

*Master of Management in Hospitality*

# Post Graduate Report

for the Class of 2005



Cornell University  
School of Hotel Administration

# Post Graduate Report, Class of 2005

## *Master of Management in Hospitality*

### Class of 2005 Profile

### Employment Status

			<i>Number of Students</i>	<i>Percent of Class</i>
Number of Students	43	Reporting Job Offers and Acceptances*	36	83%
Average Age	28	Seeking Employment	2	5%
Women	42%	Continuing Education	2	5%
Minority*	16%	Not responding to survey	3	7%
International	51%			

\* Includes African Americans and Asian Americans

\*Includes graduates entering family businesses.

Percentages include responses from students and employers.

### Number One Reason for Job Choice

### Sources of Accepted Offers

Type of Work Activity	44%	<b>Cornell Sources</b>	<b>58%</b>
Advancement Potential	15%	CSO On-campus Interviews	26%
Company Culture	11%	Alumni Contact	16%
Geographical Location	11%	Permanent Job Listings	10%
Highest Salary/Benefits	4%	Faculty Contact	6%
Type of Organization	4%	<b>Other Sources</b>	<b>42%</b>
Other	11%	Personal Contact	29%
		Other	13%

### Accepted Starting Base Salaries by Geographic Location

<i>Location</i>	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Number of Students</i>	<i>Percent of Respondents</i>	<i>Percent of Class</i>
United States						
Southeast	\$60,833	\$62,500	\$50,000 - \$70,000	7	19%	16%
Northeast*	\$43,360	\$45,000	\$16,800 - \$60,000	7	19%	16%
Mountain/Southwest	\$53,750	\$52,500	\$45,000 - \$65,000	5	14%	12%
Mid-Atlantic/Mid-West	\$66,333	\$71,000	\$55,000 - \$73,000	5	14%	12%
West	\$59,333	\$60,000	\$43,000 - \$75,000	5	14%	12%
International	\$40,600	\$40,000	\$18,000 - \$59,000	7	19%	16%

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

\*Includes New York City Metro area.

7/06

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### USA Base Salaries

<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Mean Relocation/Bonus</i>
\$55,895	\$55,000	\$16,800 - \$75,000	\$5,950

- In both 2004 & 2005, sixty percent of respondents' salaries were within the range of \$50,000 - \$70,000.
- Additional compensation may include commission or year-end bonus.
- Thirty four percent of respondents reported a relocation and/or signing bonus.

### Base Salaries by Industry Segment

	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Number of Students</i>	<i>Percent of respondents</i>	<i>Percent of class</i>
<b>Hospitality Consulting</b>	\$59,133	\$67,500	\$16,800 - \$73,000	6	17%	14%
Feasibility/Valuation, Financial Advisory Services and Revenue Management						
<b>Entrepreneurial/Family Business</b>		N/A <sup>1</sup>		6	17%	14%
Hotel/Resort & Restaurant						
<b>Casino Gaming Hotel*</b>	\$53,333	\$50,000	\$45,000 - \$65,000	4	11%	9%
Finance, Food & Beverage and Revenue Management						
<b>E-Commerce</b>	\$67,000	\$71,000	\$55,000 - \$75,000	3	8%	7%
Marketing & Revenue Management						
<b>Hotel/Resort<sup>2</sup></b>	\$45,000	\$45,000	\$40,000 - \$50,000	3	8%	7%
Development and Event Management						
<b>Real Estate</b>	\$58,333	\$60,000	\$55,000 - \$60,000	3	8%	7%
Asset Management, Brokerage and Finance						
<b>Other<sup>3</sup></b>	\$48,250	\$47,500	\$43,000 - \$55,000	4	11%	9%
Business Dining, Food & Beverage Operations, Revenue Management and Travel/Tourism						

### International Employment

<b>Base Salaries</b>	\$40,600	\$40,000	\$18,000 - \$59,000	7	19%	16%
Hotel/Resort (3), Consulting (2) and Banking & Financial Services (1)						

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 43 graduates and 36 respondents. Responses are from students, employers and faculty.

<sup>1</sup>Insufficient salary information

<sup>2</sup>Includes Corporate and Property Level.

