College	ACC Lab Assistant
Hollywood Tans	Clerk/Sales
Home Grown Cafe	Assistant Manager
Incyte Corporation	Research Scientist
J P Morgan Chase	Associate
JP Morgan Chase	Vice President
JP Morgan Chase	Options Analyst
JP Morgan Chase	Collector
JPMorganChase	Project Analyst
Juan N. Kawas y Cia., Sucs., S.A.	Administrative Manager
Juniper Bank	Senior Financial Accountant
M. Davis & Sons, Inc.	Accounts Receivable Administrator
Marty Varone Insurance	Associate Agent
MBNA	Financial Analyst
MBNA	Development Analyst
MBNA	Account Manager
MBNA	blt rep
MBNA America	Account Manager
MBNA America	Database Developer
MBNA America	Project Manager

Companies and Position Titles for 2004 MBA Graduates

MBNA America Bank	Business Analyst
MBNA America, N.A.	Manager
Mobilex USA	System Billing Specialist
Nixon Uniform Service	Human Resources Manager
Noramco Inc.	Controlled Substance Coordinator
	Business Instructor/Program
	Manager
Penn Institute of Technology	Marketing Specialist
PFPC Inc.	Representative
PFS Investments Inc.	Integration engineering technician
Rohmand Haas CMP Technologies	Accountant
Shah & Associates	Database Administrator II
State of Delaware	Sr. Human Resources Technician
State Personnel of Delaware	IT Consultant
Tek Systems	Senior Accountant
The Conard-Pyle Company	Loss Prevention Manager
The Home Depot	Clerical
The Stamp Center	Office Manager
The TLM Group, LLC	MAINT. ADM
VERIZON	Associate, Director of PA / DE
	Region
Vollmer Associates LLP	Sales Leader Asst Vice president
Wachovia national bank	Vice President- T&D Coordinator
Wilmington Trust	HR Director for Corp. Client Services
Wilmington Trust	