

Weekend Executive MBA Career Survey

WE
MBA



In July and August 2017, we surveyed online all Weekend Executive MBA program alumni from the classes of 1985-2016 to obtain information about how the Weekend Executive MBA program has impacted their careers. A solid response rate of 18% was achieved, with 377 alumni sharing their career progress. For ease in delivery, graduation years have been aggregated into six groups: 1985-1995, 1996-2001, 2002-2006, 2007-2011, 2012-2014, 2015-2016.

“

I came into Fuqua's WEMBA program with a clear goal of transitioning from banking to corporate finance. Fuqua helped me achieve this not only with a degree, but the experience among my cohort. As I'm a couple years out from Fuqua, I see how what I learned here is now clicking in my new career path. I was impressed with almost every single individual I interacted with at Fuqua, whether it was classmate, staff, or faculty. Fuqua maintains a very high standard, while emphasizing a welcoming environment that is not cut throat.”

**MANAGER
CLASS OF 2014**

where are they now? and what are they doing?

Weekend Executive MBAs are employed in a wide range of industries and functions; however, three-fourths of these executives are currently working in financial services, information technology, health care, manufacturing, consulting, or pharmaceuticals and biotech. Similarly, one quarter of Weekend Executive MBAs are working in general management, while over half are in the operations, information technology, sales, finance, or consulting functions.

TOP INDUSTRIES FOR WEMBA GRADS

18%
financial services

17%
information technology

12%
health care

12%
manufacturing

9%
consulting

7%
pharmaceuticals & biotech

“

It allowed me to transition to a different industry and career. Without the Fuqua degree, I would not have been given the opportunity to make that transition without taking a big step down in compensation.”

C-LEVEL EXECUTIVE CLASS OF 2002

TOP FUNCTIONS FOR WEMBA GRADS

24%
General Management

13%
Operations

11%
Information Technology

11%
Sales

10%
Finance

9%
Consulting

“

Empirically, you can see the change in my career. It wasn't JUST due to Fuqua, but the program prepared me to take on anything. The elective entrepreneurship program also inspired me to continue to look for private company opportunities - which finally led to a lengthy career in the start-up world.”

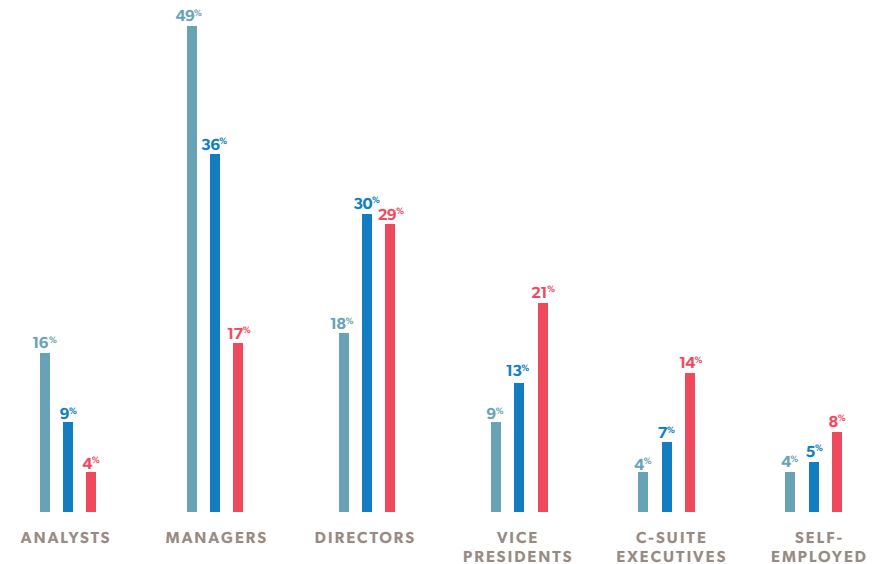
DIRECTOR CLASS OF 1996

climbing the ladder

Typically, Weekend Executive MBA students earn a promotion in title subsequent to graduation. While two-thirds of students entered the Weekend Executive program as analysts or managers, two-thirds of Weekend Executive MBAs today are at the director, vice president, or C-suite executive level.

OVERALL CHANGE IN PROFESSIONAL STATUS

POSITION BEFORE FUQUA | FIRST POSITION AFTER FUQUA | CURRENT POSITION



“

The WEMBA experience allowed me to add theoretical finance and quantitative skills that were the foundation for significant advancement throughout my subsequent career.”

