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 employers cited by these graduates and their positions were:

<table>
<thead>
<tr>
<th>Employer</th>
<th>Job Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boeing</td>
<td>Buyer</td>
</tr>
<tr>
<td>Capital Blue Cross</td>
<td>System Security Analyst</td>
</tr>
<tr>
<td>Central Penn College</td>
<td>Senior Admissions Counselor</td>
</tr>
<tr>
<td>Comcast</td>
<td>Recruiting &amp; HR Coordinator</td>
</tr>
<tr>
<td>Community Bank &amp; Trust</td>
<td>Staff Auditor</td>
</tr>
<tr>
<td>Daily Express, Inc.</td>
<td>Coordinator (Transportation)</td>
</tr>
<tr>
<td>Deloitte Consulting</td>
<td>Business Technology Analyst</td>
</tr>
<tr>
<td>EMSystems</td>
<td>Software Engineer</td>
</tr>
<tr>
<td>Enterprise</td>
<td>Management Trainee</td>
</tr>
<tr>
<td>Exelon</td>
<td>IT Analyst</td>
</tr>
<tr>
<td>Freddie Mac</td>
<td>Business Operations Associate</td>
</tr>
<tr>
<td>Frito Lay</td>
<td>District Sales Leader</td>
</tr>
<tr>
<td>Graham Packaging Co.</td>
<td>Sales &amp; Marketing Coordinator</td>
</tr>
<tr>
<td>Highmark</td>
<td>Project Portfolio Analyst</td>
</tr>
<tr>
<td>Honda of America Mfg</td>
<td>Business Administrative Staff</td>
</tr>
<tr>
<td>J.B. Hunt Transport</td>
<td>Operations Supervisor</td>
</tr>
<tr>
<td>Johnson Controls</td>
<td>Production Planner</td>
</tr>
<tr>
<td>KPMG, LLP</td>
<td>Audit Associate</td>
</tr>
<tr>
<td>Kraft Foods</td>
<td>Senior Sales Representative</td>
</tr>
<tr>
<td>Lockheed Martin</td>
<td>System Integration Analyst</td>
</tr>
<tr>
<td>Members 1st FCU</td>
<td>Programmer Analyst</td>
</tr>
<tr>
<td>Naval Acquisition Center</td>
<td>Financial Mgt Analyst</td>
</tr>
<tr>
<td>Northwestern Mutual</td>
<td>Technology Coach</td>
</tr>
<tr>
<td>Pinnacle Health Systems</td>
<td>Certified Pharmacy Tech</td>
</tr>
<tr>
<td>PPL</td>
<td>Financial Analyst</td>
</tr>
<tr>
<td>Pricewaterhouse Coopers</td>
<td>Associate</td>
</tr>
<tr>
<td>Prudential</td>
<td>Financial Services Associate</td>
</tr>
<tr>
<td>Rager, Lehman &amp; Houck, P.C.</td>
<td>Semi-Senior Accountant</td>
</tr>
<tr>
<td>Rodale Inc.</td>
<td>HR Assistant</td>
</tr>
<tr>
<td>Snyder's of Hanover</td>
<td>Accountant</td>
</tr>
<tr>
<td>T. Rowe Price</td>
<td>Account Representative</td>
</tr>
<tr>
<td>Target Corporation</td>
<td>Exec Team Lead/Logistics</td>
</tr>
<tr>
<td>The Hershey Corp</td>
<td>Demand Planner</td>
</tr>
<tr>
<td>Toys &quot;R&quot; Us, Inc.</td>
<td>Assistant HR Manager</td>
</tr>
<tr>
<td>Truck Discount Mart Inc.</td>
<td>Marketing Manager</td>
</tr>
<tr>
<td>Tyco Electronics</td>
<td>Financial Analyst</td>
</tr>
<tr>
<td>Under Armour Inc.</td>
<td>Assistant Store Manager</td>
</tr>
<tr>
<td>U.S. Federal Government</td>
<td>Contract Specialist</td>
</tr>
<tr>
<td>US NAVY NAVICP</td>
<td>Program Manager</td>
</tr>
<tr>
<td>Vanguard</td>
<td>Auditor</td>
</tr>
<tr>
<td>Wachovia Bank</td>
<td>Personal Banker</td>
</tr>
<tr>
<td>Wells Fargo Bank</td>
<td>Service Manager</td>
</tr>
<tr>
<td>Wilson School District</td>
<td>Business Data Tech Specialist</td>
</tr>
</tbody>
</table>

What are they doing?

