



The Paul H. Nitze School of Advanced International Studies

SAIS Employment Outcomes Class of 2011



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 2011 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.

Given the events, both political and economic, around the globe in this past year, it is clear that the SAIS education is more relevant than ever. Whether helping to assess risk for international investment houses, monitoring elections in emerging democracies, or working in concert with development agencies and members of the military on the ground to bring aid assistance to refugees, the SAIS education has emerged as a resource of growing importance to global employers seeking talent to solve the world's most pressing problems and to maximize existing opportunities.

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. concurrent degree with the Maxwell School of Citizenship and Public Affairs of Syracuse University

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

Average Age: 27

International Students (non-U.S. residents): 30%

Countries Represented: 70+

Percentage With Prior Professional Experience: 88%

Percentage With Prior International Work or Study Experience: 99%



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.

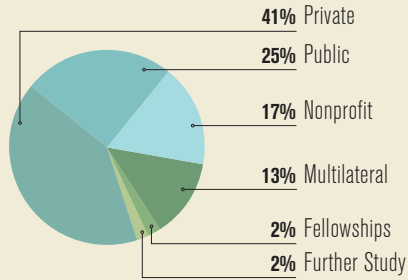
▶ The Washington, D.C., campus has approximately 600 students who are eager to experience the advantages of life at the center of world politics.

▶ 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.

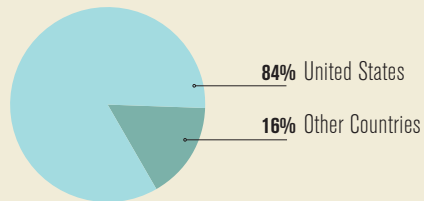
▶ More than 190 students attend the SAIS Bologna Center, where students study international relations in a European setting.

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

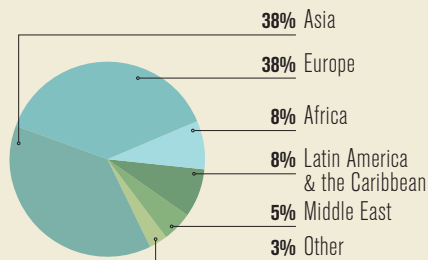
2011 Employment by Sector



2011 Employment by Location



2011 International Employment



Employment and Compensation Trends

Class of 2011 Employment Statistics

This data reflects employment statistics based on results of a survey of SAIS M.A. students who graduated between December 2010 and August 2011.

Employment Location

SAIS graduates are employed all over the world. While the majority of 2011 SAIS graduates found employment in the United States, 16 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 2011 (non-dual degree), median full-time salaries for each sector were as follows:

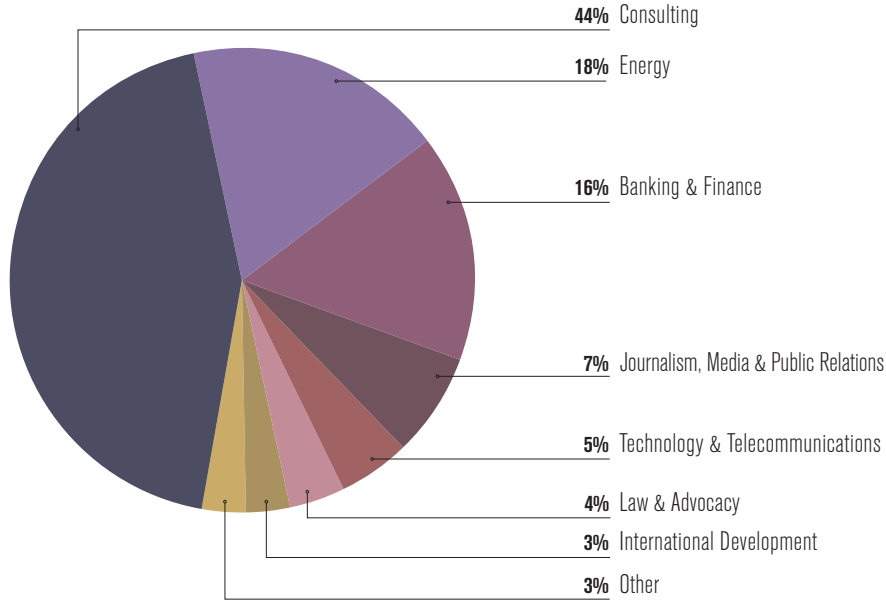
Private	\$65,000
Public	\$61,000
Multilateral	\$55,000
Nonprofit	\$49,000

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, 41%, 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