C-LEVEL EXECUTIVE CLASS OF 1995

“

Fuqua was directly correlated to my career growth to reach CEO of a tech company. I most likely would have not become CEO without the Fuqua education.”

C-LEVEL EXECUTIVE CLASS OF 1996

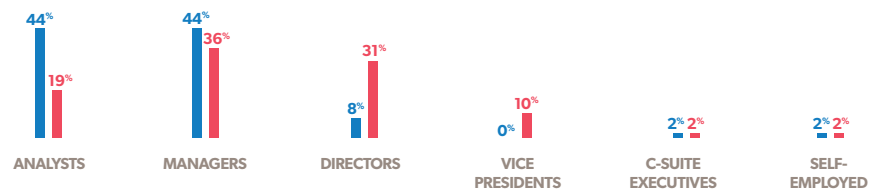
manager to executive

Manager is the most frequently seen title of entering Weekend Executive MBAs (including Assistant, Associate and Senior Manager titles). Of those who entered the Weekend Executive MBA program as managers, less than a quarter have retained a manager title in their current position—including those promoted from Assistant Manager up to Senior Manager. The remaining three quarters are now at the Director level or above, self-employed, or retired.

CAREER PROGRESSION BY POSITION

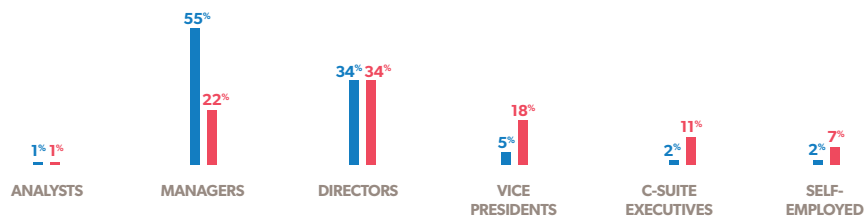
■ FIRST POSITION AFTER FUQUA ■ CURRENT POSITION

analysts



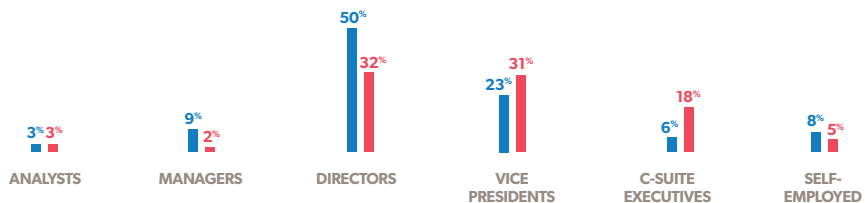
Less than 20% of those Weekend Executive MBAs who entered the program as analysts are currently at that level. Almost 80% of incoming analysts now have titles of manager, director, vice president or C-level executive.

managers



Similarly, directors entering the Weekend Executive program have also achieved higher titles, with one-third retaining a director title (including Assistant, Associate or Senior) today. Approximately 50% of Weekend Executive MBAs who entered the program at the director level are now at the Vice President or C-suite level.

