

The Paul H. Nitze School of Advanced International Studies
SAIS Employment Outcomes
Class of 2010



JOHNS HOPKINS
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 2010 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.

I am pleased to report that the class of 2010 distinguished itself in terms of their employment outcomes this year. This is especially welcome given the continued challenges in the global employment market. In fact, any loss in private sector hiring in 2009 was fully made up for in the class of 2010, with 40% of graduates joining the private sector. 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.

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. In addition, Career Services added to our value proposition for employers this year by connecting them with the SAIS alumni community to identify candidates 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 65 years, 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 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.H.S. with JHU's Bloomberg School of Public Health
- ▶ M.A. – M.P.A. concurrent degree with the Maxwell School of Citizenship and Public Affairs of Syracuse University

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

Average Age: **28**

International Students (non-U.S. residents): **29%**

Countries Represented: **55**

Percentage With Prior Professional Experience: **91%**

Percentage With Prior International Work or Study Experience: **98%**



An International Perspective

▶ SAIS has more than 15,000 alumni all around the world.

▶ SAIS is a dynamic, global graduate school with three locations: Washington, D.C., Bologna, Italy and Nanjing, China.

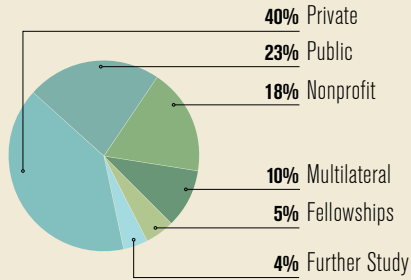
▶ The Washington, D.C., campus has approximately 600 students who are eager to experience the advantages of life at the center of world politics.

▶ Approximately 200 students attend the Hopkins-Nanjing Center for Chinese and American Studies where we offer the first joint-degree program of its kind in China.

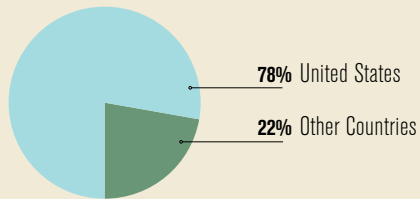
▶ More than 170 students attend the SAIS Bologna Center, where students study international relations in a European setting.

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

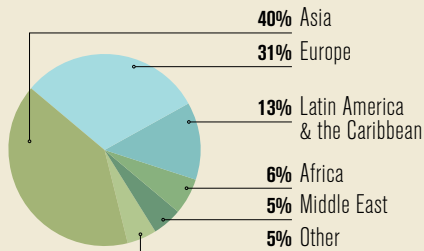
2010 Employment by Sector



2010 Employment by Location



2010 International Employment



Employment and Compensation Trends

Class of 2010 Employment Statistics

This data reflects employment statistics based on results of a survey of SAIS M.A. students who graduated between December 2009 and May 2010.

Employment Location

SAIS graduates are employed all over the world. While the majority of 2010 SAIS graduates found employment in the United States, 22 percent are working internationally in Asia, Europe, 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 the Master of Arts graduates of 2010 (non-dual degree), median full-time salaries for each sector were as follows:

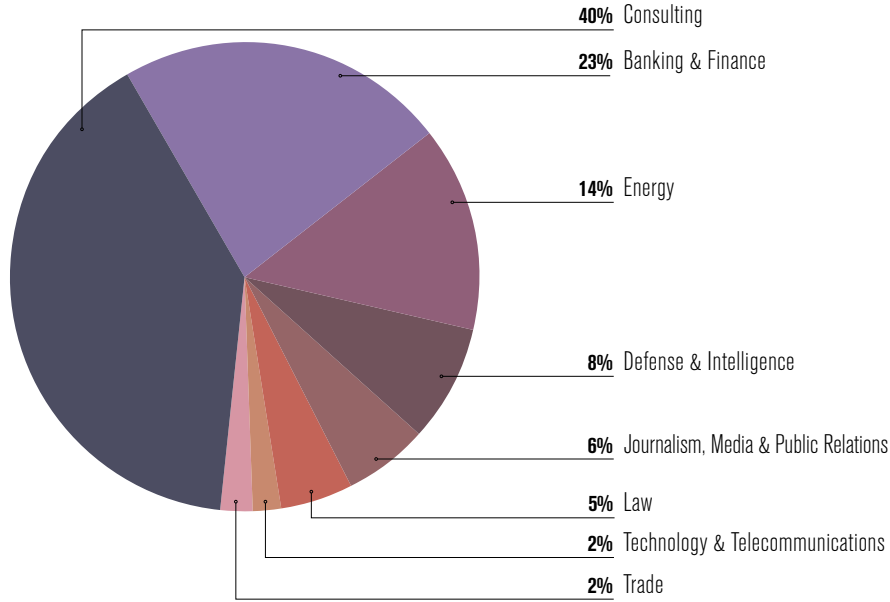
Private	\$60,000
Public	\$56,000
Multilateral	\$49,000
Nonprofit	\$46,000

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

Approximately 40 percent of SAIS Master of Arts graduates from the class of 2010 entered the private sector, with the largest numbers of hires in consulting and finance.

