

A study of 2005-2006 beginning offers

WINTER 2006 Volume 45 Issue 1 62 Highland Avenue · Bethlehem, PA 18017 800/544-5272 · www.naceweb.org

In 2006, the year of NACE's 50th anniversary, employers are predicting another good job market for new college graduates. In fact, this is the third year in a row that employers responding to the NACE *Job Outlook* survey have predicted double-digit increases in college hiring. Overall, employers said they plan to hire 14.5 percent more new college graduates in 2005-06 than they hired in 2004-05. In addition, two-thirds of employers (66.5 percent) reported plans to increase their college hiring, compared to just over half last year.

This first look at average starting salary offers to the Class of 2006 provides further evidence of an overall positive job market. Among those disciplines that saw changes in their starting salaries, most saw positive changes—their starting salaries increased. Even among those that saw their starting salaries decrease, average offers tended to dip rather than

plummet. By and large, salary increases were respectable, and some were downright stand outs.

In the business disciplines, accounting graduates were among those that posted a better-than-modest increase: Their average offer now stands at \$45,723, a 6.2 percent increase. But this increase pales in comparison to the increase posted by economics/finance graduates. In the *Job Outlook 2006* report, employers identified economics/finance majors as one of the majors at the undergraduate level they were most likely to target. This issue of *Salary Survey* provides proof of that interest: Now averaging \$45,191, economics/finance majors posted a spectacular 11 percent increase in their average starting salary offer. (In comparison, last year, in the Winter 2005 *Salary Survey* report, economics/finance grads saw their average starting salary increase less than 1 percent.)

Average Starting Salary Offers, by Broad Category						
Broad Category A	verage Salary Offer					
Engineering Majors	\$51,053					
Computer Sciences Majors	\$49,585					
Business Majors	\$42,964					
Health Sciences Majors	\$40,676					
Sciences Majors	\$39,187					
Communications Majors	\$31,517					
Liberal Arts (Humanities & Social Sciences) Maj	ors \$30,828					
Agriculture & Natural Resources Majo	rs \$30,462					
Education Majors	\$29,332					
*Data are for bachelor's degree level candidates.						

> National Association of Colleges and Employers 62 Highland Ave. Bethlehem, PA 18017

Driving this sharp increase: Although the greatest number of offers to these grads came from financial services employers, which offered an average of \$43,974, there were also a substantial number of offers from investment banks, which provided these grads with an average offer of \$52,318. More than three-quarters of the salary offers reported for economics/finance grads were \$40,000 and above; in comparison, last year, 56 percent of the reported offers fell into that range.

Business administration/management graduates saw their average salary offer increase by a respectable 3.9 percent, boosting their average salary offer to \$39,850. Most of the offers made to these graduates came from retail/wholesale organizations which offered, on average, \$36,307. In looking at the types of positions offered, however, it is important to note that management trainee positions accounted for the largest number of opportunities, and the salaries offered for these jobs spanned a large range from \$30,500 to \$40,000.

Marketing graduates did not fare as well as some of the other business disciplines. Their average salary offer fell by 3.4 percent, lowering their average offer to \$36,260.

During the 2004 and 2005 academic years, computer science graduates enjoyed watching their average starting salary increase steadily. That streak ends with this issue of *Salary Survey*; the average offer to computer science graduates fell 2 percent—to \$50,046, a very respectable starting salary in anyone's book.

While computer science graduates hit a bit of choppy water, engineering graduates seem to be enjoying "smooth sailing." In the 2006 Job Outlook report, engineering disciplines accounted for four out of 10 majors employers cited as of interest, and, as was the case with economics/finance grads, this issue of Salary Survey offers evidence of that interest.

Chemical engineering graduates saw their average salary offer rise by 4.2 percent to \$55,900. Engineering services firms accounted for the largest number of offers to chemical engineering graduates; their average offer was \$57,164. Similarly, the average salary offer to civil engineering graduates increased by 4.3 percent to \$44,999, and electrical engineering graduates saw their average offer increase 3.5 percent to \$52,899.

