

Master of Management in Hospitality

Post Graduate Report

for the Class of 2003



THE HOTEL SCHOOL
CAREER SERVICES OFFICE

Post Graduate Report, Class of 2003

Master of Management in Hospitality

Class of 2003 Profile

Employment Status

			<i>Number of Students</i>	<i>Percent of Class</i>
Number of Students	51	Reporting Job Offers and Acceptances*	42	82%
Average Age	30	Seeking Employment	3	6%
Women	35%	Continuing Education	1	2%
Minority*	12%	Not responding to survey	5	10%
International	49%			

* Includes African Americans and Asian Americans

*Includes responses from students and employers

Number One Reason for Job Choice

Sources of Accepted Offers

Advancement Potential	20%	Cornell Sources	51%
Geographical Location	20%	CSO On-campus Interviews	31%
Type of Organization	20%	Faculty Contact	13%
Type of Work Activity	16%	CSO Staff Referral	5%
Company Culture	8%	Mentorship	2%
Highest Salary/Benefits	4%	Other Sources	49%
Other	12%	Personal Contact	44%
		Alumni Contact	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>% of Respondents</i>	<i>% of Class</i>
United States						
Northeast	\$58,280	\$60,000	\$36,400 - \$85,000	8	20%	16%
West	\$46,400	\$45,000	\$37,000 - \$55,000	7	18%	14%
Mid-Atlantic/Mid-West	\$47,333	\$45,000	\$42,000 - \$55,000	5	12%	10%
Mountain/Southwest	\$57,500	\$57,500	\$55,000 - \$60,000	4	10%	8%
New York Metro	\$56,667	\$55,000	\$50,000 - \$65,000	4	10%	8%
Southeast	\$51,667	\$55,000	\$35,000 - \$65,000	4	10%	8%
International*				8	20%	16%

* Insufficient salary information

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

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Base Salaries

	<i>Mean</i>	<i>Median</i>	<i>Range</i>
Class of 2003	\$52,064	\$52,500	\$35,000 - \$85,000

Note: Thirty percent of respondents received an average relocation and/or signing bonus of \$2,715

Base Salaries by Industry Segment and Job Function

	<i>Mean</i>	<i>Median</i>	<i>Range</i>	<i>Number of Students</i>	<i>% of Respondents¹</i>	<i>% of Class</i>
Hotels, Resorts and Spas – Property Level	\$46,750	\$45,000	\$37,000-\$65,000	11	25%	21%
Conference Services, Human Resources, Revenue Management, Rooms, Sales & Marketing, and Spa Management						
Hospitality Consulting and Real Estate²	\$56,000	\$55,000	\$35,000 - \$85,000	8	19%	16%
Brokerage/Finance, Feasibility/Valuation, Financial Advisory Services, Risk Management, and Tourism/Marketing						
E-Commerce³	\$61,667	\$65,000	\$55,000 - \$65,000	7	16%	14%
Distribution and Marketing/Revenue Management						
Gaming Hotels	\$57,500	\$57,500	\$55,000 - \$60,000	3	7%	6%
<i>Corporate: Development/Feasibility and Finance</i>						
	\$57,500	\$57,500	\$55,000 - \$60,000	2	5%	4%
<i>Property Level: Food & Beverage*</i>						
				1	2%	2%
Managed Services	\$43,800	\$45,000	\$36,400 - \$50,000	3	7%	6%
Business Dining Operations, Finance, and Internal Audit						
Quick Service Restaurant*				2	5%	4%
Corporate Beverage Management, and Operations						
Entrepreneurial*				5	12%	10%
Family Business*				3	7%	6%
Graduate School				1	2%	2%

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

² Includes Entrepreneurial Consulting

³ Includes Corporate Level Hotels and Travel Services

* Insufficient salary information

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2003 MMH Graduates follow many paths to success...

ACCOR

Revenue Manager - UK

American Food & Vending

Internal Auditor

Special Projects Manager

ARAMARK

Food Service Director

Au Bon Pain

Beverage Manager

Ballards Resort

Vice President of Operations

Boykin Lodging

Conference Planning Manager

Caprus Risk Advisors

Managing Partner

Dasan-J

Owner

Exhale Enterprises

MindBody Spa Director

Expedia*

Hotel Market Manager – U.S.A. and Germany

Fairmont Hotels & Resorts

Front Desk Manager

Four Seasons Hotels & Resorts

Assistant Manager

Harrah's Entertainment

Food and Beverage Manager

Hilton Hotels & Resorts

Sales Manager

HVS International

Consultant

Hyatt Hotels and Resorts

Employee Relations Manager

Marketing Strategy Manager – United Arab Emirates

Interstate Hotels & Resorts

Director of Revenue Management

Johnny Apple Stix*

Founder

KPMG

Associate

PricewaterhouseCoopers

Associate

Sheraton Columbia

Director of Revenue Management

Sol Melia Hotels & Resorts

Director of E-Commerce

Starwood Hotels & Resorts Worldwide

Director – Internet Merchandising E.A.M.E. - Belgium

Revenue Director - Mexico

Senior Distribution Analyst – U.S.A.

Tourism Development Specialists

Executive Director

Wynn Resorts*

Hotel Analyst

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

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Recent Employers

ACCOR – U.S.A. & UK	Lenox Suites Hotel
Affinia Hospitality	Loews Hotels
AIG Global Real Estate Investment	Marriott International
Akrotivi Lounge – Greece	Marriott Vacation Club International
American Food & Vending	McDonald's – Korea
ARAMARK	MGM Mirage
Asqew Grill	Moevenpick Hotels & Resorts-Switzerland
Au Bon Pain	Myriad Restaurant Group
Ballards Resort	Nihonkaku Co. - Japan
Bank of East Asia, Limited	Noble Investment Group
Best Western Mariemont Inn	The Peninsula Beverly Hills
The Borgata Hotel Casino & Spa	PKF Consulting
Boyd Gaming	PricewaterhouseCoopers
Boykin Lodging	Raffles Hotel – Singapore
Caprus Risk Advisors	Revenue Management Solutions
CB Richard Ellis	Ritz-Carlton Hotels
Cini-Little International	Royal Caribbean International
Crystal Cruises	S & K Development – Korea
Dasan-J	Shangri-La International Hotels
Delaware North Companies	Sheraton Columbia Hotel
Ernst & Young, Real Estate Advisory Services	Smith Analytics
Exhale Enterprises	Sol Melia Hotels & Resorts
Expedia – U.S.A. & Germany	Starbucks
Fairmont Heritage Place, Mexico	Starwood Hotels & Resorts Worldwide – U.S.A., Mexico & Belgium
Fairmont Hotels & Resorts – Canada	The Statler Hotel
Flying Pig Café	Talera Group of Hotels – India
Four Seasons Hotels & Resorts	Tourism Development Specialists
Grassmere Inn & Tennis Club	Union Square Hospitality Group
Grill Concepts	The Venetian Resort Hotel Casino
Harrah's Entertainment	White Sands Consulting
Hilton Hotels & Resorts	Wynn Resorts
Horwath International	
Host Marriott	
Houston's Restaurants	
HVS International	
Hyatt Hotels & Resorts	
Hyatt International – United Arab Emirates & Singapore	
Interstate Hotels & Resorts	
Johnny Apple Stix	
JW Marriott Desert Ridge	
KPMG	
Le Parker Meridien	
Le Royal Meridien – India	

Includes both permanent and summer employers.