directors



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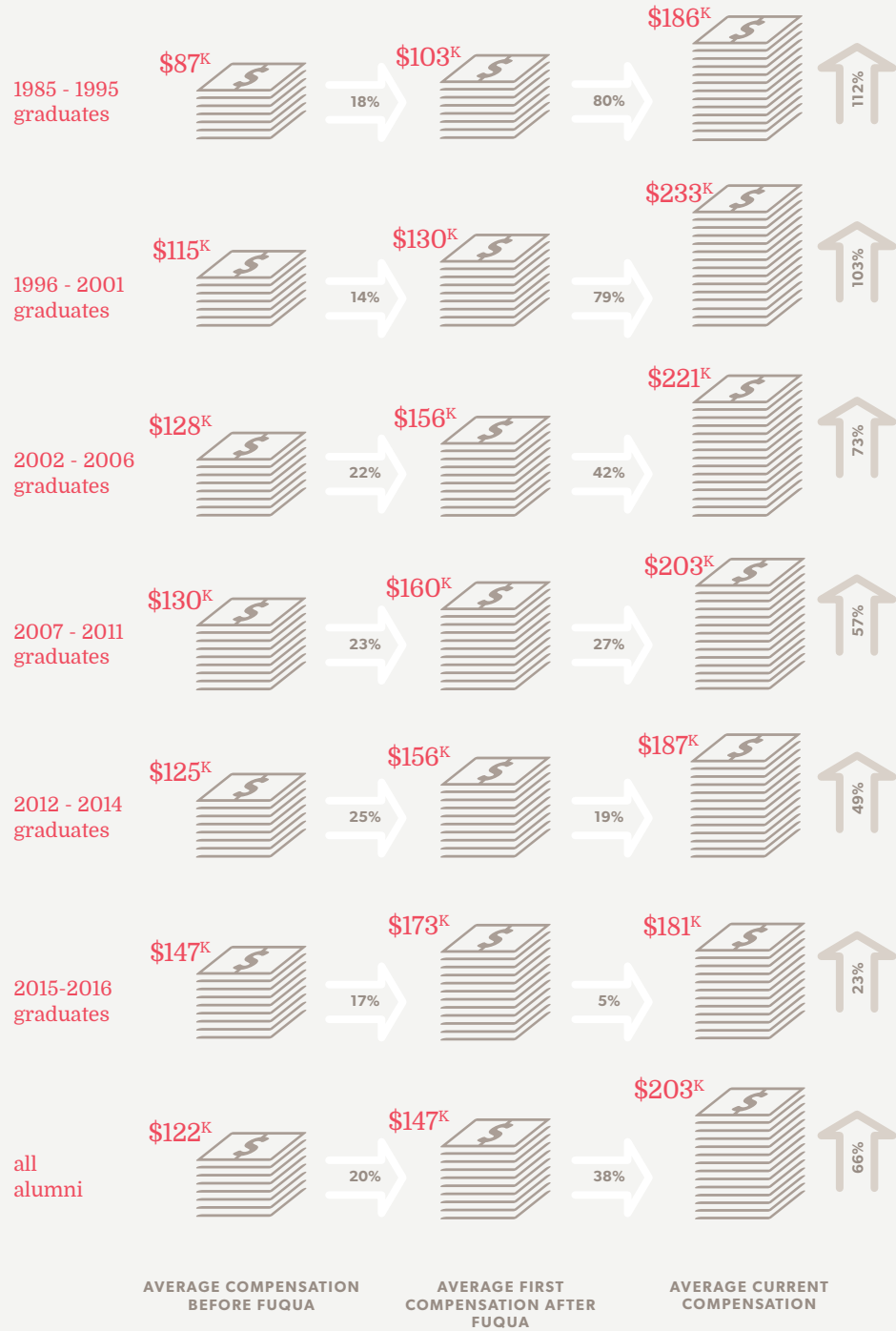
The program helped complement my technical background in Finance with appropriate Strategy, Marketing, and Leadership curriculum. I feel it was critical to me becoming a CFO at an early age which ultimately allowed me to retire at the age of 51. The program is great and is recognized nationally and internationally.”

**RETIRED
CLASS OF 2000**

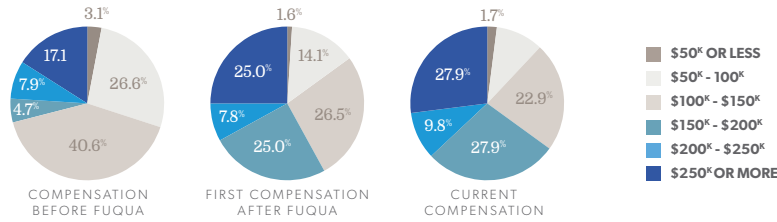
the weekend executive MBA ROI

the rewards

Growth in average compensation prior to entering Fuqua and current compensation has exceeded 70% for the three oldest Weekend Executive MBA graduate year groups. For the 1985-1995 and the 1996-2001 graduate groups, compensation has more than doubled in the 16-32 years after graduating. The 2002-2006, 2007-2011, and 2012-2014 graduates have seen their average compensation increase by roughly 50-75%. The more recent graduating year group, 2015-2016, as expected given fewer post-degree earning years, has seen their average compensation increase 23%.