Despite the fact that employers responding to the *Job Outlook 2006* report projected strong demand for mechanical engineering graduates, that demand hasn't yet translated into higher starting salaries. In fact, the average offer to mechanical engineering grads dipped by 0.3 percent to \$50,672. This tiny decrease may be a consequence of the type of positions offered to these graduates and the type of employers offering them jobs. Design/construction engineering jobs accounted for a large number of their opportunities, and these jobs carried an average starting salary of \$49,709. In addition, engineering services firms expressed the most interest in mechanical engineering graduates, and the average offer from these organizations was \$49,555.

Data for liberal arts and sciences graduates is very limited, as is typically the case at this time of year. However, when these graduates are looked at as a group—rather than as separate disciplines—one can get a sense of where they stand relative to last year. The average salary to liberal arts majors as a group is up a healthy 6.1 percent over last year to \$30,828. (Moreover, last year at this time, the overall average for this group had fallen by 3.6 percent.)

NACE will continue to track the job market for new college graduates and how demand affects starting salaries for new college graduates throughout the academic year. In April, the Spring *Salary Survey* report will offer an update on salaries, and the *Job Outlook 2006 Spring Update* will provide a look at how the job market is shaking out for the college Class of 2006.

#### SCOPE AND NATURE OF THE SURVEY

Salary Survey compiles data from career planning and placement offices of colleges and universities across the United States. The reports consist of starting salary offers made to new graduates by employing organizations in business, industry, government, and by nonprofit and educational institutions. The figures reported are for base salaries only and do not include bonuses, fringe benefits, or overtime rates. Confidentiality is maintained for the individual, the college, and the employer.

The number of offers reported in each report is cumulative from the previous September. The offers reported in *Salary Survey* are a representative sample of actual job offers made to new college graduates during the recruiting year and **do not imply all job offers made** to all college graduates.

Salary Survey reports offers, not acceptances. It does not distinguish between single and multiple offers to individual students and, consequently, offers in the study cannot be equated with actual hires. Also, in as much as the ratio of offers to hires is partially a function of the economic climate, year-to-year ratio comparisons based on Survey data would be invalid. In those categories where offers are relatively few, the data should be regarded only as indicative.

Salary Survey is available only to members of the National Association of Colleges and Employers and to Salary Survey subscribers, and is intended for their professional use.

Salary Survey (ISSN 1520-8648) is published 4 times a year in February, April, July, and September by the National Association of Colleges and Employers, 62 Highland Ave., Bethlehem, PA 18017-9085. Periodicals Mail postage paid at Bethlehem, PA, and additional mailing offices.

**POSTMASTER**: Send address changes to *Salary Survey*, 62 Highland Ave., Bethlehem, PA 18017-9085. Subscription price is \$220, members receive one free subscription as part of membership.

Employment

Information Manager: Andrea Koncz Editorial: Kevin Gray Design: Karen Y. Berger

Copyright 2006 by The National Association of Colleges and Employers No part of this publication may be used, adapted, or reproduced in any manner without written permission.

# THATE OF (ONTENT)

Average Yearly Salary Offers	
Bachelor's Degree Candidates	
By Curriculum for all Types	
of Employers	4
By Functional Area for all Types	
of Employers	6
By Curriculum and Employer	8
Summary by Employer	14
MBA Candidates Employer Summary	15

Bachelor's Degree Candidates By Curriculum and Job Function	16
Summary by Job Function	20
Master's Degree Candidates By Curriculum	21
Doctoral Degree Candidates  By Curriculum	
Salary Survey Order Form	23
2005-2006 NACE Salary Survey Participants	24

The Winter 2006 Salary Survey contains information received during the period of September 1, 2005, through January 13, 2006. The data represents a compilation of data from offers extended to students graduating between September 1, 2005, and August 31, 2006. The Winter 2006 report is distributed to NACE members and Salary Survey subscribers who may purchase extra copies of the report for \$8 each and \$10 each respectively.

# HOW TO READ SALARY SURVEY

#### By Curriculum for All Types of Employers

This section shows an overall average salary offer according to the student's major field of study, with no regard to the type of position offered or the type of employer extending the offer. Refer to this section when you want to know the average starting salary offer for a graduate holding a degree in a specific discipline, such as accounting, computer science, mechanical engineering, etc.