Abt Associates	Ernst & Young LLP	Oxy
Adobe Systems Inc.	Eurasia Group	part2pictures
APCO Worldwide	FI Consulting	Paul, Hastings, Janofsky & Walker
Asahi Shimbun	Frontier Strategy Group	Personalized Media Communications
The Avascent Group	Futures Group	Petroport S.A.
Bain and Company	GE	PFC Energy
Belle Air Company	Global Frontier Analytics	Podesta Group
The Boeing Company	Greengate LLC	PRO-telligent
Booz & Company	Helio Micro Utility	PwC
Booz Allen Hamilton	Hogan Lovells	The Rapidan Group
Boston Consulting Group	IBM	Recoup Consultants
Burson-Marsteller	IHS CERA	Register Larkin Energy
Business Monitor International	iJET Intelligent Risk Systems	Robert W. Baird & Co.
Caerus Associates	The Institute of International Finance, Inc	Roland Berger
Carana Corporation	Instituto Affari Internazionali	SAIC
Chemionics International Inc.	JPMorgan Chase & Co	Sibley International
ChinaScope	Kontinent LLC	SK China
Citi	Kroll/Altegrity Risk International	SkinnyCorp
Cluster Consulting	Management Systems International	Strategic Social
The Cohen Group	McKinsey & Company	Taylor-DeJongh
Content Solutions	Mercer	TD International
Credit Agricole	Monitor Group	Terra Global Capital, LLC
Credit Suisse	Morgan Stanley	Thomson Reuters
DAI	Nathan Associates Inc.	UBS
Dalberg Global Development Advisors	Navigant Consulting	Univision
Deloitte & Touche	OCl Chemical	Van Ness Feldman
Enerkem		VNG Corporation
Equa Solutions, Inc.		

Public Sector Employers

U.S. Federal Government

Board of Governors of the
Federal Reserve System
Central Intelligence Agency
Combating Terrorism Center
at West Point
Defense Intelligence Agency
Export-Import Bank of the United States
Federal Reserve Bank of New York
Millennium Challenge Corporation
Peace Corps
Senate Foreign Relations Committee
USAID
U.S. Army
U.S. Department of Agriculture
U.S. Department of Commerce
U.S. Department of Defense
U.S. Department of Energy
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. Environmental Protection Agency

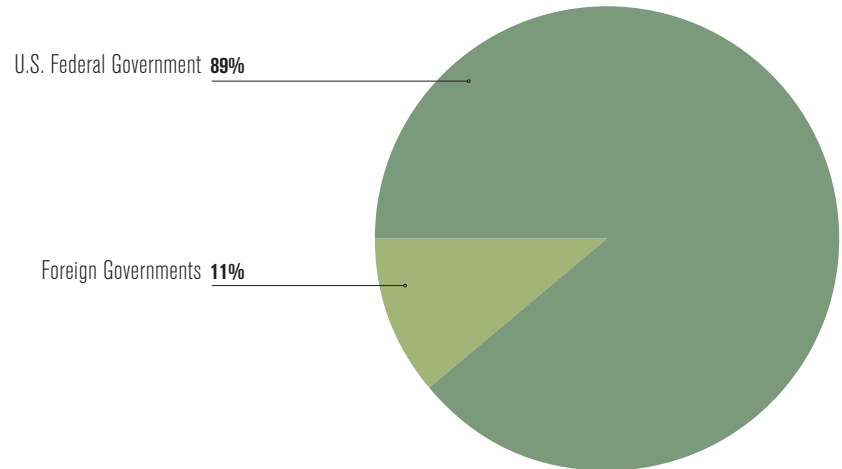
Foreign Governments

Central Bank of the Republic
of Azerbaijan
Financial Services Agency, The
Japanese Government
Institute of Foreign Affairs & National
Security, Republic of Korea
KfW Development Bank
Ministry of Economy, Finance
and Industry, France
Ministry of Economy, Trade
and Industry, Japan
Ministry of Foreign Affairs, Japan
Ministry of Foreign Affairs, Thailand
Ministry of Foreign Affairs and
Trade, Republic of Korea
Uruguayan Mission to the
Organization of American States

Sector Statistics and Employers: The Public Sector

Of the 2011 M.A. graduating class, 25 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.

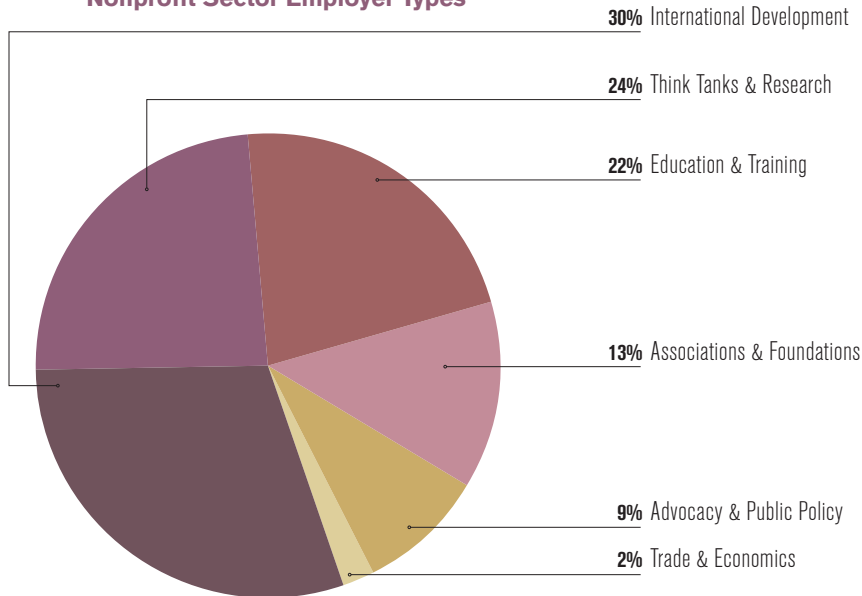
Public Sector Employer Types



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 17 percent of the SAIS graduating class of 2011 went to work in a variety of areas in the nonprofit sector such as international development, think tanks and research, education and training, and education and training.

