

Profile for 2008 Full-Time MBA Entrants

Data represent all Full-Time MBA programs: Two-Year, One-Year, MMM, JD-MBA

Applicant Information

Total Number of Applicants	5526
Two-Year MBA and MMM Applicants	5073

Enrolled Students

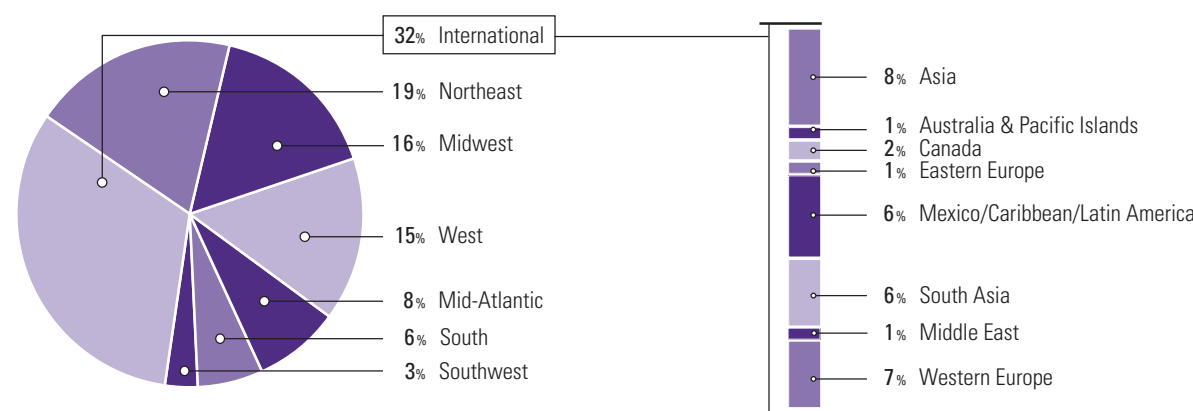
Total Enrolled Students	650
Two-Year MBA	485
One-Year MBA	79
MMM	59
JD-MBA	27

Class Characteristics

U.S. Minority	24%
Female	35%
International Citizenship	35%
Age Range (years)*	26-31
Average Salary Prior to Kellogg	\$69,218
Work Experience Range (years)*	3-7

* Represents the middle 80%

Geographic Representation at Time of Acceptance



Data refer to all programs as of June 12, 2008. All averages are rounded and may not equal 100%.

GMAT Distribution

	Up to 650	650-690	700-740	750-800
Total Applicants	13%	25%	46%	16%
Enrolled Students	6%	22%	50%	22%

GMAT	Average Score of Enrolled Students
Test of English as a Foreign Language (TOEFL)	712
Average Score of Enrolled Students	274

GMAT and TOEFL scores are just two of the many factors considered in the admissions decision process.

Tuition and Financial Aid Information

Two-Year MBA and MMM Programs (1st year only)	
Tuition*	\$46,791
Room and Board Expenses	\$14,475
Anticipated Additional Expenses**	\$11,273

One-Year MBA Program	
Tuition*	\$62,388
Annual Room and Board Expenses	\$19,300
Anticipated Additional Expenses**	\$13,792

JD-MBA Programs (2nd year only)	
Tuition*	\$62,844
Room and Board Expenses	\$13,760
Anticipated Additional Expenses**	\$10,762

*This number reflects tuition for one 2008-2009 academic year. Tuition costs vary from year to year.

**Figure reflects anticipated costs for books/supplies, travel, personal, health insurance, computer equipment and various loan fees and is subject to change.

Student Organizations and Initiatives

The Kellogg School has more than 80 student organizations covering a multitude of professional and social interests.

SPECIAL INTEREST CLUBS INCLUDE

African Business Association
 Asian Management Association
 Black Management Association
 Business with a Heart
 China Business
 Culture and Arts
 European Business
 Gay & Lesbian Management Association
 Hispanic Business Student Association
 India Business
 Jewish Business Association
 Joint Ventures*
 Kellogg Christian Fellowship
 Latin American, Hispanic and Iberian Management Association
 Middle Eastern & Arabic Business Association
 Social Impact
 Veterans Association
 Women's Business Association

* Nearly half of Kellogg students are accompanied by a spouse or partner, making Joint Ventures, a networking group for partners, an important part of life at Kellogg. Kellogg Kids, a related group, offers family activities throughout the year.