#### By Functional Area for All Types of Employers

This section shows an overall average salary offer according to the job function offered to the candidate, with no regard to the degree held or the type of employer extending the offer. Refer to this section when you are looking for the average starting salary offer for a particular job function, such as sales, computer programming, process engineering, etc.

# Starting Salary Offers to All Candidates by Curriculum and Employer

This section shows data first by looking at the type of degree held by the student, then according to the type of employer who extended the offer. Refer to this section when you are looking for the average starting salary offer from a specific type of employer to a graduate holding a specific type of degree. For

example, use this section to find out the average salary offer consulting firms made to electrical engineering graduates.

Data in this section are listed as follows: Bold headings are the curriculum areas which follow the order shown on pages 4 and 5. Employer types under each curriculum are categorized according to the sector of the economy they fall under with service employers being listed first, followed by manufacturing employers, then by nonprofit/government employers.

# Starting Salary Offers to All Candidates by Curriculum and Job Function

This section shows data first by looking at the type of degree held by the student, then according to the job function that was offered. Refer to this section when you need information about the average salary offer to a graduate holding a specific type of degree for a specific job function. For example, use this section to find out the average starting salary offer to MIS graduates performing systems analysis work.

Data in this section are listed as follows: Bold headings represent the curriculum areas which follow the order shown on pages 4 and 5. Job functions under each curriculum are listed in the order which they appear on pages 6 and 7.

# **Bachelor's Degree Candidates**

(Data Combined for Men and Women)

By Curriculum For All Types Of Employers  AGRICULTURE & NATURAL RESOURCES MAJORS Agricultural Business & Management Animal Sciences Conservation/Renewable Natural Resources Plant Sciences Other Agricultural Sciences BUSINESS MAJORS	0f Offers January 2006  6 6 7 3 16		January 2005 \$32,271 31,628	in \$ Offers From January 2005	25th	Percentiles 50th	<b>75th</b>
AGRICULTURE & NATURAL RESOURCES MAJORS Agricultural Business & Management Animal Sciences Conservation/Renewable Natural Resources Plant Sciences Other Agricultural Sciences	6 6 7 3	\$35,750 23,905 31,657	<b>2005</b> \$32,271	2005	25th	and a to the total and	75th
AGRICULTURE & NATURAL RESOURCES MAJORS Agricultural Business & Management Animal Sciences Conservation/Renewable Natural Resources Plant Sciences Other Agricultural Sciences	6 7 3	23,905 31,657					
Agricultural Business & Management Animal Sciences Conservation/Renewable Natural Resources Plant Sciences Other Agricultural Sciences	6 7 3	23,905 31,657		10 - 50 TO BE SHOWN THE PARTY.	at-		*