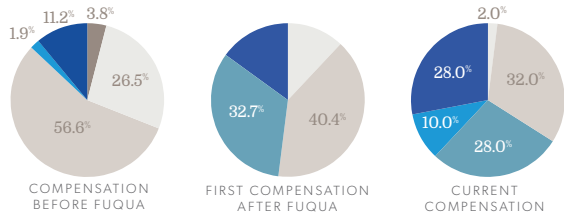


2015 - 2016 graduates



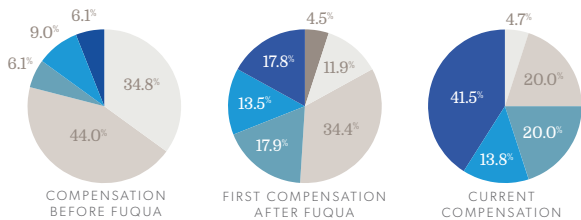
While approximately a third of Weekend Executive MBA graduates who finished their degree 1-2 years ago earned \$150K or more prior to entering the program, currently two-thirds earn an annual compensation of \$150K or more.

2012 - 2014 graduates



While less than 15% of Weekend Executive MBA graduates who finished their degree 2-5 years ago earned \$150K or more prior to entering the program, currently two-thirds earn an annual compensation at that level.

2007 - 2011 graduates



15% of those graduating from the Weekend Executive MBA program within the past 6-10 years earned \$200K or more prior to starting the program. Today, over half earn \$200K or more annually.

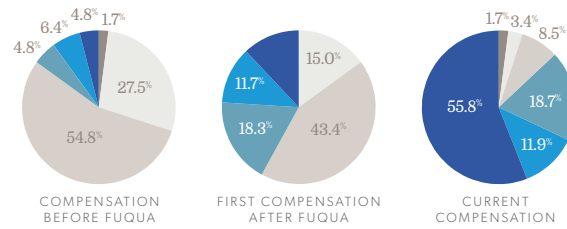
“ I thought it was a rigorous, rich learning environment that was provocative and helped develop a new skill set and lens through which to think about business.”

C-LEVEL EXECUTIVE CLASS OF 2014

“ Fuqua challenged me, made me stretch. The program broadened my creativeness and gave me insights to other functional areas. I'm now retired.”

RETIRED CLASS OF 1986

2002 - 2006 graduates

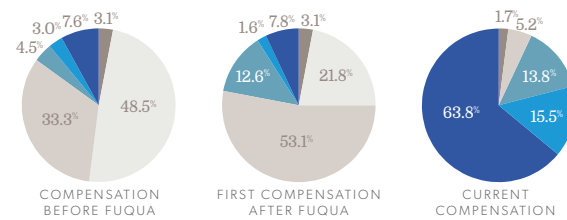


Of those Weekend Executive MBA graduates who are 11-15 years post program, over half are now earning \$250K or more yearly.

“ I feel like the Duke program provided me with the tools and connections to build a successful company.”

C-LEVEL EXECUTIVE CLASS OF 1994

1996 - 2001 graduates

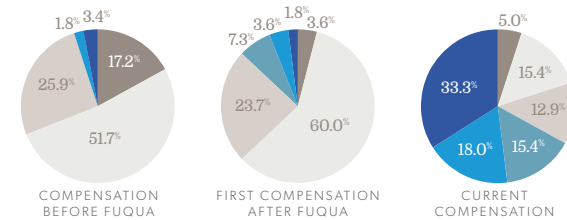


For Weekend Executive MBA graduates who finished their degree 16-21 years ago, the percentage of those earning \$250K or more has grown from about 8% before entering Fuqua to 64% today.

“ Fuqua provided the skills foundation that enabled me to achieve my career objectives, financial security for my family, and retirement by age 50.”