Private Sector Employer Types



Private Sector Employers

- | | |
|--|--|
| AES Corporation | Goldman Sachs |
| Altai | Greengate LLC |
| Altegrity Risk International | IHS Cambridge Energy Research Associates |
| AMGlobal Consulting | Intelligence Community Jobs, Inc. |
| BAE Systems | Jones Lang LaSalle |
| Bain and Company | JPMorgan Chase |
| Booz Allen Hamilton | Knowledge International LLC |
| Booz & Company | LCM Commodities |
| Boston Consulting Group | McKinsey & Company |
| Business for Social Responsibility | Mediabrand |
| Business Monitor International | MicroVest Capital Management |
| Caeus Associates | Morgan Stanley |
| Cardno ENTRIX | Nexant |
| Casals and Associates | Noble Group |
| Castalia Strategic Advisors | Odebrecht Engineering and Construction |
| Chemicon | PA Europe |
| Cleary Gottlieb Steen & Hamilton LLP | PG&E |
| CMX Caspian & Gulf Consulting Ltd. | Peer Gan & Gisler LLP |
| The Cohen Group | PFC Energy |
| Community IT Innovators | Pricewaterhouse Coopers |
| Compass Lexecon | Rabin Strategic Partners |
| Corporate Executive Board | The Rapidan Group |
| Covington & Burling LLP | RepRisk AG |
| CPCS Infrastructure Development Consultants | SAIC |
| Creative Associates International | Shell |
| Creative Computing Solutions, Inc. | Sidar Global Advisors |
| Credit Suisse | Sindicatum Carbon Capital |
| DCI Group | Singapore Press Holdings |
| Democracy International | Sodexo |
| Dexis Consulting Group | SRA International, Inc |
| ECOFAC AG | Strategic Social |
| Ernst & Young LLP | Taylor-DeJongh |
| Eurasia Group | Tractus Asia |
| Fannie Mae | Tudor Investment Corporation |
| Fontheim | UBS |
| Fraunhofer Center for Central and Eastern Europe | Vista International LLC |
| Gerson Lehrman Group | Weidner, Inc. |
| Global Post, LLC | West Wing Writers |
| | White & Case |

Public Sector Employers

U.S. Federal Government

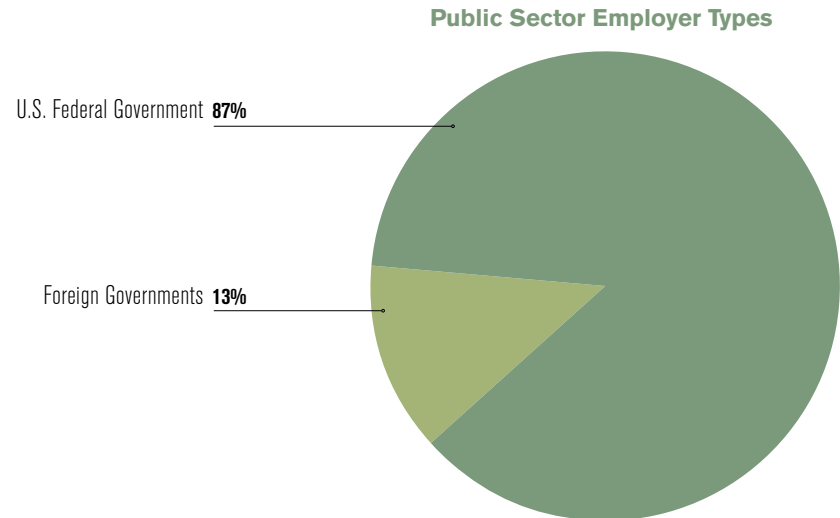
Bonneville Power Administration
Central Intelligence Agency
Defense Intelligence Agency
Federal Bureau of Investigation
Federal Reserve Bank of Dallas
Federal Reserve Bank of New York
National Defense University
National Geospatial-Intelligence Agency
Office of Management and Budget
U.S. African Development Foundation
U.S. Customs and Border Protection
U.S. Department of Agriculture
U.S. Department of Commerce
U.S. Department of Defense
U.S. Department of Energy
U.S. Department of Homeland Security
U.S. Department of the Interior
U.S. Department of State
U.S. Department of the Treasury
U.S. Department of Veterans Affairs
U.S. Government Accountability Office
U.S. House of Representatives
U.S. International Trade Commission
U.S. Small Business Administration
West Point Combating Terrorism Center

