



The Paul H. Nitze School of Advanced International Studies

SAIS Employment Outcomes Class of 2012



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UNIVERSITY

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SAIS: Talent for the World

It is my privilege to share with you the career outcomes of the graduating class of 2012 from The Paul H. Nitze School of Advanced International Studies (SAIS) of The Johns Hopkins University, 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, making our graduates valued commodities in the public, private and nonprofit sectors.

2012 was a year in which many countries and regions faced significant challenges on the global stage. From the fiscal crisis in Europe to ongoing conflicts in the Middle East, SAIS graduates have been involved and have contributed in significant ways whether the issues involved global economics, refugee relief efforts, or exploring ways to develop renewable energy resources. The class of 2012 went on to find employment in over 150 organizations world-wide, once again making SAIS an important source of global talent.

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 for internships and entry-level positions. Thanks to our growing close connection with SAIS alumni we are also able to source talent for mid- and senior-level openings as well.

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,
Ronald T. Lambert
Director, 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 15 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
- ▶ 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 JHU's 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): **38%**

Countries Represented: **70+**

Average Prior Work Experience: **2.6 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 600 students who are eager to experience the advantages of life at the center of world politics.

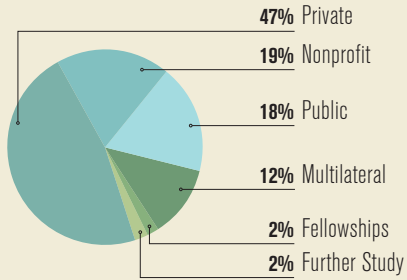
▶ Approximately 200 students attend the SAIS Bologna Center, where students study international relations in a European setting.

▶ 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.

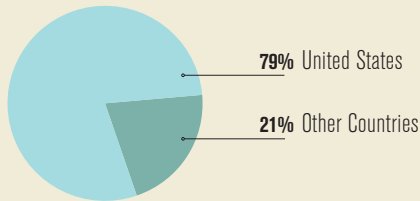
▶ SAIS students hail from all parts of the globe. This diversity creates a stimulating environment where an open exchange of ideas is encouraged.

Employment and Compensation Trends

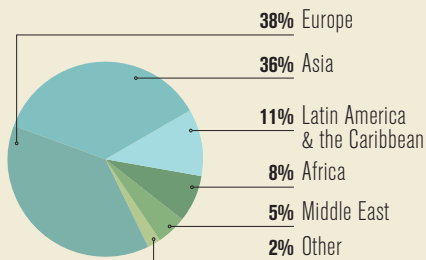
2012 Employment by Sector



2012 Employment by Location



2012 International Employment



Class of 2012 Employment Statistics

This data reflects employment statistics based on results of a survey of SAIS M.A. students who graduated between December 2011 and August 2012.

Employment Location

SAIS graduates are employed all over the world. While the majority of 2012 SAIS graduates found employment in the United States, 21 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 2012 (non-dual degree), median full-time salaries for each sector were as follows:

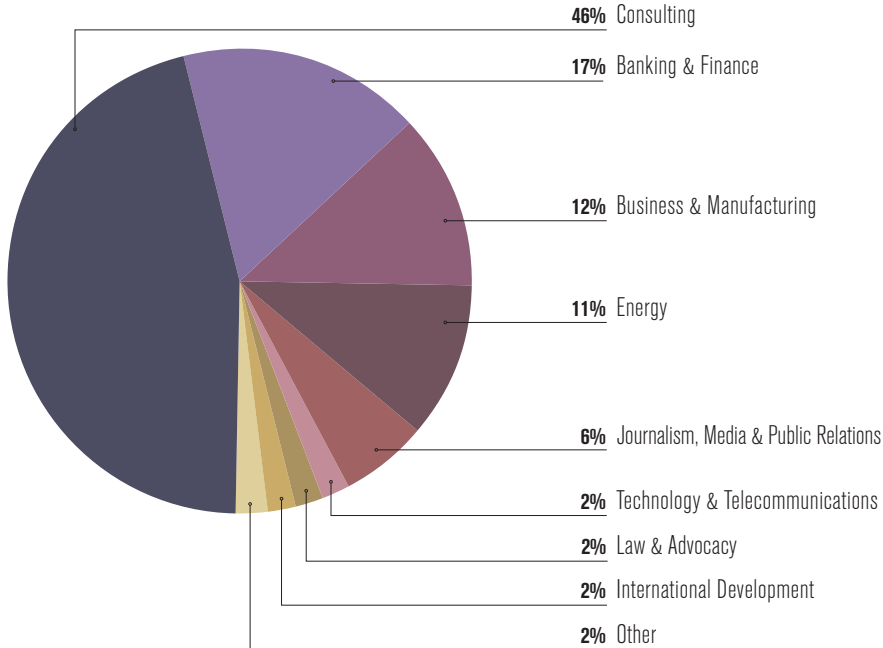
Private	\$63,000
Public	\$61,000
Multilateral	\$52,000
Nonprofit	\$50,000

