



MBA Career Services & Employer Alliance

Setting the Standard. Connecting the Industry.

2015 MBA CSEA Career Services Benchmarking Survey Executive Summary

ABOUT THE SURVEY

The *2015 MBA CSEA Career Services Benchmarking Survey*, published by the MBA Career Services & Employer Alliance, presents key information about the services, programming and operations of career services offices across the globe that primarily support graduate business populations. The report is based on confidential surveys completed in August and September, 2015 by 98 [MBA Career Services & Employer Alliance](#) (MBA CSEA) member schools.

The *2015 MBA CSEA Career Services Benchmarking Survey* was compiled, tabulated and analyzed by Industry Insights (www.industryinsights.com), an independent professional research and consulting firm that specializes in conducting operating surveys, compensation studies, market assessment surveys, customer satisfaction research, educational programs and other forms of customized research for associations.

The Survey has been designed to provide information that will assist participants with organizational, strategic, and planning decisions, including key benchmarks regarding team/staff structure, pay structure/salaries, operating budget, program offerings, external vendors utilized and other organizational metrics.

A valuable feature of the Survey is that all participants automatically receive access to an interactive “Searchable Results” program. This online, interactive reporting tool allows more specific information than this Executive Summary could reasonably provide. Using the program, users are able to create their own data cuts to create benchmarks based on aggregate data that most closely match their organization’s structure. Minimum data points were used in all data sets in order to ensure school confidentiality. Additionally, the report output includes the individual respondent’s own data alongside the reported norms for organizations meeting the search criteria. Thus, the participant is provided with invaluable information without needing to spend time and effort performing any manual calculations. For convenience, all results can be exported to Excel® or printed to PDF.

MBA CSEA looks forward to continuing to provide our members with relevant, useful and insightful data to support their organizations. If you are interested in benchmarking your school to similar schools, we encourage you to participate in future MBA Career Services Benchmarking Surveys.



EXECUTIVE SUMMARY

- 40% of MBA CSEA member schools (98 schools) responded to the survey, with 68% of respondents from the United States, 19% from Europe, 6% from Non-US North America, and the remaining from other regions.
- A fairly equal split of respondents existed for the various business school rankings. There were about 28%-30% of respondents in each of the categories (1 to 20, 21-50, 51-100). Only 13% of the respondents fell in the “not ranked” category.
- Fifty-five percent (55%) of the respondents were from public institutions vs. 45% from private institutions.
- Most Career services offices provide services for multiple graduate business programs and for alumni.
- For the typical respondent, there were approximately 46 full time MBA students per FTE supporting full time students, versus 168 part time MBA students supported per FTE for part time resources, and 118 Specialized Masters program students per FTE supporting the Specialized Masters program.
- There are significant differences in median salary for graduate business students based on region, size of program and program ranking.
- Over 40% reported utilizing volunteers to supplement the services provided by their staff.
- The majority of respondents (93%) deliver their programming in person, with 70% using in-house staff and 23% using outside speakers or vendors. Only about 7% are delivering programming online or through webinars.
- Over half of the respondents require their full-time MBA students to complete a career-related class. Of those who have a required career-related class, 48% are credit-bearing classes, 71% of the classes are pass/fail, and 29% receive a grade. Only 27% of respondents reported having a required career related class for Specialized Masters Program Students.
- MBA Career Services operating budgets for the 2014/2015 fiscal year increased by 5.0%. Staff development accounted for 7% of the non-payroll operating budget.
- Respondents with a Specialized Masters Career Services operating budget reported an increase of 3.9% for the 2014/2015 fiscal year.
- Over 81% of the career services’ total operating budgets come from internal institutional funding, and fees account for about 11%. Other funding sources accounting for the remaining 7% are: partnerships/sponsorships, grants, gifts, etc. Only about 16% of the respondents have a corporate sponsorship program.
- Nearly 60% of respondents only post jobs sent directly to their career center from employers, while the remaining 41% of the respondents also post jobs from other electronic sources, such as MBA Focus, Symplicity OneStop, etc.
- Nearly three-fourths of the respondents survey their incoming students on career goals, and 74% also survey their students on offers/acceptance information.