Foreign Governments

Danish Ministry of Justice
Delegation of the European Commission
to the U.S.
Embassy of France
European Parliament
German Technical Cooperation (GTZ)
Ministry of Economy, Trade and Industry,
Japan Ministry of Foreign Affairs
Taipei Economic and Cultural
Representative Office

Sector Statistics and Employers: The Public Sector

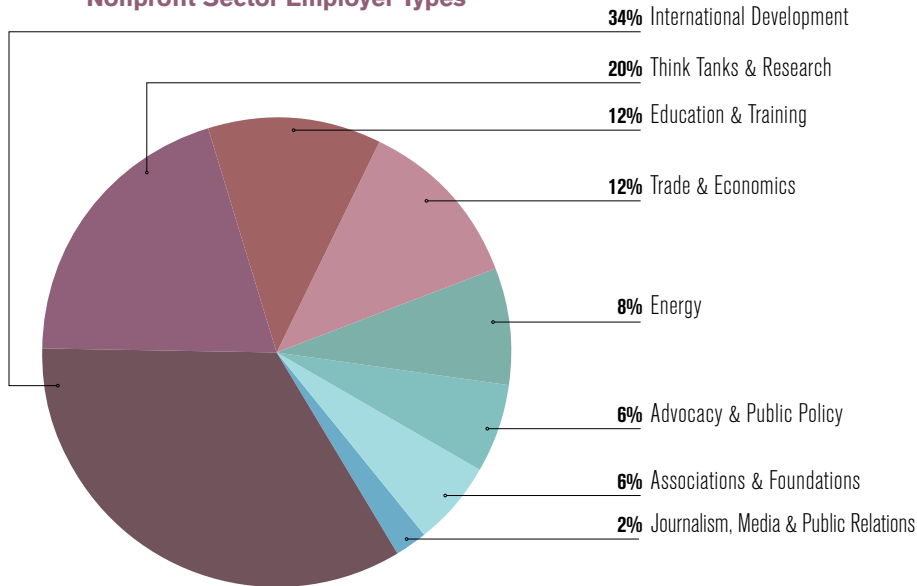
Of the 2010 M.A. graduating class, 23 percent found employment in the public sector in the U.S. federal government or in foreign governments. The top employer in the public sector was the U.S. Department of State.



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 18 percent of the SAIS graduating class of 2010 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



