



The Paul H. Nitze School of Advanced International Studies

SAIS Employment Outcomes Class of 2013



JOHNS HOPKINS

SCHOOL *of* ADVANCED
INTERNATIONAL STUDIES

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Tri-Sector Leadership

Dominic Barton, Worldwide Managing Director of McKinsey and Company, coined a phrase, “Tri-Sector Leadership,” that applies very well to graduates from The Paul H. Nitze School of Advanced International Studies (SAIS). Given the many challenges faced by organizations across the globe, it is more important than ever that future leaders have the ability to understand and bring together the business, government and nonprofit sectors to work toward lasting solutions.

This is part of the critical value-added that SAIS graduates bring to the table. As you’ll see from this report on the career outcomes of the graduating class of 2013, our graduates go on to leadership positions across all of these areas and combine talent and experience to make a difference wherever they live and work.

Founded in 1943 by Paul Nitze and Christian Herter, SAIS has been a division of The Johns Hopkins University since 1950 and is one of the nation’s leading graduate schools devoted to the study of international relations. SAIS is renowned for its emphasis on international economics, regional and functional studies, and foreign languages. It is unique among graduate programs in international relations due to its global presence, with campuses in China, Europe and the United States.

This report spotlights the success of our graduates and reflects the dedication of the Career Services team to both help students manage their careers and provide employers the opportunity to recruit from among top candidates. The class of 2013 went on to find employment in over 155 organizations worldwide, once again making SAIS an important source of global talent.

Thank you to all the employers who recruited from SAIS during the past year and to all of our alumni who helped SAIS students with their job search, lending them important advice and support. We look forward to strengthening our relationship with you in the year ahead and continuing to provide SAIS talent for a changing world.

Sincerely,

Ron Lambert
Career Services

The SAIS Significance

A Preeminent Graduate School

SAIS was founded in 1943 and became a division of The Johns Hopkins University in 1950. For more than seven decades, SAIS has been educating global leaders. As a highly selective graduate institution with a world-class faculty, SAIS consistently ranks as one of the top schools of international relations in the world.

Global Campuses

SAIS is an international institution, with campuses in Washington, D.C., Bologna, Italy, and Nanjing, China, that draws students from throughout the world. Unique among its peers, SAIS provides the opportunity for students to take advantage of a global perspective during their graduate experience.

A Distinctive Curriculum

At SAIS, students specialize in either a region of the world or a functional area of international relations, while also concentrating on graduate study in economics and one of 17 languages. This approach, combined with the ability to study at overseas locations, gives students the framework and skills for analyzing and solving complex international issues.

Professional Development Skills Courses

In addition to academic and language courses, SAIS students are offered non-credit professional skills courses in subjects such as accounting, finance, corporate valuation, financial





modeling, public speaking, business writing, leadership, consulting skills, negotiations, effective briefings, Excel and STATA. These courses complement students' academic experience at SAIS and are designed to help them master the practical skills needed to succeed in the workforce.

Dual-Degree Programs

SAIS offers dual-degree options in partnership with other top graduate schools:

- ▶ M.A. – M.B.A. with the Wharton School of the University of Pennsylvania
- ▶ M.A. – M.B.A. with INSEAD in France and Singapore
- ▶ M.A. – M.B.A. with the Tuck School of Business at Dartmouth College
- ▶ M.A. – J.D. with the Stanford University Law School
- ▶ M.A. – J.D. with the University of Virginia School of Law
- ▶ M.A. – M.S.P.H. with The Johns Hopkins University Bloomberg School of Public Health
- ▶ M.A. – M.P.A. with the Maxwell School of Citizenship and Public Affairs of Syracuse University

Demographics of SAIS Students (Washington, D.C. Campus)

