How and What Our Graduates are Doing

Shippensburg University

Employment Profile for Business Administration Majors
John L. Grove College of Business Class of 2002
Collected Spring 2004

Who are their employers?
Although many of our graduates find positions with local and regional firms, those who desire to work for larger firms have been successful. Some of the larger employers cited by these graduates and their positions were:

Employer | Job Title
--- | ---
Ahold Financial Services | Retail Accountant
Beard Miller Co. LLP | Staff Accountant
Black & Decker | Territory Manager
Boston Celtics | Media Relations Coordinator
Canon Business Solutions – East | Account Representative
Capital Blue Cross | Account Manager
Commerce Bank | Commercial Credit Analyst
Commonwealth of PA Labor & Industry | Database Analyst
Community Banks | Assistant Office Manager
Department of Auditor General | Auditor II
Department of the Navy | Contract Specialist
Endo Pharmaceuticals | Intelligence Analyst
Enterprise Rent-A-Car | Management Trainee
Fastenal | General Manager
First Horizon Pharmaceutical | Sales Representative
General Dynamics | Accountant
Highmark Blue Shield | Application Support Analyst
Holiday Inn | Guest Service Representative
IBM | IT Specialist
JLG Industries, Inc. | Tactical Planner/Buyer
Kelly Services, Inc. | Staffing Coordinator
KPMG LLP | Associate Accountant
Mack Trucks, Inc. | Labor Relations Asst.
ManTech International Corporation | Human Resources Rep.
Mass Mutual | Financial Services
MBNA America | Account Mgr. Customer Relations
Nationwide Insurance | Senior Claims Adjuster
Nextel Communications | Account Executive
Nordstrom | Accessory Manager
Philadelphia Insurance Company | Senior Accountant
Philly Temps | Outside Sales Rep.
Progressive Insurance | Claims Representative
PSECU | Mgr. Asset/Liability & Investment
Rite Aid Corporation | Business Analyst
Roadway Express | Dock Supervisor
Ryan Homes | Sales & Marketing Rep.
Schreiber Food, Inc. | Info Systems Operations Coordinator
Shippensburg University | Asst. Dean of Admissions
Smith Elliott Kearns & Co., LLC | Staff Accountant
The Vanguard Group | Financial Associate
Turkey Hill Minit Markets | Advertising/Mkt Specialist
U.S. Census Bureau | Statistical Analyst
Waddell & Reed | Financial Advisor
Waypoint Bank | Operations Associate III
Wells Fargo Financial | Credit Manager
York International Corporation | Sales Representative

What are they doing?
The 139 respondents* were engaged in the following activities:

<table>
<thead>
<tr>
<th>Activity</th>
<th>No.</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full-time employment in major field</td>
<td>80</td>
<td>57.6</td>
</tr>
<tr>
<td>Full-time employment in related business field</td>
<td>43</td>
<td>30.9</td>
</tr>
<tr>
<td>Full-time employment in unrelated field</td>
<td>7</td>
<td>5.0</td>
</tr>
<tr>
<td>**Pursuing an advanced degree full time</td>
<td>3</td>
<td>2.2</td>
</tr>
<tr>
<td>Part-time employment</td>
<td>3</td>
<td>2.2</td>
</tr>
<tr>
<td>Military service</td>
<td>2</td>
<td>1.4</td>
</tr>
<tr>
<td>Not seeking employment</td>
<td>1</td>
<td>0.7</td>
</tr>
<tr>
<td>**Total</td>
<td>139</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

* Responses were received from 139 of the 279 BSBA 2002 graduates for a response rate of 50 percent.
** In addition, there are 13 respondents attending graduate school part-time while employed full time.

What are their incomes?
Beginning salary ranges for graduates employed in their major or related business field:

- Over $50,000: 11%
- $45-$49,999: 7%
- $40-$44,999: 11%
- $35-$39,999: 27%
- $30-$34,999: 24%
- $25-$29,999: 8%
- $20-$24,999: 5%
- Less than $20,000: 5%
- No response: 2%

Beginning salary ranges were collected from the 139 respondents.
How quickly did they find work?
Approximately 82 percent of the graduates working full-time in their major or in a related business field were employed within six months of graduation.

<table>
<thead>
<tr>
<th>Time of Job Securement</th>
<th>Before Grad</th>
<th>1-3 months</th>
<th>4-6 months</th>
<th>6+ mo. after</th>
<th>Did Not Respond</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.0%</td>
<td>39.8%</td>
<td>29.3%</td>
<td>13.0%</td>
<td>14.6%</td>
<td>3.3%</td>
</tr>
</tbody>
</table>

How important were the following factors in securing employment?

<table>
<thead>
<tr>
<th>Factor</th>
<th>Very Important</th>
<th>Very or Somewhat Important</th>
</tr>
</thead>
<tbody>
<tr>
<td>Work experience of any type</td>
<td>59.7%</td>
<td>86.3%</td>
</tr>
<tr>
<td>Internship*/work experience in major</td>
<td>49.6%</td>
<td>83.5%</td>
</tr>
<tr>
<td>Coursework in major</td>
<td>37.4%</td>
<td>81.3%</td>
</tr>
<tr>
<td>Leadership activities</td>
<td>27.3%</td>
<td>65.5%</td>
</tr>
<tr>
<td>Business administration core courses</td>
<td>19.4%</td>
<td>73.4%</td>
</tr>
<tr>
<td>Grade point average</td>
<td>15.8%</td>
<td>60.4%</td>
</tr>
<tr>
<td>University extra-curricular activities</td>
<td>12.2%</td>
<td>48.9%</td>
</tr>
</tbody>
</table>

*Sixty percent of respondents completed an internship while attending S.U.

What 2002 graduates say about Ship!

“Ship provides a quality education. You can compete with other grads from universities such as Yale!”

“I found that the ‘SU-Grove College of Business’ prepared me extremely well with the basic foundations offered in the core business courses for graduate school and for employment. Many of my associates obtained their degrees from Ivy League schools.”

“Excellent professors and the opportunity for personal relationships with those professors. Faculty very receptive to student suggestions.”

“AACSB accreditation is helpful when preparing for graduate school.”

“Great internship program. Solid reputation among prospective employers within the area, good study abroad program, students well prepared for real world experiences.”

“Work ethic and motivation paired with taking advantage of Ship’s facilities and programs will help land a desirable position, but stress hard work. That is how I was chosen over a male Cornell graduate.”

What graduate schools do they attend?

What graduate schools do they attend? Some of the universities where 2002 graduates are pursuing an advanced degree include:

- DeSales University
- Florida Atlantic University
- George Mason University
- George Washington University
- Penn State University
- Rider University
- Seton Hall University School of Law
- Temple University
- University of Delaware
- Villanova University
- Virginia Tech
- Widener University School of Law

For more information

This survey was conducted in the spring of 2002 by the staff in the office of the dean of the John L. Grove College of Business. Further information about the business majors within the college or this survey may be obtained by contacting:

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