PROFESSIONAL CLUBS INCLUDE

Business Leadership
 Consulting
 Emerging Markets
 Energy Management
 Environmental Sustainability
 Finance
 Family Enterprise
 General Management
 Investment Banking
 Healthcare and Biotechnology
 High-Tech
 Marketing
 Media and Entertainment
 Private Equity and Entrepreneurship
 Real Estate
 Retail
 Sports Business

For a complete list of special interest and professional clubs, please visit kellogg.northwestern.edu/about/culture/clubs.htm

For upcoming events and conferences, please visit kellogg.northwestern.edu/about/culture/conferences.htm



Kellogg School of Management
 Donald P. Jacobs Center
 2001 Sheridan Road, Evanston, IL 60208 USA

In the past year, hundreds of CEOs, senior executives and government officials addressed Kellogg conferences, classes and student events.

RECENT DISTINGUISHED SPEAKERS INCLUDED

American Express, Kenneth Chenault, chairman and CEO
 Bill Clinton, former president of the United States
 The Boeing Company, W. James McNerney, Jr., chairman, president and CEO
 Booz Allen Hamilton, Dr. Ralph Shrader, chairman and CEO
 Coca-Cola India, Atul Singh, president and CEO
 CostCo, Jim Sinegal, co-founder, president, CEO and director
 European Union, Neelie Kroes, European Commissioner for Competition
 FedEx, Frederick Smith, founder, chairman, president and CEO
 Joseph Stiglitz, 2001 Nobel Prize winner in Economics and former World Bank chief economist
 McDonald's USA, Don Thompson, president
 Michael Moskow, former Federal Reserve Bank of Chicago president and CEO
 The Middleby Corporation, Selim Bassoul '81, CEO
 Office Depot de Mexico, Angel Alverde Losada '94, CEO
 Republic of Turkey, Ali Babacan '92, minister of foreign affairs
 Takeda Pharmaceuticals North America, Mark Booth '97, president
 Telefonica USA Inc., Pedro (Pete) Pizarro '94, president and CEO
 United States Olympic Committee, Jim Scherr '89, CEO

2008 - 2009 CONFERENCES

Fall Quarter Innovating Social Change Conference; Leadership Conference; Real Estate Conference; Business of Healthcare Conference; Finance Conference

Winter Quarter Marketing Conference; Greater China Business Conference; Private Equity Conference; Black Management Association Conference; Women's Business Association Conference

Spring Quarter India Business Conference; Technology Conference; Manufacturing Business Conference; Latin America Business Conference

RESOURCES

General Information

847.491.3300 kellogg.northwestern.edu

Full-Time MBA Program Admissions/Financial Aid

847.491.3308 kellogg.northwestern.edu/admissions/apply

Part-Time MBA Program Admissions

312.503.8385 kellogg.northwestern.edu/parttime/apply

Executive MBA Program Admissions

847.467.7020 kellogg.northwestern.edu/emba/apply

Executive Education

847.467.7000 kellogg.northwestern.edu/execed

Alumni Network

847.467.2586 alumni.kellogg.northwestern.edu

Kellogg Insight: Focus on Faculty Research

insight.kellogg.northwestern.edu

"I Have a Kellogg MBA": Alumni Profiles

centennial.kellogg.northwestern.edu/alumni



Facts & Figures

FULL-TIME KELLOGG MBA PROGRAM 2008 - 2009

Brand Position

With its unique approach to education, the Kellogg School of Management at Northwestern University develops global leaders who make contributions of lasting significance for the world. The Kellogg experience is built on a framework that emphasizes *intellectual depth, experiential learning, a global perspective, and leadership skills and social responsibility.*

At the Kellogg School, students develop a set of skills and values that enables them to diagnose complex organizational challenges, set strategic direction in turbulent environments, build consensus across diverse groups and apply rigorous analytical thinking to create value for society.

These are the qualities that distinguish the Kellogg School MBA graduate. Taught by a world-class, research-based faculty, and supported by a global network of 50,000 alumni, today's students continue the legacy begun when the school was founded at Northwestern in 1908. Today, Kellogg is one of the world's most prestigious business schools.