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, 47%, entered the private sector and many of those went to work in the consulting field in areas such as communications, defense & intelligence, international development, political risk, as well as strategic management consulting.

Private Sector Employer Types



Private Sector Employers

- | | | |
|-------------------------------------|---|-----------------------------------|
| Allora Consulting Group | DBRS | Marakon |
| The Avascent Group | Deloitte | McKinsey & Company |
| AWEA | Desertec | Mission Measurement |
| Bain and Company | Drake Project Outlook Services, LLC | Monitor 360 |
| Banco Santander | Duvel Moortgat | Moody's |
| Baringa Partners | Economist Intelligence Unit | Morgan Stanley |
| Booz & Company | Entrepreneurial Solutions Partners | NSTAR |
| Booz Allen Hamilton | Ernst & Young | Oliver Wyman |
| Boston Consulting Group | Financial Times | Oxford Analytica |
| Bourbon Foods USA Corporation | Frontier Strategy Group | Pacific Gas & Electric |
| Broadband Technologies | g+ Europe | PFC Energy |
| Business Monitor International | Gilt City | PIRA Energy Research Group |
| Caerus Associates | Global Power Finance | Project A Ventures |
| Capital Trade, Inc. | Google, Inc. | PwC |
| CARANA Corp. | Guizzetti & Associates | The Rapidan Group |
| Cargill | Information International Associates | Roubini Global Economics SAIC |
| Castalia Advisors | International American Supermarkets Corporation | Sandler Trade, LLC |
| CCTV America | International Housing Solutions | Sikorsky Aircraft Corp |
| CEBM Group | J.P. Morgan | Simmons & Simmons |
| Centrix | John Deere | Strategic Social |
| Chemiconics International Inc. | JPMorgan Chase & Co. | Swire Group |
| Citigroup | Klump and Associates | Talent Resources |
| Climate Advisers | Kroll Advisory Solutions | Taylor-DeJongh |
| Control Risks Group, LLC | LeapFrog Investments | TD International, LLC |
| Corporate Executive Board | L.E.K. Consulting | TicketBis |
| Credit Suisse | Libera Partners | TMC Bonds Inc. |
| Crown Cork Company | LinkedIn | Transfuels, LLC |
| Crumpton Group | London Economics International | VRH Consulting |
| D3 Systems | | Wal-Mart Stores, Inc. |
| Dalberg Global Development Advisors | | Wittenberg Weiner Consulting, LLC |
| Data Networks Corporation | | |

Public Sector Employers

U.S. Federal Government

Board of Governors of the Federal Reserve System
Central Intelligence Agency
Defense Intelligence Agency
Export-Import Bank of the United States
Federal Reserve Bank of New York
Overseas Private Investment Corporation
U.S. Agency for International Development
U.S. Congress
U.S. Department of Commerce
U.S. Department of Defense
U.S. Department of Health & Human Services
U.S. Department of Homeland Security
U.S. Department of State
U.S. Department of the Treasury
U.S. Intelligence Community
U.S. International Trade Commission