There were 156 respondents* 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>85</td>
<td>54.5%</td>
</tr>
<tr>
<td>Full time employment in a related business field</td>
<td>42</td>
<td>26.9%</td>
</tr>
<tr>
<td>Full time employment in a field unrelated to business</td>
<td>10</td>
<td>6.4%</td>
</tr>
<tr>
<td>Self-employed related to major or other business field</td>
<td>1</td>
<td>0.6%</td>
</tr>
<tr>
<td>Employed temporarily until desired position is available</td>
<td>3</td>
<td>1.9%</td>
</tr>
<tr>
<td>Employed part time</td>
<td>5</td>
<td>3.2%</td>
</tr>
<tr>
<td>Seeking employment</td>
<td>7</td>
<td>4.5%</td>
</tr>
<tr>
<td>Pursuing an advanced degree full time **</td>
<td>2</td>
<td>1.3%</td>
</tr>
<tr>
<td>Military service</td>
<td>1</td>
<td>0.6%</td>
</tr>
<tr>
<td>**Total</td>
<td>156</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

*Response rate is 48%
**There are additional 6 respondents attending graduate school while being employed.

How satisfied are they with first full-time position?

![Satisfaction Chart]

What are their incomes?

Beginning salary ranges for graduates employed in their major or related business field:

![Salary Distribution Chart]
How quickly did they find a full time job?

<table>
<thead>
<tr>
<th>Timeframe</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before graduation</td>
<td>43.1%</td>
</tr>
<tr>
<td>1-3 months</td>
<td>35.0%</td>
</tr>
<tr>
<td>4-6 months</td>
<td>5.1%</td>
</tr>
<tr>
<td>6+ months after</td>
<td>16.1%</td>
</tr>
<tr>
<td>did not respond</td>
<td>0.7%</td>
</tr>
</tbody>
</table>

*Approximately 84 percent of the graduates working full-time in their major or in a related business field were employed within six months of graduation.

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>58.3%</td>
<td>89.7%</td>
</tr>
<tr>
<td>Internship*</td>
<td>63.5%</td>
<td>82.1%</td>
</tr>
<tr>
<td>Course work in major</td>
<td>38.5%</td>
<td>82.1%</td>
</tr>
<tr>
<td>Business core courses</td>
<td>19.9%</td>
<td>76.9%</td>
</tr>
<tr>
<td>Leadership activities</td>
<td>35.9%</td>
<td>75.0%</td>
</tr>
<tr>
<td>Grade point average</td>
<td>20.5%</td>
<td>63.5%</td>
</tr>
<tr>
<td>University extra-curricular activities</td>
<td>21.8%</td>
<td>55.1%</td>
</tr>
</tbody>
</table>

*Forty-nine percent of respondents completed an internship while attending S.U.

What 2009 graduates say about Ship!

“JLG College of Business did an excellent job of preparing me for a career in business!”

“The College of Business is great at helping students secure internships and full time jobs. The faculty and staff are always willing to help and want to see us succeed.”

“Ship will give you an amazing educational experience and leave you with a huge amount of pride!!”

“Fantastic business program; variety of classes are great and it’s beneficial that you are able to have close relationships with eager-to-help professors! I LOVE SHIP!”

What graduate schools do they attend?

Some of the universities where 2009 graduates are pursuing an advanced degree include:

- West Virginia University
- Shippensburg University
- Duquesne University
- Loyola University
- Philadelphia College of Osteopathic Medicine

For more information

This survey was conducted in the spring of 2011 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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Dean’s Office
1871 Old Main Drive
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Shippensburg, PA 17257
Phone: (717) 477-1620
FAX: (717) 477-4003
http://www.ship.edu/business