Average Age: **26**

International Students (non-U.S. residents): **41%**

Countries Represented: **70+**

Average Prior Work Experience: **2.2 years**

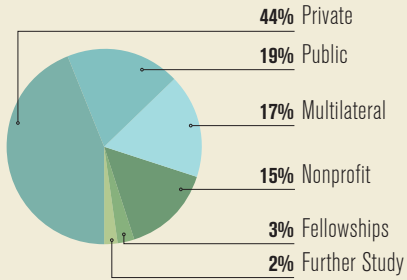


An International Perspective

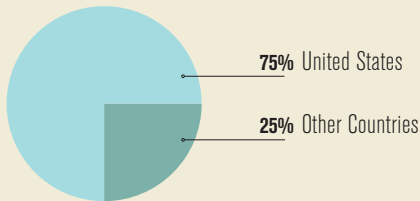
- ▶ SAIS has more than 16,000 alumni all around the world.
- ▶ SAIS is a dynamic, global graduate school with three locations: Washington, D.C., Bologna, Italy and Nanjing, China.
- ▶ The Washington, D.C., campus has approximately 675 students who are eager to experience the advantages of life at the center of world politics.
- ▶ Approximately 200 students attend the SAIS Bologna Center, where students study international relations in a European setting.
- ▶ Approximately 180 students attend the Hopkins-Nanjing Center for Chinese and American Studies where we offer the first joint-degree program of its kind in China.
- ▶ SAIS students hail from all parts of the globe. This diversity creates a stimulating environment where an open exchange of ideas is encouraged.

Employment and Compensation Trends

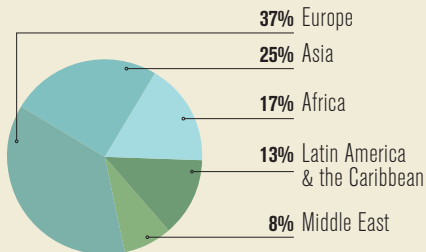
2013 Employment by Sector



2013 Employment by Location



2013 International Employment



Class of 2013 Employment Statistics

This data reflects employment statistics based on results of a survey of SAIS M.A. students who graduated between December 2012 and August 2013. Of the graduates who completed the survey, 93% sought and found employment, obtained fellowships or internships, or had gone on for further study within six months of graduation.

Employment Location

SAIS graduates are employed all over the world. While the majority of 2013 SAIS graduates found employment in the United States, 25 percent are working internationally in Europe, Asia, Latin America, Africa, and the Middle East.

Compensation Trends

The salary level of SAIS graduates varies considerably, depending on geographic location, employment sector and functional area within the sector. For the Master of Arts graduates of 2013 (non-dual degree), median full-time salaries for each sector were as follows:

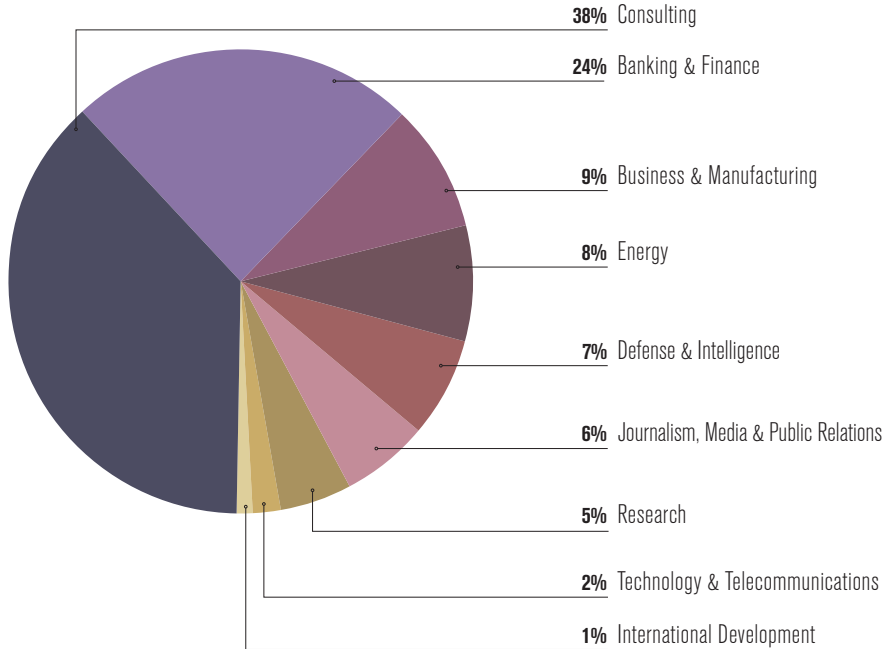
Private	\$71,000
Public	\$62,000
Nonprofit	\$58,000
Multilateral	\$56,000

The above figures do not include the additional salary benefits of SAIS graduates employed in the multilateral sector where income is often tax-free. Nor does it include signing bonuses or end-of-year bonuses which can be a significant part of private sector salaries.

