

Master of Management in Hospitality

Post Graduate Report

for the Class of 2006



Cornell University
School of Hotel Administration

Post Graduate Report, Class of 2006

Master of Management in Hospitality

U.S. Base Salaries

<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Mean Relocation/Bonus</i>
\$63,932	\$62,400	\$24,000 - \$110,000	\$2,936

- 60% of respondents' salaries are within the range of \$50,000 – \$80,000.
- Additional compensation may include commission or year-end bonus.
- 34% of respondents reported a relocation and/or signing bonus.

Base Salaries by Industry Segment

<u>U.S. Employment</u>	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Number of Students</i>	<i>Percent of respondents</i>	<i>Percent of class</i>
Real Estate	\$73,000	\$75,000	\$55,000 - \$110,000	12	19%	15%
<i>Finance (4), Development (3), Asset Management (2), Family Business (2), Entrepreneurial Venture (1)</i>						
Hotel/Resort - Property	\$40,658	\$39,800	\$24,000 - \$60,000	11	18%	14%
<i>Food & Beverage (4), Rooms (3), Golf Club Operations (1), Quality Management (1), Sales/Marketing (1), Spa (1)</i>						
Casino/Gaming	\$76,425	\$77,500	\$62,000 - \$90,000	8	13%	10%
<i>Management Development Programs</i>						
Consulting	\$65,880	\$65,000	\$50,000 - \$80,000	6	10%	7%
<i>Real Estate (2), Revenue Management (2), Entrepreneurial Venture (1), Restaurant (1)</i>						
Hotel/Resort - Corporate	\$73,800	\$72,000	\$60,000 - \$92,000	5	8%	6%
<i>Development (2), Brand Management (1), Family Business (1), Finance (1)</i>						
Restaurant	\$70,000	\$70,000	\$45,000 - \$95,000	5	8%	6%
<i>Entrepreneurial Venture (3), Family Business (1), Human Resources (1)</i>						
Other	\$61,051	\$65,000	\$35,360 - \$80,000	8	13%	10%
<i>Retail Foods/Grocery (2), Spa (2), Consumer Products (1), E-Commerce (1), Entrepreneurial E-Commerce (1), Military (1)</i>						

International Employment

Base Salaries	\$57,833	\$61,000	\$30,000 - \$90,000	7	11%	9%
<i>Consulting (2), Restaurant – Family Business (2), Hotel/Resort – Corporate (1), Hotel/Resort – Property (1), Spa (1)</i>						

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 81 graduates and 62 reported acceptances.

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Class of 2006 Profile

Number of Students	81
Average Age	28
Women	50%
Minority*	15%
International	43%

* Includes African Americans, Asian Americans, and Hispanic.

Employment Status

	<i>Number of Students</i>	<i>Percent of Class</i>
Reporting Job Offers and Acceptances*	62	77%
Seeking Employment	5	6%
Continuing Education	2	2.5%
Not Seeking Employment	2	2.5%
Internship	1	1%
Not responding to survey	9	11%

*Includes graduates entering family businesses or entrepreneurial ventures.

Sources of Accepted Offers

Cornell Sources	43%	Other Sources	57%
On-campus Recruiting/Career Fair	23%	Personal Contact/Entrepreneurial Ventures	28%
Previous Employment (found through Career Management)	13%	Previous Employment (not found through Career Management)	13%
Faculty Contact	5%	Alumni Contact	11%
Permanent Job Listings	2%	Internet Job Postings	5%

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	\$69,600	\$68,500	\$38,000 - \$110,000	15	25%	19%
Northeast*	\$61,896	\$57,400	\$35,360 - \$92,000	11	18%	14%
Mountain/Southwest	\$62,680	\$62,400	\$28,080 - \$90,000	11	18%	14%
West	\$62,333	\$62,500	\$24,000 - \$95,000	7	11%	9%
Mid-Atlantic	\$50,500	\$46,500	\$45,000 - \$60,000	5	8%	6%
Midwest	\$65,100	\$72,500	\$35,400 - \$80,000	5	8%	6%
International	\$57,833	\$61,000	\$30,000 - \$90,000	7	11%	9%

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.

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2006 MMH graduates follow many paths of success...

Barrington Holdings, *General Manager*

Canyon Ranch, *Leadership Management Program*

Capital Hotel Management, *Analyst*

CB Richard Ellis, *Real Estate Analyst*

CNL Hotels & Resorts, *Senior Financial Analyst*

Deterministics, *Project Consultant*

Ernst & Young, *Senior Consultant*

Fairmont Hotels & Resorts, *Management Trainee,
Rooms and Spa*

Four Seasons Hotels & Resorts, *Restaurant Manager*

Gatehouse Capital, *Director of Acquisitions and Development*

Gaylord Hotels & Resorts, *Assistant Restaurant Manager*

Gencom Group, *Director of Acquisitions and Development*

GE Real Estate, *Analyst*

Harrah's Entertainment, *President's Associate Program**

Hasmore Ltd., *Director of Operations*

Hillstone Restaurant Group, *HR Manager*

Hilton Hotels Corporation, *Director of Operations*

Horwath Asia Pacific - Japan, *Manager*

Hospitality Consulting Group, *Associate Consultant*

Hotel 1000, *Golf Club Manager*

Hyatt Hotels & Resorts, *Reservations Manager and Assistant
Restaurant Manager*

IDEaS Revenue Optimization, *Project Manager - Market
Development*

Intercontinental Hotels Group - Japan & USA,
*Manager of Development**

Joie de Vivre Hospitality, *Development Associate*

Jones Lang LaSalle Hotels, *Analyst*

Landmark Hotel Group, *Vice President of Development*

Newell-Rubbermaid, *Marketing Manager - Promotions*

Northview Hotel Group, *Analyst*

Omni Hotels, *Financial Systems Administrator and Catering
Sales Assistant*

Panorama Hospitality K.K. - Japan, *Hotel Asset Management
Analyst*

The Procaccianti Group, *Acquisitions & Asset Management
Analyst*

Punk's Backyard Grill, *Entrepreneurial Venture**

Revenue Management Solutions, *Senior Statistician*

The Ritz Carlton, *Quality Manager*

Six Senses Spa & Resort, *Assistant Spa Manager*

Sloan Consulting, *Entrepreneurial Venture*

SpaFinder, *Director of Research*

Starwood Hotels & Resorts, *Global Brand Manager - Westin*

Thai Hospitality Group, *Managing Partner*

TravelCLICK, *Product Specialist - Travel Agent Media*

Tricolore, Inc., *Family Business*

United States Air Force, *Combat Support Flight Commander*

The Venetian Resort Hotel Casino, *Leadership Development
Associate**

Waldorf=Astoria, *Club Lounge Concierge*

Whole Foods Market, *Career Development Program**

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