Animal Sciences Conservation/Renewable Natural Resources Plant Sciences Other Agricultural Sciences	7 3	31,657	31.628				*
Conservation/Renewable Natural Resources Plant Sciences Other Agricultural Sciences	3			A. Car	*	*	*
Plant Sciences Other Agricultural Sciences	=		25,250			*	*
Other Agricultural Sciences	16	24,000	33,333			*	*
HISINESS MAJORS		31,628	30,929		·		
JOHN LOCK		245	42.050	6.2%	\$41,800	\$45,000	\$52,000
Accounting	330	45,723	43,050 35,000	**	ψ+1,000 *	*	*
Actuarial Science	1	55,000		3.9	34,000	38,500	45,000
Business Administration/Management	126	39,850	38,357	3.3	*	*	*
Business Systems Networking/Telecommunications	1	40,000	40,344	11.0	40,000	45,600	50,000
Economics/Finance (incl. banking)	187	45,191	40,719		40,000	10,000	,
Hospitality Services Management	•	24 000	35,000		*	*	*
(incl. hotel/motel/restaurant mgmt.)	6	31,800	35,000 35,954		*	*	*
Human Resources (incl. labor/industrial relations)	14	30,500	36,668		*	*	*
International Business	9	35,889	45,931	-4.0	40,500	45,000	48,600
Logistics/Materials Management	32	44,094	40,001	Transfer and the	10,000		·
Management Information Systems/Business	42	44,138	41,052	7.5	39,000	45,900	51,000
Data Processing		36,260	37,519	_16/05/2016/03/2016/10/2016	30,000	35,000	42,000
Marketing/Marketing Mgmt. (incl. mktg. research)	108	30,200	37,313		00,000		
COMMUNICATIONS MAJORS	6	37,150	N/A		*	*	*
Advertising	4	32,380	30,465	123330300000000000000000000000000000000	*	*	*
Broadcast Journalism	36	31,111	30,266	7-PS/34229CHIPHPORES	25,000	30,000	35,000
Communications	4	24,490	28,300	1 May 10 St 40 Ct 40 Ct 40 Ct 51	*	*	*
Journalism	3	33,333	27,000		*	*	*
Public Relations/Organizational Communications	J	THE SAME	27,000				
COMPUTER SCIENCES MAJORS	+		42,667		*	*	*
Computer Programming	69	50,046	51,042	1. E. S.	43,000	50,000	57,000
Computer Science	+	4	27,500	F-1947 95-8539-7 (968)	*	*	*
Computer Systems Analysis	15	47,460	43,741	THE RESERVE AND ADDRESS OF THE PARTY OF THE	*	*	*
Information Sciences & Systems	10						
EDUCATION MAJORS¹	29	30,308	30,364	-0.2	25,000	31,000	34,000
Elementary Teacher Education Physical Education Teaching/Coaching	5	27,760	27,500		*	*	,
Pre-Elementary Teacher Education	4	20,250	26,904		*	*	*
	4	29,375	31,393	3	*	*	•
Secondary Education	6	28,890	28,875	1943/2041/274513417E340180Th	*	*	,
Special Education Specific Academic/Vocational Teacher Education	7	31,956	33,660	A 100 Mar 117 SAL TO SALVON	*	*	*
ENGINEERING MAJORS							
Aerospace/Aeronautical/Astronautical Engineering	9	54,248	51,86°		*	*	,
Agricultural Engineering	6	48,192	46,26		*	*	,
Agricultural Engineering  Architectural Engineering	12	45,098	44,850	1.2/10/ET/QE/90/EU/US	*	*	1
Bioengineering & Biomedical Engineering	4	47,800	55,000	)	t to 1000000 1000	-0.00	,
	83	55,900	53,65		53,500	56,000	60,000
Chemical Engineering	117	44,999	43,15		40,800	45,000	48,500
Civil Engineering	46	54,877	51,52		52,500	56,400	58,000
Computer Engineering Electrical/Electronics & Communications Engineering	123	52,899	51,11	7 7 7	50,604	54,000	56,810