Sector Statistics and Employers: The Private Sector

The largest number of SAIS graduates, 44%, entered the private sector and many of those went to work in the consulting field in areas such as communications, defense and intelligence, international development, political risk, as well as strategic management consulting.

Private Sector Employer Types



Private Sector Employers

Acumen Fund	Dalberg Global Development Advisors	NHK, Japan Broadcasting Corp.
Advisory Board Company	Deloitte	Obsidian Analysis, Inc.
Alacran Consulting	Development Portfolio Management Group	Oliver Wyman
Albright Stonebridge	Drum Cussac	parkit.ch
APCO Worldwide	Economist Intelligence Unit endpoint	PwC
Aramco	Facebook	ReelGenie
Ascendant Program Services, LLC	Fox International Channels, Turkey	Roland Berger Strategy Consultants
The Asia Group	Finalta	Roman Arch Clean Energy Finance LLC
Avar Consulting	Frontier Strategy Group	Scitor Corporation
The Avascent Group	Goldman Sachs	ShoreBank International
AWEA	Greenberg Quinlan Rosner	Sidar Global Advisors
BAE Systems	Guggenheim-PFC	Social Impact
Bain and Company	Hook & Loop	Synergy International Systems
Bank of America - Merrill Lynch	HSBC	Sysco Foods
Bloomberg	IBM	Taylor De-Jongh
Bloomberg New Energy Finance	IHS	TD International
Booz Allen Hamilton	Infrastructure Management Group, Inc.	Thompson Reuters
Boston Consulting Group	JP Morgan Chase & Co.	TNEM, The Northeast Maglev
Bridgewater Associates, LP	Kopo Kopo	Tokyo Broadcasting System
Bright Vision	Kroll Advisory Solutions	TradeMoves LLC
Brunswick Group	Lazard Freres & Co. LLC	Treliant Risk Advisors
CACI International	McKinsey & Company	V1 Analytical Solutions
Cartica Capital	MicroVest Capital Management	Watershed Asset Management
Castalia Strategic Advisors	Mintz Group	The Whitaker Group
CEB	Moody's Investor Services	Yahoo
Citi	Morgan Stanley	
Clean Focus Corporation	Nationwide IT Services	
CognoLink	Newedge	
The Cohen Group		
Creative Associates International		

Public Sector Employers

U.S. Federal Government

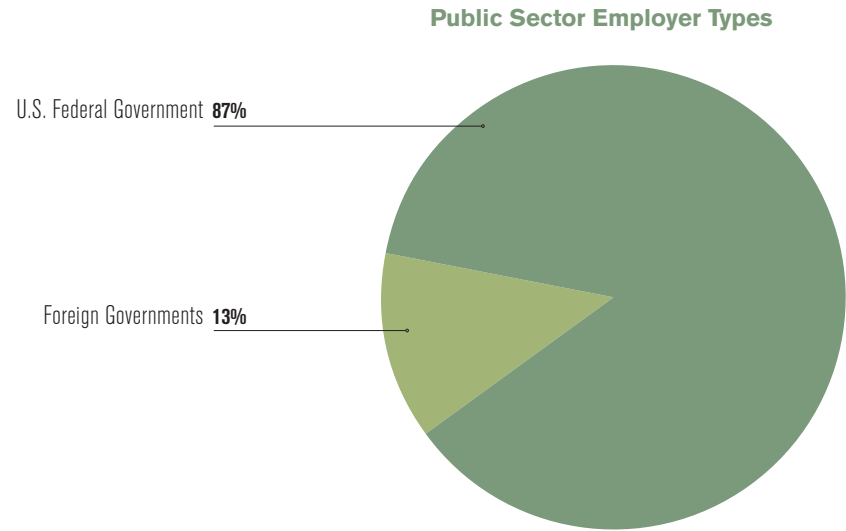
Board of Governors of the Federal Reserve System
Federal Reserve Bank of New York
Government Accountability Office
The German Marshall Fund of the United States
Office of the U.S. Trade Representative
U.S. Agency for International Development
U.S. Department of Commerce
U.S. Department of Defense
U.S. Department of Energy
U.S. Department of State
U.S. Department of the Treasury
U.S. Intelligence Community
U.S. International Trade Commission
U.S. Trade and Development Agency
The White House

