

Master of Management in Hospitality

Post Graduate Report

for the Class of 2004



Cornell University
School of Hotel Administration

Post Graduate Report, Class of 2004

Master of Management in Hospitality

Class of 2004 Profile

Employment Status

			<i>Number of Students</i>	<i>Percent of Class</i>
Number of Students	57	Reporting Job Offers and Acceptances*	42	73%
Average Age	28	Entrepreneurial	5	9%
Women	49%	Continuing Education	1	2%
Minority*	14%	Seeking Employment	9	16%
International	57%			

* 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	46%	Cornell Sources	46%
Advancement Potential	23%	CSO On-campus Interviews	20%
Company Culture	11%	Permanent Job Listings	13%
Highest Salary/Benefits	9%	Faculty Contact	9%
Geographical Location	9%	Alumni Contact	4%
Type of Organization	2%	Other Sources	54%
		Personal Contact*	39%
		Summer Job Contact	6%
		Other	9%

*Includes entrepreneurial and family business.

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						
Northeast	\$57,714	\$60,000	\$20,000 - \$80,000	10	22%	18%
West	\$53,143	\$51,000	\$36,000 - \$80,000	8	17%	14%
Mid-Atlantic/Mid-West	\$63,600	\$60,000	\$48,000 - \$85,000	7	15%	12%
Southeast	\$49,800	\$52,000	\$37,000 - \$65,000	6	13%	10%
Mountain/Southwest	\$60,000	\$60,000	\$50,000 - \$70,000	4	9%	7%
New York Metro	\$86,667	\$80,000	\$55,000 - \$125,000	4	9%	7%
International	\$31,750	\$32,500	\$18,000 - \$44,000	7	15%	12%

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

12/04

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USA Base Salaries

<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Mean Relocation/Bonus</i>
\$59,433	\$55,000	\$20,000 - \$125,000	\$4,833

Note: Sixty percent of respondents' salaries are within the range of \$50,000 - \$70,000

Forty percent of respondents received a relocation and/or signing bonus.

Base Salaries by Industry Segment and Job Function

	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Number of Students</i>	<i>Percent of Respondents¹</i>	<i>Percent of Class</i>
USA Employment						
Hotel/Resort Property	\$55,857	\$55,000	\$36,000 - \$80,000	8	17%	14%
<i>Food & Beverage, General Management/Rooms, Revenue Management, Sales/Marketing</i>						
Consulting	\$55,000	\$65,000	\$20,000 - \$70,000	5	11%	9%
<i>Brand Development, Feasibility/Valuation, Financial Advisory Services, Revenue Management</i>						
Restaurant Operations	\$58,333	\$60,000	\$50,000 - \$65,000	4	9%	7%
E-Commerce/Travel Distribution	\$54,667	\$54,000	\$50,000 - \$60,000	3	6%	5%
<i>Sales/Revenue Management</i>						
Hotel/Resort Corporate/Regional	\$55,500	\$55,500	\$51,000 - \$60,000	3	6%	5%
<i>Development/Feasibility, E-commerce, Revenue Management</i>						
Real Estate Finance	\$49,000	\$52,000	\$40,000 - \$55,000	3	6%	5%
Other	\$74,286	\$75,000	\$40,000 - \$125,000	8	17%	14%
<i>Banking & Financial Services, Consumer Products, Contract Food Service - Corporate & Regional, Information Services, Law, Winery</i>						
Entrepreneurial		N/A*		3	6%	5%
<i>Real Estate Development, Restaurants, Software Development & Implementation</i>						
Family Business		N/A*		2	4%	4%
<i>Real Estate Investment & Development, Restaurant</i>						
Graduate School				1	2%	2%

International Employment

Base Salaries	\$31,750	\$32,500	\$18,000 - \$44,000	7	15%	12%
<i>Contract Food Service – Corporate, Education, Entrepreneurial, Family Business, Hotel/Resort, Real Estate Development</i>						

¹ Percentages reflect the number of students who have accepted a position, whether or not a salary was reported

* Insufficient salary information

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2004 MMH Graduates follow many paths to success...