<sup>3</sup>Includes: Cruise Lines, Managed Services, Restaurants and Travel/Tourism

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## *Master of Management in Hospitality*

### 2005 MMH Graduates follow many paths to success...

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**American Tours International, LLC**  
Revenue Analyst/Yield Analyst Manager

**Aurora Inn**  
Event Coordinator

**Cendant Corporation**  
Revenue Management Analyst

**Citigroup**

**Dylan Prime Restaurant**  
Restaurant Manager

**Ernst & Young L.L.P.**  
Staff Analyst

**Expedia**  
Market Manager

**Four Seasons Resort Costa Rica**  
Assistant Manager Room Service

**Gunflint Lodge\***  
Manager  
Owner

**Hamlet Inc.**  
Manager of Marketing Development

**Harrah's Entertainment, Inc.**  
Manager, Revenue Management Consulting

**HVS International\***  
Associate  
Consultant/Valuation Analyst

**JHM Hotels**  
Manager Projects

**The LCP Group L.P.**  
Financial Analyst

**M.A.F. Hospitality, LLC**  
Hospitality Investment Analyst

**Mandalay Bay Resort & Casino**  
Financial Analyst

**Mandarin Oriental Hotel Group**  
Group Spa Coordinator

**Molinaro Koger**  
Senior Analyst

**The New York Palace Hotel**

**Oxford Lodging Advisory & Investment Group, LLC**  
Analyst

**PricewaterhouseCoopers LLP**  
Associate

**Restaurant Associates**  
Assistant Director of Operations

**Revenue Management Solutions, Inc.\***  
Consultant  
Senior Analyst

**Royal Caribbean Cruise Lines**  
Revenue Management Analyst

**Sheraton Maria Isabel Hotel & Towers**  
Director of Revenue Management

**That Burrito Place**  
Owner/Operator

**The Venetian Resort Hotel Casino\***  
Revenue Analyst

*\*More than one person accepted a position with this company.*

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### Recent Employers

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American Tours International, LLC  
ARAMARK  
Asia Plaza Corporation  
Aspen Spa Management  
Aurora Inn  
BD Marketing, Inc. – San Diego  
The Borgata Hotel Casino & Spa  
Calyon Securities  
Carnus Systems  
Cendant Corporation  
Citigroup  
Crystal Cruises, Inc.  
Daymon Worldwide  
Delta Chelsea Hotel – Toronto  
Doubletree Hotel & Executive Meeting Center – Berkeley, CA  
Dylan Prime Restaurant  
Ernst & Young L.L.P.  
Expedia – U.S.A. & Germany  
Four Seasons Resort Costa Rica  
Gunflint Lodge\*  
Hamlet Inc.  
Hanwha Land Development Company – South Korea  
Hanwha Resort – South Korea  
Harrah's Entertainment, Inc.  
Hilton Hotels Corporation  
Hospitality Consultants International  
Houston's Restaurants  
HVS International\*  
Intercontinental Hotel Hong Kong  
Intercontinental Hotels Group Japan  
Island Resort Collections – Edgartown, MA  
Jack's Oyster House  
JHM Hotels\*  
Jones Lang LaSalle  
KSL Resorts/Claremont Resort & Spa  
Ladera Resort, St. Lucia  
The LCP Group L.P.  
Madison Hotel – Washington D.C.  
M.A.F. Hospitality, LLC  
Mandalay Bay Resort & Casino  
Mandarin Oriental Hotel Group  
The Mansion on Turtle Creek – A Rosewood Hotel – Dallas  
Marriott International  
MGM Mirage, Far East Marketing  
Micros Systems Inc.  
Millennium Hotels and Resorts  
Molinaro Koger  
The New York Palace Hotel  
Neyers Vineryards  
Oxford Lodging Advisory & Investment Group, LLC  
The Peninsula Beverly Hills  
Plasencia Group Inc.  
PM Hospitality Strategies  
PricewaterhouseCoopers LLP  
RARE Hospitality International  
Restaurant Associates  
Revenue Management Solutions, Inc.\*  
The Ritz-Carlton Hotel Arts – Barcelona  
River Group Corporation  
Royal Caribbean Cruise Lines  
Sheraton Maria Isabel Hotel & Towers  
SHR Perceptual Management  
Smith & Wollensky Restaurant Group  
Spinnenweber Builders, Inc.  
STARR Restaurant Organization  
Starwood Hotels & Resorts Worldwide – USA, Mexico & Belgium  
Starwood Hotels & Resorts, Corporate Office\*  
The Statler Hotel  
Stroock & Stroock & Lavan LLP  
That Burrito Place  
TriMont Real Estate Advisors  
Universidad Iberoamericana – Mexico  
The Venetian Resort Hotel Casino\*  
The Waldorf=Astoria  
Wells Fargo  
Westin Resort and Spa, Puerto Vallarta  
Yuan, Ltd – Japan

*\*More than one person accepted a position with this company.*

*Includes both full-time and summer employers.*