Continued . . .

N/A - No historic data available.

Further information on starting salaries for education majors is available from AAEE.

Pharmacy is a 5-year degree program.

No offers reported.
 Not computed for fewer than 20 offers.
 Not computed if number of offers is fewer than 20 for current or previous year.

### **Bachelor's Degree Candidates**

(Data Combined for Men and Women)

	Number Of Offers	Averag	e \$ Offer	Percent Change In \$ Offers From			
By Curriculum For All Types	January	January	January	January		Percentiles	
Of Employers	2006	2006	2005	2005	25th	50th	75th
Continued							
Engineering Technology	20	\$48,725	\$47,109		\$38,000	\$48,000	\$59,410
Environmental/Environmental Health Engineering	2	35,800	42,000		*	*	•
Industrial Production Technologies	2	47,425	45,607	**	*	*	1
Industrial/Manufacturing Engineering	41	50,056	48,837	2.5%	45,000	51,000	54,840
Materials Engineering	9	55,623	59,320		*	*	,
Mechanical Engineering	244	50,672	50,806	-0.3	47,000	52,000	55,000
Metallurgical Engineering (incl. ceramic science/eng.)	1	47,000	50,700		*	*	,
Mining & Mineral Engineering (incl. geological)	12	50,167	45,333		*	*	*
Nuclear Engineering (incl. engineering physics)	6	54,967	53,000		*	*	,
Ocean Engineering	1	63,000	N/A		*		
Petroleum Engineering	4	68,825	65,200			•	
Quality Control/Safety Technologies	+	FO 400	N/A		F0 000	F0 F00	EZ 000
Systems Engineering Toutile Sciences & Engineering	25	53,496	50,167		50,000	53,500	57,000
Textile Sciences & Engineering	+		34,000				
HEALTH SCIENCES MAJORS		2					
Health & Related Sciences	9	32,568	28,132	64142.00	*	*	*
Nursing	13	46,289	38,788		*	*	*
Pharmacy <sup>2</sup>	+		N/A		*	*	*
HOME ECONOMICS MAJORS							
Clothing/Apparel/Textile Studies (incl. textile science)	+	2 6 10 30 319 2 6 10 10 10 10 10 10 10 10 10 10 10 10 10	31,333		*	*	*
Home Economics	1	20,400	30,000		*	*	*
IUMANITIES & SOCIAL SCIENCES MAJORS				40853			
Criminal Justice & Corrections	9	33,222	31,037	55.56.56.78	*	*	*
English Language & Literature/Letters	9	32,198	26,725		*	*	*
Foreign Languages & Literatures	7	32,013	31,333		*	*	*
History	5	30,306	28,756		*	*	*
Liberal Arts & Sciences/General Studies	4	36,591	31,035		*	*	*
Political Science/Government	12	32,734	33,118		*	*	*
Psychology	25	30,958	28,630	8.1	26,000	30,000	35,000
Social Work	3	27,259	24,440	120000	*	*	*
Sociology	11	30,007	27,061		*	*	*
Visual & Performing Arts	5	20,300	26,082		*	*	*
Other Humanities	2	16,500	27,592		*	*	*
Other Social Sciences	2	37,000	28,061		*	*	*
CIENCES MAJORS							
Architecture & Related Programs	2	36,923	43,000		*	*	*
Biological Sciences/Life Sciences	10	26,499	31,094		*	*	*
Chemistry	10	41,154	37,173	**	*	*	*
Construction Science/Management	12	45,925	41,566		*	*	*
Environmental Sciences/Studies	5	39,400	36,667		*	*	*
Geological & Related Sciences	5	37,854	45,737		*	*	*
Mathematics (incl. statistics)	7	45,382	42,606	*.*	*	*	*
Physics	100000000000000000000000000000000000000	+	32,000	***	* 12	***	*
Other Physical Sciences	2	35,750	N/A	**	*	*	*
	2,023						

N/A - No historic data available.

1 Further information on starting salaries for education majors is available from AAEE.

2 Pharmacy is a 5-year degree program.

<sup>+</sup> No offers reported.

Not computed for fewer than 20 offers.

Not computed if number of offers is fewer than 20 for current or previous year.

#### **Bachelor's Degree Candidates**

(Data Combined for Men and Women)