ARAMARK

Regional Director of Marketing

Asia Plaza Corporation

Director

Aurora Inn

Food and Beverage Manager

The Borgata Hotel Casino & Spa

Director of Revenue Management

Calyon Securities

Financial Analyst

Carnus Systems

Founder

Cendant Travel Distribution Services

Senior Revenue Analyst

Daymon Worldwide

Associate Manager

Expedia*

Market Manager

Hanwha Land Development Company – South Korea

Resort and Condominium Developer

Hanwha Resort – South Korea

Middle Manager

Hilton Hotels Corporation

Director of Revenue Management

Houston's Restaurants

Restaurant Manager

HVS International

Consulting & Valuation Analyst

Hospitality Consultant

Jack's Oyster House

Director of Operations

KSL Resorts/Claremont Resort & Spa

Sales Manager

Marriott International

Assistant Front Desk Manager

Inventory Manager

Micros Systems Inc.

Product Manager - Hospitality Revenue Management

Millennium Resort Scottsdale McCormick Ranch

Director of Revenue Management

Neyers Vineryards

Office Manager

The Peninsula Beverly Hills

Food & Beverage Manager

Plasencia Group Inc.

Director of Financial Analysis

PM Hospitality Strategies

Assistant Director of Operations

PricewaterhouseCoopers

Associate

RARE Hospitality International

Restaurant Manager

Restaurant Associates

Director

Revenue Management Solutions

Consultant

River Group Corporation

Partner

SHR Perceptual Management

Account Supervisor

Spinnenweber Builders, Inc.

Director of Hospitality

Starr Restaurant Organization

Manager

Starwood Hotels & Resorts Worldwide

Manager, E-commerce and CRM West Mexico

Senior Distribution Analyst

Stroock & Stroock & Lavan

Associate

TriMont Real Estate Advisors

Associate

Financial Analyst

Universidad Iberoamericana – Mexico

Lecturer

The Waldorf=Astoria

Rooms Division Manager

Wells Fargo

Marketing Analyst

Yuan, Ltd – Japan

Director

*More than one person accepted the same position with this company.

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Recent Employers

ACCOR – North America	Lenox Suites Hotel
AIG Global Real Estate Investment	The Mansion on Turtle Creek – a Rosewood Hotel
American Food & Vending	Marriott International
ARAMARK	Marriott Vacation Club International
Asia Plaza Corporation	MGM Mirage
Aspen Spa Management	Micros Systems Inc.
Au Bon Pain	Millennium Hotels and Resorts
Aurora Inn	Neyers Vineyards
Ballards Resort	Nihonkaku Co. - Japan
The Borgata Hotel Casino & Spa	Noble Investment Group
Boykin Lodging	Oxford Lodging
BRAVO! Development	The Peninsula Beverly Hills
Calyon Securities	Plasencia Group Inc.
Caprus Risk Advisors	PM Hospitality Strategies
Carnus Systems	PricewaterhouseCoopers
CB Richard Ellis	Raffles Hotel – Singapore
Cendant Travel Distribution Services	RARE Hospitality International
The Crab Shanty Restaurant	Restaurant Associates
Crystal Cruises	Revenue Management Solutions
Dasan-J	The Ritz-Carlton – USA & Spain
Daymon Worldwide	River Group Corporation
Expedia – U.S.A. & Germany	SHR Perceptual Management
Fairmont Hotels & Resorts	Smith Analytics
Four Seasons Hotels & Resorts	Smith & Wollensky
Grill Concepts	Sol Melia Hotels & Resorts
Hanwha Land Development Company – South Korea	Spinnenweber Builders, Inc.
Hanwha Resort – South Korea	Starbucks
Harrah’s Entertainment	Starr Restaurant Organization
Hilton Hotels Corporation	Starwood Hotels & Resorts Worldwide – USA, Mexico & Belgium
Host Marriott	The Statler Hotel
Houston’s Restaurants	Stroock & Stroock & Lavan
HVS International	Tourism Development Specialists
Hyatt Hotels & Resorts	TriMont Real Estate Advisors
Hyatt International – United Arab Emirates & Singapore	Universidad Iberoamericana – Mexico
InterContinental Hotels & Resorts – Japan & Hong Kong	The Venetian Resort Hotel Casino – USA & Macau
Interstate Hotels & Resorts	The Waldorf=Astoria
Island Resort Collection	Wells Fargo
Jack’s Oyster House	Wynn Resorts
James Hotels	Yuan, Ltd – Japan
JHM Hotels	
Johnny Apple Stix	
KPMG	
KSL Resorts/Clairemont Resort & Spa	

Includes both permanent and summer employers.