C-LEVEL EXECUTIVE CLASS OF 2000

1985 - 1995 graduates



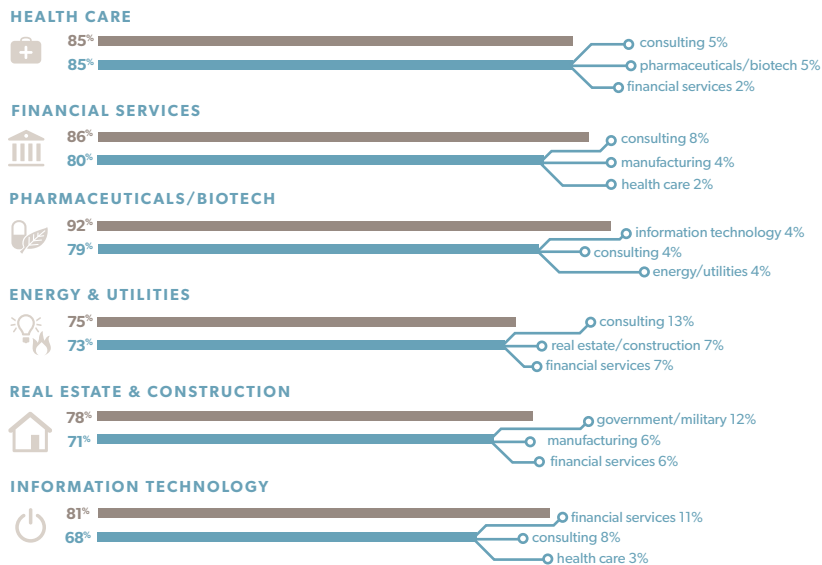
Over half of those graduating from the Weekend Executive MBA program within the past 22-32 years today earn \$200K or more annually. This likely reflects the inclusion of retirement incomes for some respondents.

“ The Fuqua experience continues to open doors to this day. It is also directly responsible for my promotion from a manager level professional to a C-level professional.”

C-LEVEL EXECUTIVE CLASS OF 1998

in which industries do Weekend Executive MBAs tend to stay?

■ FIRST INDUSTRY AFTER FUQUA ■ CURRENT INDUSTRY



Pharma/Biotech, Financial Services, and Health Care are the 3 industries to which Weekend Executive MBAs were most loyal right after earning their graduate degree as well as the industries retaining the highest percentage of Weekend Executive MBAs up to the present. Those switching out of one of these industries predominantly changed to the consulting industry or one of an array of other industries.

“

My Fuqua MBA degree enhanced my self-confidence, earnings capacity, my job security, my ability to change jobs, and my ability to continue working at age 76.”

C-LEVEL EXECUTIVE CLASS OF 1993

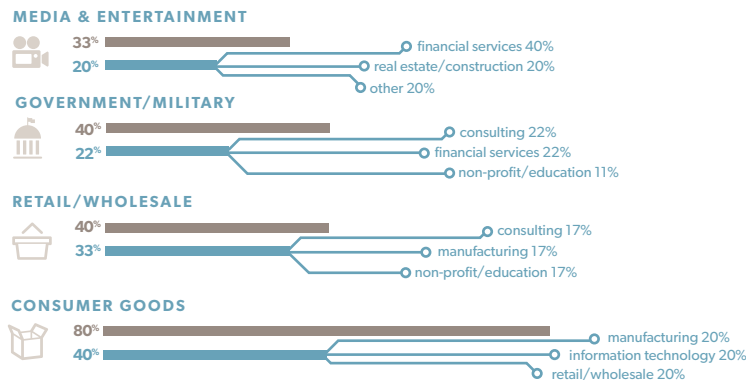
“

Fuqua was critical in my transition out of the military and into a career that has meaningful purpose commensurate with my experience in the military. The brand opens conversations and the conversations lead to valuable relationships both within the network and outside of the network. I am completely satisfied.”

VICE PRESIDENT CLASS OF 2016

industries graduates leave

■ FIRST INDUSTRY AFTER FUQUA ■ CURRENT INDUSTRY



Graduates quickly left the Media and Entertainment, Government/Military, and Retail/Wholesale industries after graduation, with about two-thirds switching industries right away. Only 20–30% of those in these industries prior to Fuqua are still in those industries today. Only 20% of MBAs in the Consumer Goods field left after graduating; however, only 40% remain in that industry today. These MBAs, however, tended to shift to Financial Services, Consulting or Manufacturing, and Non-Profit Education.

“

I truly feel like I learned a significant amount of useful information. I was an employer-sponsored attendee so didn't plan to change jobs; however, it has expanded my skill set immensely.”

C-LEVEL EXECUTIVE CLASS OF 2015

“

I credit Fuqua with providing me a pivotal opportunity in my overall career. It put me on the right path and positioned me for significant career advancement. There's me before Fuqua and me after Fuqua. One of the most important and best decisions of my life.”

DIRECTOR CLASS OF 2008

“

I truly enjoyed my experience at Fuqua and feel it helped me both personally and professionally grow into a more capable manager, leader, father, and husband. The WEMBA program I attended was well thought out and manageable as a working professional. I look back on my time at Fuqua as a great investment in my career.”

DIRECTOR CLASS OF 2009