Foreign Governments

Dutch Central Bank
Embassy of Austria
Embassy of Greece
Ministry of Labor and Social Welfare, Mexico
Ministry of Energy, Mexico
Ministry of Foreign Affairs, Thailand
Undersecretariat of the Prime Ministry for Foreign Trade, Turkey

Sector Statistics and Employers: The Public Sector

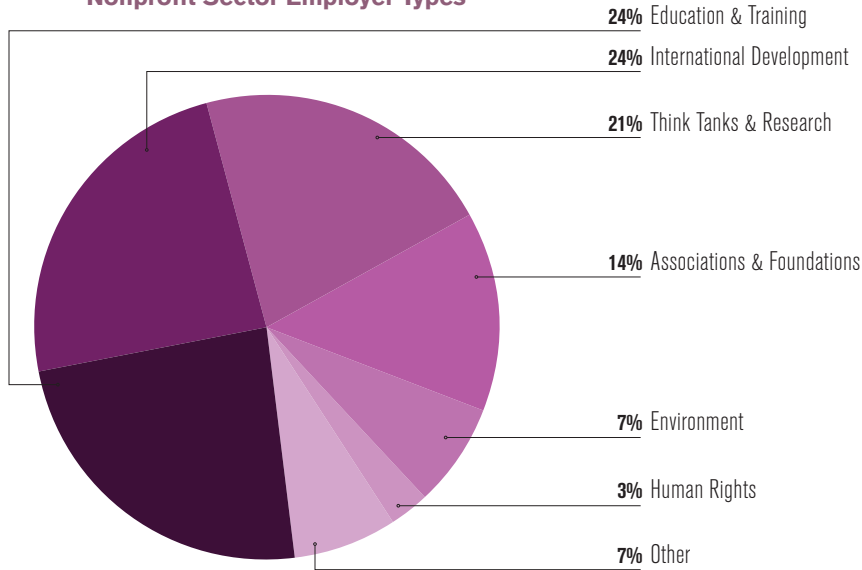
Of the 2013 M.A. graduating class, 19 percent found employment in the public sector in the U.S. federal government or in foreign governments. The top employer in the public sector was the U.S. Department of State.



Sector Statistics and Employers: The Nonprofit Sector

The nonprofit sector actively recruits SAIS graduates for their breadth and depth of knowledge in the international relations arena. Approximately 15 percent of the SAIS graduating class of 2013 went to work in a variety of areas in the nonprofit sector such as international development, think tanks and research, and education and training.