Cultivating Leaders

INTELLECTUAL DEPTH

- + Kellogg students take a demanding core curriculum that emphasizes the development of durable analytical skills across disciplines.
- + Kellogg School faculty are dedicated teachers and researchers who dare to confront critical problems and advance new thinking in business management strategies.
- + The school offers more than 200 elective courses, allowing students to customize a program for detailed exploration of business industries and functions.
- + Kellogg students' prior business experience imparts a breadth of professional knowledge to peers.

LEADERSHIP SKILLS AND SOCIAL RESPONSIBILITY

- + Through focused first- and second-year pre-term classes, all students develop rigorous approaches to leadership challenges.
- + Recruiters value Kellogg graduates for their collaborative, versatile leadership skills, drawn from hundreds of Kellogg leadership experiences.
- + In case competitions during 2007-2008, Kellogg teams won first place nine times against peer schools in topics such as marketing, finance, health and social impact.
- + Executives make extended visits to Kellogg, offering students firsthand insights.
- + The Social Enterprise at Kellogg (SEEK) program offers a structure that shows students how to harness disciplined thinking and exemplary business practices to create sustainable social impact.

EXPERIENTIAL LEARNING

- + Kellogg offers nearly 20 formal hands-on opportunities that let students apply classroom theory to solve problems in real-world business settings. For example:
 - Full-time students in the *Asset Management Practicum* manage part of the Kellogg School's endowment, applying investment theory.
 - In the *Medical Innovation* course, Kellogg students work with peers from Northwestern University's engineering, medical and law schools to develop medical products and present business plans to venture capitalists.

GLOBAL PERSPECTIVE

- + More than one-third of Kellogg full-time students come from outside the United States.
- + A global course requirement broadens students' international frameworks.
- + Academic field studies in more than a dozen countries bring students together with senior leaders from business, nonprofit, government and NGO arenas.

100 Years of Academic Excellence

In 2008, the Kellogg School celebrates its 100th anniversary. The Centennial Celebration begins in October 2008 and continues through May 2009 with events in Evanston and Chicago, as well as a series of four Global Centennial Conferences in Miami, Zurich, New York and Shanghai. These conferences will highlight a century of research and teaching at Kellogg, carrying forth that tradition by bringing together the brightest minds from the school's past, present and future to consider the issues facing leaders in the new century. Learn more at centennial.kellogg.northwestern.edu.



Academics

The Kellogg School curriculum gives students the skills to build a strong business and management foundation through required core courses — and the flexibility to pursue an academic program tailored to their ambitions and interests.

Kellogg offers more than 200 electives, many of which include experiential learning opportunities and the chance to work with companies worldwide.

MOST POPULAR MAJORS OF THE FULL-TIME CLASS OF 2008

1. Finance
2. Marketing
3. Management & Strategy
4. Management & Organizations
5. Entrepreneurship & Innovation

TEACHING METHODS

Case Study:	30%
Team Projects:	30%
Lecture:	30%
Experiential Learning & Simulations:	10%

Research Centers

More than 20 research centers foster collaborative research among faculty members and graduate students within the Kellogg School and throughout Northwestern University. The centers sponsor workshops, seminars and visiting lectureships that attract distinguished scholars from around the world. Research centers include the *Center for Biotechnology*, *Center for Executive Women*, *Center for Family Enterprises*, *Center for Nonprofit Management*, *Center for Research in Technology & Innovation*, *Dispute Resolution Research Center*, *Ford Motor Company Center for Global Citizenship*, *Interdisciplinary Center on the Science of Diversity*, *International Business and Markets Research Center*, *Larry and Carol Levy Institute for Entrepreneurial Practice*, and the *Zell Center for Risk Research*.

Full-Time MBA Programs

Two-Year MBA (2Y): Offers the greatest flexibility to explore new areas of interest and develop strong management and leadership skills. Beginning in September, students complete six academic quarters and a summer internship.

One-Year MBA (1Y): Accelerated program allows students who have already completed core coursework to get an MBA and return to their careers quickly. The curriculum consists almost entirely of electives. Students begin in June and complete four consecutive academic quarters to end in June of the following year.