U.S. State & Local Government

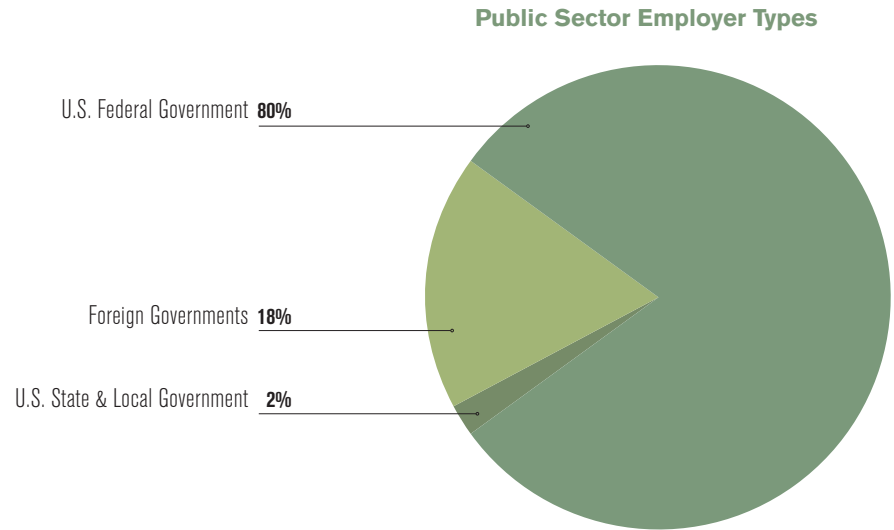
Committee for Public Counsel

Foreign Governments

British Embassy
Finance Canada
Ministry of Foreign Affairs and Trade, Republic of Korea
GIZ (German Society for International Cooperation)
KfW Development Bank
Ministry of Strategy & Finance, Republic of Korea
Palestine Liberation Organization
State Oil Company of the Republic of Azerbaijan
UK Department for International Development

Sector Statistics and Employers: The Public Sector

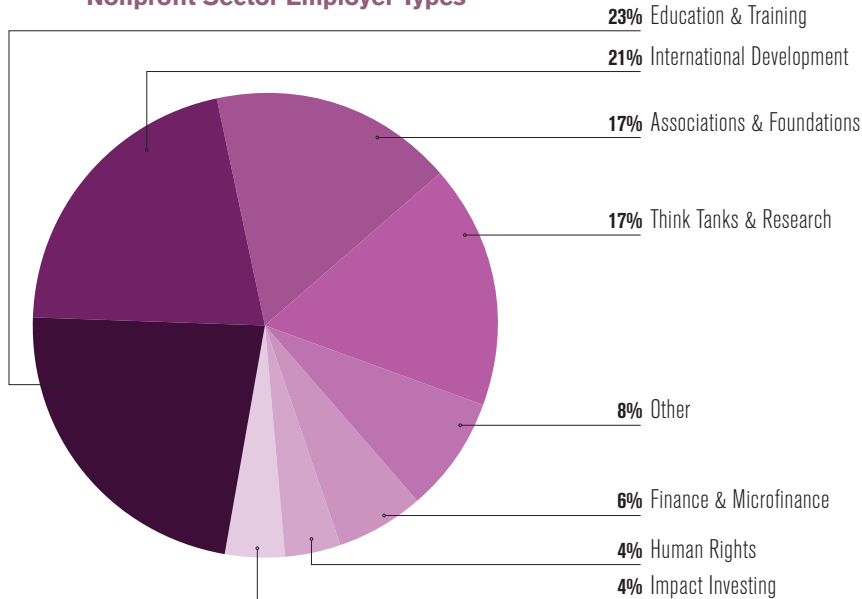
Of the 2012 M.A. graduating class, 18 percent found employment in the public sector in the U.S. federal government or in foreign governments. The top employer in the public sector was the U.S. Department of State.



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 19 percent of the SAIS graduating class of 2012 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