Nonprofit Sector Employer Types



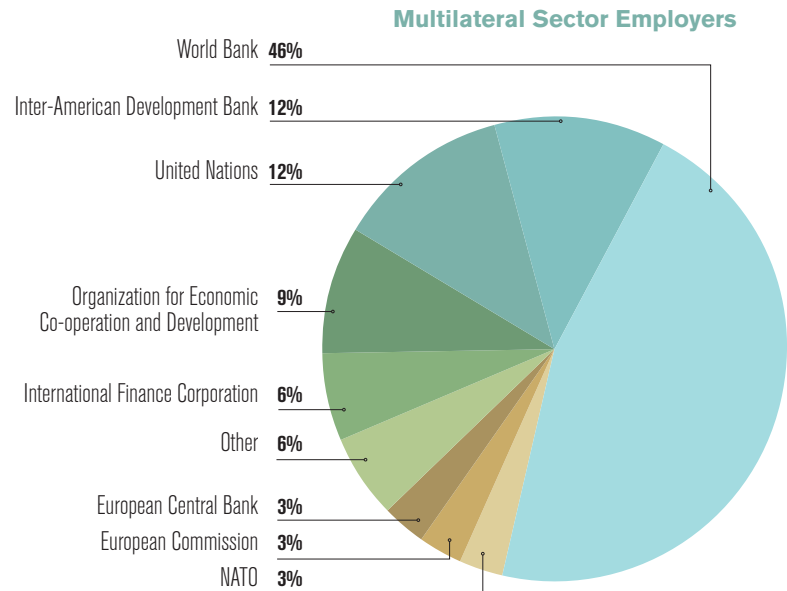
Nonprofit Sector Employers

ACCION International
 ACDI / VOCA
 ActionAid International
 The Aspen Institute
 Atlantic Council of the United States
 British Council
 Brookings Institution
 Carter Center
 Catholic Relief Services
 Center for Global Development
 Center for International Private Enterprise
 Center for Strategic & International Studies
 Central European University, School of Public Policy & International Affairs
 Council on Foreign Relations
 Diversity Leadership Institute
 FINCA International
 FSG Social Impact Advisors
 Gates Foundation
 Georgetown University
 Innovations for Poverty Action
 Institute for Cultural Diplomacy
 InterMedia
 International Rescue Committee

Japan Center for International Finance
 The Johns Hopkins University, School of Advanced International Studies
 Korea Economic Institute
 Nagoya University, Global Environment Leaders Program
 National Democratic Institute
 New Cities Foundation
 OXFAM
 PACT
 Pew Center on Global Climate Change
 Population Services International (PSI)
 RAND Corporation
 Sabin Vaccine Institute
 Secure World Foundation
 The SEEP Network
 SIT Study Abroad, World Learning
 University of Advancing Technology
 Winrock International

Sector Statistics and Employers: The Multilateral Sector

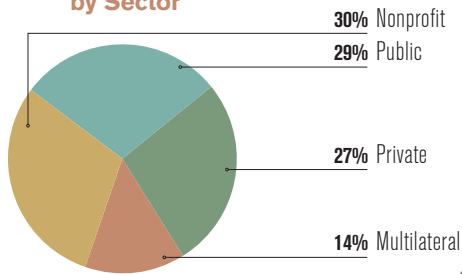
The multilateral sector employed 13 percent of the SAIS class of 2011. International development was the largest functional area of employment within these multilateral organizations. Other functional areas of employment in this sector were banking and finance, diplomacy, microfinance, monitoring and evaluation, and trade and economics.



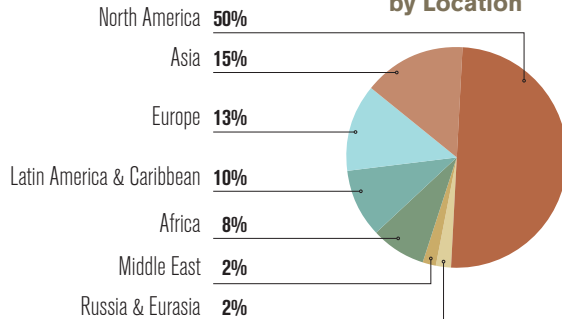
Internships

More than 75 percent of SAIS graduates from the class of 2011 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 many of the summer internships took place abroad. Students from the class of 2011 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 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 the past year include: ACDI/VOCA, 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, Register Larkin Energy, Search for Common Ground, Toffler Associates, USAID and the U.S. Department of State.

EMPLOYER PRESENTATIONS Employer presentations are an effective way to provide students with an overview of your organiza-

tion, 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 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, Entrepreneurship, Finance, Gender & Devel-

opment, 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

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RTLambert@jhu.edu
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Janet Burrowes

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