The MMM Program: Integrates management, operations and design in a two-year, dual-degree program. Students receive a master of business administration (MBA) from Kellogg and a master in engineering management (MEM) from Northwestern University's McCormick School of Engineering and Applied Science.

Juris Doctor-Master of Business Administration (JD-MBA): Students earn the juris doctor (JD) and the master of business administration (MBA) in three years. Coursework begins with a full year of study — including summer — at Northwestern University's School of Law, followed by three academic quarters at Kellogg, then a summer internship in law or business, and a final year of coursework at the School of Law.

Medicine-Master of Business Administration (MD-MBA): Dual-degree program offered by Kellogg and the Feinberg School of Medicine at Northwestern. Students complete courses for both programs in five years instead of the usual six years.

The Kellogg School also offers Part-Time MBA and Executive MBA Programs, as well as non-degree executive education programs.

Career Management Center

The Kellogg School's employment rates are among the highest of any top-tier graduate school of business. Kellogg has long been recognized as a leader in providing innovative career services to employers, students and alumni. Known for its emphasis on customer service, the Kellogg Career Management Center (CMC) plays an integral role in helping students and alumni advance their careers.

Kellogg students utilize the full range of CMC services, including unrestricted, individual meetings with career counselors, self-assessment workshops, résumé advice and videotaped mock interviews.

Each year Kellogg publishes thousands of job postings across all functions and industries through the Kellogg Career Network, a free, Web-based service for students and alumni.

The CMC prepares students for and facilitates their networking activities through workshops, practicum training and events.

The center's affiliation with the MBA Nonprofit Connection provides individual career counseling and summer job listings for students interested in nonprofit and socially responsible firms and organizations.

The staff works closely with hundreds of employers around the globe to support their hiring needs. The CMC conducts Recruiter Roundtables, on-site company visits and outreach, partners with various student clubs in planning domestic and international treks, and facilitates thousands of on-campus interviews each year.

Kellogg supports international students and recruiters by providing dedicated staff, resources and programming focused on international careers. Twice a year Kellogg participates in the MBA Global Career Forum, an online recruiting event in which recruiters can present their company, post jobs and search résumés. Kellogg also participates in several other international career fairs.

Career coaches are available free of charge for use by Kellogg alumni to assist in post-graduate job searches.

Kellogg Alumni Network

The Kellogg Alumni Network consists of 50,000 alumni worldwide who stay involved with the school and each other through participation in alumni clubs, affinity programming, social networking and lifelong learning opportunities.

KELLOGG ALUMNI NETWORK ONLINE

At alumni.kellogg.northwestern.edu, alumni stay connected with features such as the alumni directory, news and events, career information and the latest Kellogg School research.

Alumni connect with peers using online social networking services such as LinkedIn, where Kellogg facilitates groups exclusively for alumni.

ALUMNI ENGAGEMENT OPPORTUNITIES

- + Kellogg School events and conferences allow students to interact with alumni guest speakers and participants and learn first-hand from the experiences those people share.

The Donald P. Jacobs Center, home of the Kellogg School, is located on Northwestern University's picturesque lakeside Evanston campus 12 miles north of downtown Chicago.

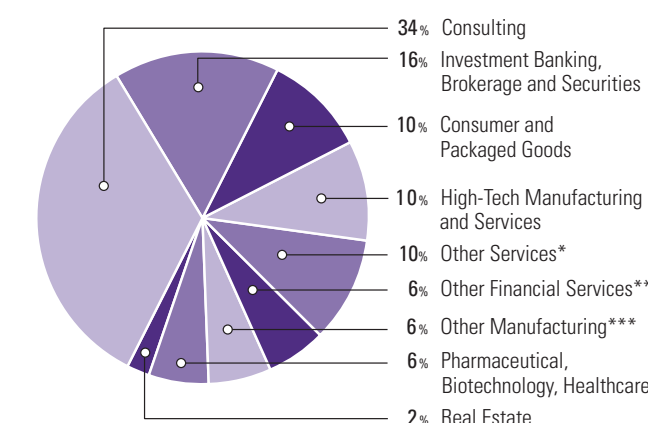
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Career Acceptance Information