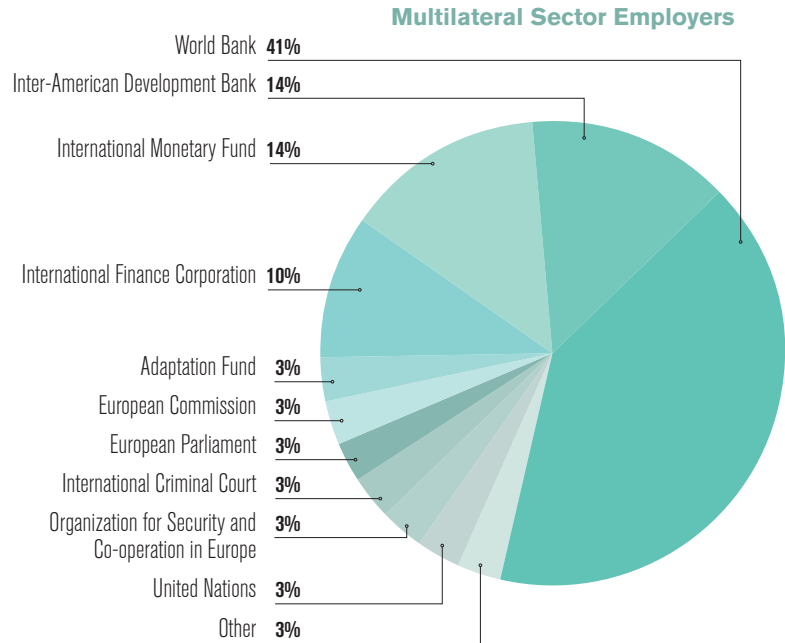
Nonprofit Sector Employers

- ACCION International
- Acumen Fund
- American Association for the Advancement of Science
- American Chamber of Commerce, Beijing
- American Enterprise Institute
- American Security Project
- The Atlantic Council
- Bill and Melinda Gates Foundation
- Catholic Relief Services
- Center for Strategic & International Studies
- CHF International
- DC Small Business Development Center Network
- The Edwin O. Reischauer Center for East Asian Studies
- Freedom House
- Grassroots Business Fund
- GSMA
- Harvard University
- Human Rights in China
- Institute of International Finance
- Intermedia
- International Crisis Group
- International Rescue Committee
- Internews Network
- IREX
- Japan Center for International Finance
- The Johns Hopkins University, School of Advanced International Studies
- Lebanon Renaissance Foundation
- Management Sciences for Health
- The National Bureau of Asian Research
- Oak Ridge Associated Universities
- Organizing for America
- PACT
- Philippine American Unity for Progress
- The Protection Project
- The SEEP Network
- Social Innovators & Investors Resource
- Stanford University
- U.S.-China Policy Foundation
- University of Washington
- Woodrow Wilson Center
- World Vision



Sector Statistics and Employers: The Multilateral Sector

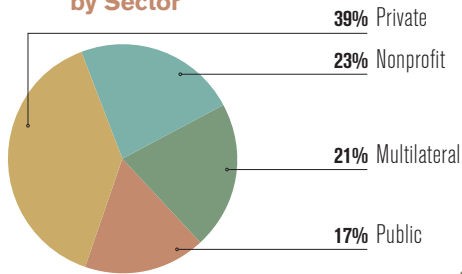
The multilateral sector employed 12 percent of the SAIS class of 2012. International development was the largest functional area of employment within these multilateral organizations. Other functional areas of employment in this sector were banking and finance, diplomacy, microfinance, monitoring and evaluation, and trade and economics.



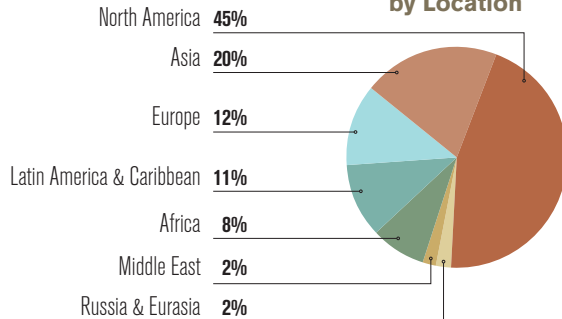
Internships

More than 79 percent of SAIS graduates from the class of 2012 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 2012 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: Abt Associates, ACIDI/VOCA, A.T. Kearney Global Business Policy Council, The Avascent Group, Catholic Relief Services, Chemonics International, Clinton Health Access Initiative, Devex, Environmental Defense Fund, FINCA International, FBI, IRS, Kroll, MicroVest Capital Management, Nathan Associates Inc., One Acre Fund, Population Services International, RAND Corporation, Regester Larkin Energy, Search for Common Ground, Toffler Associates, USAID, the U.S. Department of State and the U.S. Department of Treasury.

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, Defense & Intelligence, Energy & Environment, Gender & Development, 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 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

Director of Career Services
RTLambert@jhu.edu
202.663.5984

Janet Burrowes

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