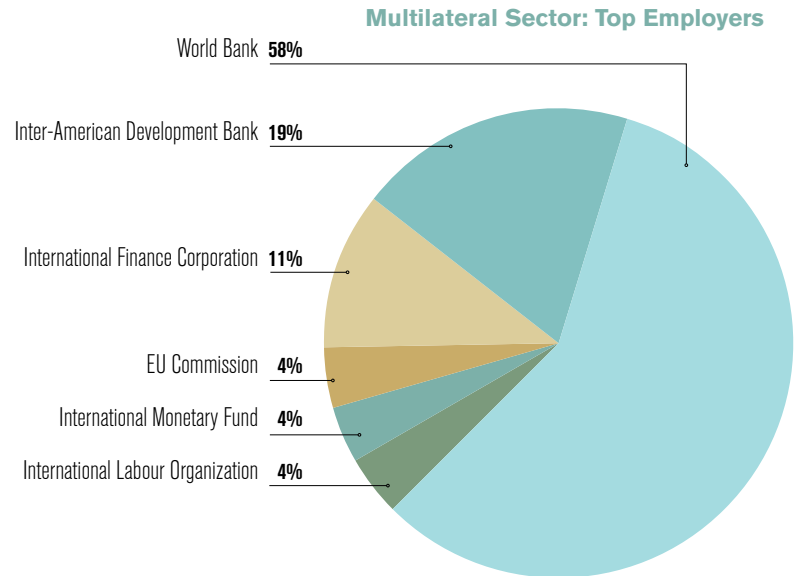
Nonprofit Sector Employers

- Alliance to Save Energy
- Alternative Indicators of Well-Being for Melanesia
- American Chamber of Commerce in China
- Bank Information Center
- Border Action Network
- The Brookings Institution
- Calvert Foundation
- Catholic Relief Services
- Center for Strategic & International Studies
- The Corporate Council on Africa
- eStandards Forum
- GlobalGiving Foundation
- Global Health Council
- Institute of International Finance
- International Centre for Financial Regulation
- International Foundation for Electoral Systems
- International Peace & Security Institute
- International Republican Institute
- International Vaccine Access Center
- The Johns Hopkins University
- Joint Global Change Research Institute
- Laureate Inc.
- Mennonite Central Committee
- Mercy Corps
- National Cooperative Business Association
- National Italian American Foundation
- National Peace Council
- Nonviolent Peaceforce
- Oceana
- Operation Smile, Inc.
- Overseas Development Institute
- PATH International
- People's Action for Free and Fair Elections
- Peterson Institute for International Economics
- RAND Corporation
- Search for Common Ground
- Small Enterprise Assistance Funds
- The Nippon Foundation
- Third Way
- Transatlantic Academy
- UK Higher Education International & European Unit
- University of Maryland
- University of Texas
- U.S. Chamber of Commerce
- US-China Business Council
- Woodrow Wilson International Center for Scholars
- Worldwatch Institute
- Yale University



Sector Statistics and Employers: The Multilateral Sector

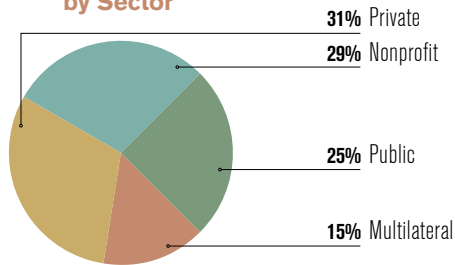
The multilateral sector employed 10 percent of the SAIS class of 2010. International development was the largest functional area of employment within these multilateral organizations. Other functional areas of employment in this sector were banking and finance, diplomacy, microfinance, monitoring and evaluation, and trade and economics.



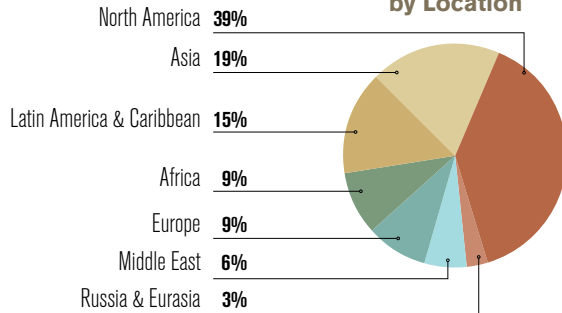
Internships

More than 75 percent of SAIS graduates from the class of 2010 participated in summer internship opportunities to complement their academic training and to build their professional credentials, and 50 percent participated in internships during the academic year. Most academic-year internships took place in Washington, D.C., while the majority of summer internships took place abroad. Students from the class of 2010 completed summer internships across all sectors and in most regions of the world.

Summer Internships by Sector



Summer Internships by Location



Recruiting at SAIS

Career Services at SAIS is committed to helping organizations recruit first-rate talent for internships and full-time employment. We offer a variety of resources to employers as outlined on the following pages.

On-Campus Opportunities

CAREER FAIRS Career Services hosts two annual career fairs: the Fall Career Fair in mid-October and the Spring Career Fair in mid-February. These are focused on employer recruiting cycles with many large private sector and government agencies recruiting in the fall, and development consulting, non-profits, think tanks and government employers in the spring. The fairs are 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 the past year include: Alteryx Risk International, BAE Systems, Booz Allen Hamilton, Central Intelligence Agency, Chemonics, DAI, Global Fund for Children, Nathan Associates, Inc., Overseas Private Investment Corporation, Science Applications International Corporation (SAIC) and U.S. Departments of Commerce, Defense and State.

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.

ON-CAMPUS RECRUITING Employers are welcome to participate in our on-campus recruiting program which begins in late September and runs throughout the spring. This program allows employers to post an open position, collect résumés and select candidates to interview on campus.

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, Finance, Gender & Development, Global Security & Conflict Management, International Organizations, International Trade, Journalism & Media, and Net Impact. 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 Meet 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 several career treks for students each year to cities such as New York, London, Brussels,

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 ISDN or IP video interviewing. Please contact Janet Burrowes, Assistant 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, Assistant 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, Assistant 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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