	Number	X4575		Percent Change			
	Of Offers	Average		In \$ Offers From		Percentiles	
By Functional Area For All Types Of Employers	January 2006	January 2006	January 2005	January 2005	25th	50th	75th
COMMUNICATIONS	1. Mar. 1. 1975			7% 13.		_	ند
Design/Graphic Arts	+		\$32,586		*	•	*
Media Planning	2	\$28,210	24,000		*	•	*
Production (Communications)	1	37,500	23,000	e en	•	*	*
Public Relations	5	30,600	31,060		*	*	*
Reporting	2	30,050	24,000		*	*	*
Writing/Editing	2	34,500	34,000				
COMPUTERS			40 475	-12,9%	\$39,000	\$42,000	\$45,000
Computer Programming	24	42,229	48,475	-12,970	<b>ф</b> 35,000 *	φ <del>-1</del> 2,000 *	Ψ10,000
Network Administration	3	50,833	35,667		*	*	*
Systems Analysis & Design	18	50,628	45,573 40,782	· 为4.000000000000000000000000000000000000	*	*	*
Technical/Computer Support	16	44,900		100 T TO THE STREET SHEET AND THE STREET	*	*	*
Other Computer Related (NEC)	16	44,913	49,900				
ENGINEERING			38,500		*	*	*
Bioengineering	+	47 000	46,570	CONTRACTOR SERVICE AND ACCOUNT.	42,000	48,000	53,500
Design/Construction Engineering	72	47,986 43,266	37,947	CACAL SERVICE AND ALL CACAL SERVICE.	*	*	
Environmental/Sanitation Engineering	8 44	50,861	49,340	V10-521891523069000	45,000	50,400	54,000
Field Engineering	8	57,138	46,211	11 (1) (april 10 (1) 11 (1) (1) (1) (1) (1)	*	*	,
Hardware Design & Development	1	19,000	35,500		*	*	•
Industrial Hygiene/Occupational Safety Engineering	30	51,162	49,237		47,750	53,000	56,000
Manufacturing/Industrial Engineering	4	53,750	47,496	THE RESERVE THE RE	*	*	,
Power Systems Engineering	21	55,179	54,552		54,000	57,360	60,000
Process Engineering (Chemical)	20	52,074	49,754	CA 1 (COMMON DE LA CARROLLE)	50,000	50,500	55,000
Production Engineering	70	49,653	47,551		43,000	48,000	55,000
Project Engineering	7	45,443	44,750		*	*	,
Quality Control Engineering Research & Development Engineering	10	47,940	53,229		*	*	,
Software Design & Development	44	54,555	53,447		50,500	55,000	60,000
Systems/Programming Engineering	20	55,449	50,612		53,000	55,500	58,000
Testing Engineering	8	51,764	54,250		*	*	
Other Engineering (NEC)	123	52,779	49,105	7.5	50,000	54,000	57,000
FINANCE							
Accounting (Private)	117	44,111	43,795		40,000	45,000	51,000
Accounting (Public)	71	44,287	41,015		41,000	45,000	48,000
Auditing (Private)	15	41,267	43,384	100120000000000000000000000000000000000	·	45.000	47.50
Auditing (Public)	29	44,790	41,735		42,000	45,000	47,500
Commercial Banking (Consumer)	4	29,440	31,340			•	
Commercial Banking (Lending)	8	42,875	32,914		*	47.000	E4 000
Financial/Treasury Analysis	72	46,138	46,579		42,000	47,000	51,600
Insurance (Claims)	12	34,330	35,557		•	*	
Insurance (Underwriting)	2	38,500	34,163		45.000	51,000	56,000
Investment Banking (Corporate Finance)	38	51,347	46,523		45,000	31,000	50,000
Investment Banking (Mergers & Acquis.)	+		46,500	2.55	*	*	
Investment Banking (Real Estate)	2	52,500	36,140		EE 000	58,000	60,00
Investment Banking (Sales & Trading)	27	56,778	54,132	2 ENEXOSP393	55,000	30,000	00,00
Portfolio Management/Brokerage	16	43,281	35,800	)			
HEALTHCARE				1	*	*	
Administrative (Healthcare)	1	36,000	32,000	200000000000000000000000000000000000000	*	*	
Dietitian	+		28,000		*	*	
Medical Technology	2	33,782	N//		*	*	
Occupational Therapy	+		42,000	0.000	*	*	
Pharmacist	+	1	N/A		*	*	
Physical Therapy	<u> </u>		N//	4	*	***	
Radiation Therapy	+	•	N//		*	*	
Registered Nurse	10	46,840	38,57	4	*	*	
Respiratory Therapy	+		34,000		*	*	
Speech Pathology/Audiology	1	45,000	30,000	U	*	*	
Other Health Related (NEC)	6	31,873	31,85	<u> </u>			Continued

N/A - No historic data available.

No offers reported.
 Not computed for fewer than 20 offers.
 Not computed if number of offers is fewer than 20 for current or previous year.

#### **Bachelor's Degree Candidates**

(Data Combined for Men and Women)