Acceptances by Major Industries

Services 72% Manufacturing 28%

Acceptances by Selected Industries

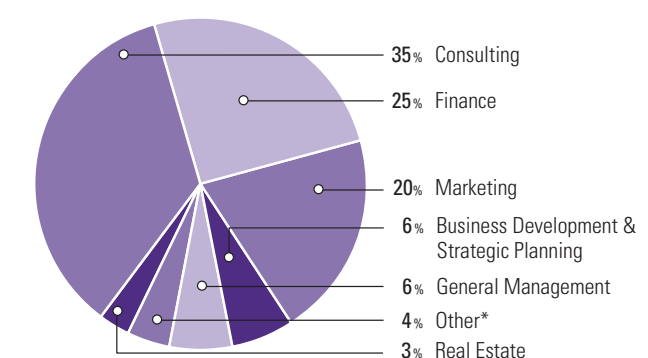


*Includes Advertising, Construction, Education, Entertainment, Executive Search, Government, Non-Profit, Other Services, Retail, Transportation Services, Travel/Leisure Services, Utilities

**Includes Commercial Banking, Diversified Financial Services, Insurance, Private Equity/Leveraged Buyout, Private Equity/Venture Capital

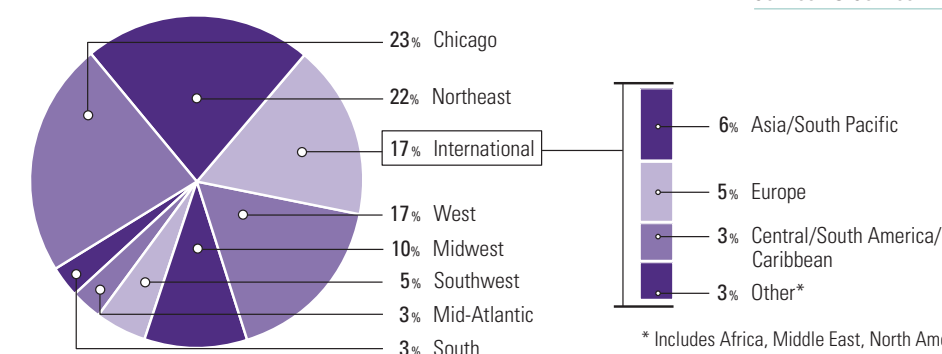
***Includes Agribusiness, Alternative Energy, Automotive, Chemicals, Energy, Other Manufacturing, Petroleum, Widely Diversified Manufacturing

Acceptances by Function



*Includes Administration, Engineering, Operations/Production, Other

Acceptances by Geographic Distribution



*Includes Africa, Middle East, North America-Non U.S.

Base Salary Range by Function

	Range	Average	Median
Business Development & Strategic Planning	83,000–130,000	102,378	100,000
Consulting	30,000–250,000	123,968	125,000
Finance	80,000–190,000	105,395	95,000
General Management	95,000–130,000	108,700	105,500
Marketing	52,000–190,000	98,571	95,000
Other*	47,000–150,000	109,778	118,000
Real Estate	75,000–145,000	103,917	100,000

*Includes Administration, Engineering, Operations/Production, Other

Major Employers — Graduating Class of 2008

Three or more students accepted positions with these firms.

A.T. Kearney	JPMorgan Chase & Co.
Abbott Laboratories	Kraft Foods Global, Inc.
Accenture	L.E.K. Consulting
Amazon.com, Inc.	Lazard Middle Market
American Express Company	Lehman Brothers
Apple, Inc.	Lincoln International LLC
Bain & Company, Inc.	Mars North America
Bank of America	McKinsey & Company
Baxter Healthcare Corporation	Merrill Lynch & Co., Inc.
Booz Allen Hamilton	Microsoft Corporation
The Boston Consulting Group	Monitor Group
Citi	Morgan Stanley
Danaher Corporation	The Parthenon Group
DaVita Inc.	PepsiCo, Inc.
Deloitte Consulting LLP	The Procter & Gamble Company
Ecolab Inc.	Sara Lee Corporation
General Mills, Inc.	SC Johnson
Goldman Sachs & Co.	Symantec Corporation
Google Inc.	Target Corporation
Intel Corporation	UBS
Jefferies & Company, Inc	The Walt Disney Company
Johnson & Johnson	

CMC data as of June 27, 2008.