Nonprofit Sector Employer Types

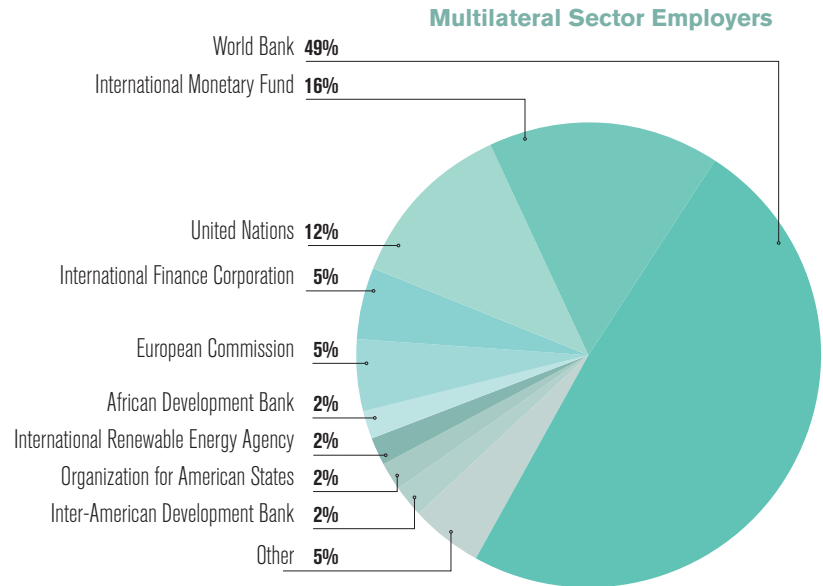


Nonprofit Sector Employers

- AidData
- American Chamber of Commerce, Cairo
- American Chamber of Commerce, Shanghai
- American Chamber of Commerce, Taipei
- Avenues: The World School
- Bertelsmann Foundation
- Brookings Institution
- Building Markets
- Carnegie Endowment for International Peace
- Center for Strategic & International Studies
- Center for Transatlantic Relations
- Clinton Health Access Initiative
- The College Board
- Crisis Action
- FINCA International
- Global Environment Facility
- Global Knowledge Initiative
- Harvard, Kennedy School of Government
- The Heritage Foundation
- Indiana University
- Institute of International Finance
- The Johns Hopkins University School of Advanced International Studies
- MUSIAD Mustaki Sanayici ve Isadamlari Derneki
- National Center for Climate Change Strategy & International Cooperation
- RAND Corporation
- Reischauer Center for East Asian Studies
- Service Employees International Union
- Union of Black Sea and Caspian Confederation of Enterprises
- Woodrow Wilson International Center for Scholars
- World Vision International
- World Wildlife Fund
- Worldwatch Institute

Sector Statistics and Employers: The Multilateral Sector

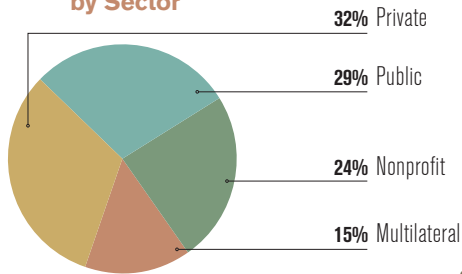
The multilateral sector employed 17 percent of the SAIS class of 2013. International development was the largest functional area of employment within these multilateral organizations. Other functional areas of employment in this sector were banking and finance, diplomacy, microfinance, monitoring and evaluation, and trade and economics.



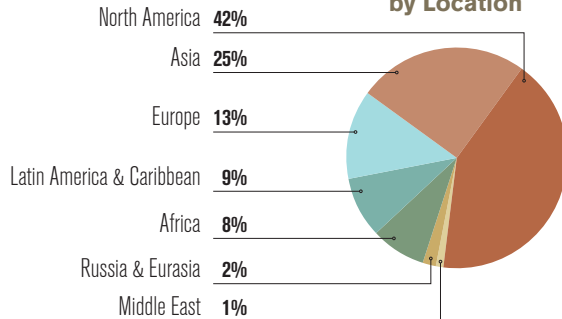
Internships

More than 75 percent of SAIS graduates from the class of 2013 participated in summer internship opportunities to complement their academic training and to build their professional credentials, and 47 percent participated in internships during the academic year. Most academic-year internships took place in Washington, D.C., while many of the summer internships took place abroad. Students from the class of 2013 completed summer internships across all sectors and in most regions of the world.

Summer Internships by Sector



Summer Internships by Location



On-Campus Recruitment Opportunities at SAIS

Career Services at SAIS is committed to helping organizations recruit first-rate talent for internships and full-time employment. Our on-campus recruiting program allows employers to post an open position, collect resumes and select candidates to interview on one or multiple SAIS campuses. We offer a variety of other resources to employers as outlined on the following pages.

On-Campus Opportunities

CAREER FAIR Career Services hosts an annual Career Fair during the fall semester in mid-October. The fair is a convenient way for companies to increase their visibility on campus, recruit talent, and to network with highly motivated students and alumni. A sampling of employers who participated in career fairs during previous years include: ACDI/VOCA, A.T. Kearney Global Business Policy Council, The Avascent Group, Catholic Relief Services, Chemonics International, Clinton Health Access Initiative, Dalberg Global Development Advisors, FBI, IRS, Kroll, MicroVest Capital Management, MPowered Strategies, Nathan Associates Inc., One Acre Fund, Population Services International, RAND Corporation, Search for Common Ground, Sidar Global Advisors, Taylor DeJongh, USAID, the U.S. Department of State, the U.S. Department of the Treasury, and the World Bank.

EMPLOYER PRESENTATIONS Employer presentations are an effective way to provide students with an overview of your organization, while building brand awareness on campus. Presentations can be either formal or informal and often range from auditorium style engagements complete with technical support to informal “brown-bag” lunches with smaller groups of students. Our office can also arrange for your event to be catered. Please contact Career Services to schedule an employer presentation.

CAREER CLUBS SAIS students are actively involved in a variety of sector-specific career clubs, including: Careers in Development, Careers in Diplomacy, Consulting, Energy & Environment, Global Security & Conflict Management, Global Women in Leadership, International Finance, International Organizations, International Trade, Net Impact and Toastmasters. Employers are often invited to work with the clubs on their various events,

allowing employers an opportunity to target and network with select groups of students.

Other Opportunities to Engage with Students

EMPLOYER SITE VISITS For employers in the Washington, D.C., area, we can easily arrange to bring a group of SAIS students to your site for a presentation by your human resources staff or by SAIS alumni employed at your organization. Students are always eager to learn about the internship and hiring needs of area organizations.

CAREER TREKS Career Services organizes a number of career treks for students each year to cities such as New York, London, Brussels, Geneva, Hong Kong and Beijing. Past career treks have been organized to San Francisco, Houston and Shanghai. In New York, career treks have involved site visits to organizations

such as the Council on Foreign Relations, the Federal Reserve Bank of New York, Goldman Sachs, Human Rights Watch, the United Nations and others. Career treks provide employers with the opportunity to network with students who are interested in learning about future employment opportunities. If your organization is interested in hosting an event during a SAIS career trek, please contact our office.

VIDEO CONFERENCING For employers who want to interview students without incurring travel costs, Career Services can facilitate video interviewing. Please contact Janet Burrowes, Associate Director for Employer Relations, JBurrowes@jhu.edu or 202.663.7797 for more information.

Convenient Ways to Recruit at SAIS

JOB & INTERNSHIP POSTINGS Employers are welcome to advertise open positions on SAISWorks, a free, online job posting and internship resource for SAIS students which allows them to respond directly to the posting organization. Positions reach our current students and experienced alumni around the globe and remain posted for 30 days unless otherwise advised. SAISWorks also maintains employer profiles and event listings.

RÉSUMÉ COLLECTIONS In addition to posting an opportunity, Career Services can prepare customized books of cover letters and résumés for your consideration from qualified candidates who express specific interest in your job or internship posting. These books can be put into PDF format and e-mailed to you on your requested time-

table. For more information about résumé collections, please contact Janet Burrowes, Associate Director for Employer Relations, JBurrowes@jhu.edu or 202.663.7797.

ONLINE SERVICES SAISWorks is a comprehensive database management system allowing you to:

- ▶ Post all job and internship positions at no cost
- ▶ Register for SAIS job and internship career fairs
- ▶ Request on-campus interview dates
- ▶ Register to participate in an employer presentation

To access these services, employers need to have a password for SAISWorks. To obtain a password, please contact Janet Burrowes, Associate Director for Employer Relations, JBurrowes@jhu.edu or 202.663.7797.

Staff Contacts to Assist You

Career Services at SAIS prides itself on being customer-service oriented. In addition to three full-time career counselors who work with students, we have two full-time staff members in Washington, D.C., dedicated to providing employers with every possible service. We can also coordinate your hiring needs in Europe and in Asia with our team members in those locations. Please contact the following staff members whenever we can be of help:



Ron Lambert

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Janet Burrowes

Associate Director for Employer Relations
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