	Number	70		Percent Change			
By Functional Area For All	Of Offers	10.5	s \$ Offer	In \$ Offers From			
Types Of Employers	January 2006	January 2006	January 2005	January 2005	25th	Percentiles 50th	75th
Continued	<u> 1</u>	2000	2003	2005	ZJUI	3011	/541
MARKETING							
	•		000.040				
Advertising Brand/Product Management	3	\$35,667	\$33,643	14.35		*	
Buyer/Merchandising	6	43,233	32,089			*	
Customer Service	15	39,980	42,521	***			
Distribution	18	32,701	30,332			*	
Market Research	9	45,989	40,700		*	*	
	8	41,313	42,666		*	*	
Purchasing	2	32,500	42,500		*	*	
Sales PUBLIC ADMINISTRATION	79	38,402	37,467	2.5%	\$33,000	\$40,000	\$45,000
	•		00.000				
Executive, Legislative & General	2	32,000	20,000		* .	*	
Finance, Taxation, Monetary Policy  Law Enforcement	9	41,616	36,723		* .	*	
	11	35,776	33,417			*	
Military	11	33,832	38,330		*	*	,
National Security	+	(8) 1 To	35,505		*	*	1
Urban/Regional Planning	+	2000年	N/A		*	*	,
SOCIAL SERVICES							
Administration (Social Services)	4	29,875	25,640		*	*	,
Counseling	3	24,280	24,750		*	*	1
Fundraising/Development	3	30,000	N/A		*	*	,
Social Work	4	23,395	22,751		*	*	,
OTHER FUNCTIONAL CATEGORIES	_			200			
Actuarial	4	53,669	41,256		*	*	•
Agricultural/Natural Resources	4	40,875	30,100		*	*	•
Architecture	+		N/A		*	*	,
Consulting	50	50,460	49,421	2.1	47,000	51,000	55,000
Human Resources/Industrial Relations	6	37,183	34,574		*	*	*
Management Trainee (Entry-Level Mgmt.)	100	38,790	34,447	12.6	32,000	36,000	45,000
Mathematician/Statistician	1	55,000	34,288		*	*	*
Paralegal	2	37,220	21,800		*	*	*
Performing Arts/Entertainment	+	<b>光</b> 高温度	26,250		*	*	*
Religious Occupation	+		24,500	學發展影響	*	*	*
Research (Nontechnical)	2	32,500	27,220		*	*	*
Research (Technical/Scientific)	8	38,025	37,633		*	*	*
Teaching	-51	29,016	30,208	-3.9	25,000	30,090	32,000
	1,427						

#### Statement of Ownership, Management, and Circulation

This is a statement of ownership, management, and circulation filed with the U.S. Postal Service on September 27, 2002, for Salary Survey. Offices are located at 62 Highland Ave., Bethlehem, PA 18017-9085. The publisher is Marilyn Mackes; Andrea Koncz is the editor.

Owner, National Association of Colleges and Employers, said body being a nonstock, nonprofit

corporation incorporated under the laws of the Commonwealth of Pennsylvania, its activities being governed by a Board of Directors. The officers are as follows:

President: Vanessa A. Strauss, Senior Advisor to Director and Deputy Director, Division of Administration (DOA), Federal Deposit Insurance Corporation, 550 17th St. NW (PA 1730, Room 6010), Washington, DC 20429-9990; President Elect: Deborah T. Chereck, Director, Career Center, University of Oregon, P.O. Box 3257, Eugene, OR 97403-0257; Vice President-College Relations: Emanuel Contomanolis, PhD, Associate Vice President & Director, Rochester Institute of Technology. 57 Lomb Memorial Drive, Bausch & Lomb Center, Rochester, NY 14623-5476; Vice President-Employer Relations: Shawn VanDerziel, Director of Human Resources, The Field Museum, 1400 South Lake Shore Drive, Chicago, IL 60605-2496; Secretary-Treasurer: Marilyn F. Mackes, Executive Director, NACE, 62 Highland Avenue, Bethlehem, PA 18017-9085; Past President: Timothy B. Luzader, Director, Center for Career Opportunities, Purdue University, Stewart Center, Room 194, 128 Memorial Mall, West Lafayette, IN 47907-2034.

Known bondholders, mortgages, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, and other securities: none. The purpose, function, and nonprofit status of this organization and the exempt status for federal income tax purposes have not changed during preceding 12 months.

#### Extent and nature of circulation

	Avg. no. copies each issue during preceding 12 months	Avg. no. copies of single issue published nearest to filing date
Total No. Copies: (net press run)	5988	6250
Paid/Requested Circulatio	n:	
Mail Subscriptions	3567	3554
Single Copy Sales:	129	111
Total Paid Circulation:	3696	3665
Free Distribution:	928	951
Total Distribution:	4624	4616
Undistributed Copies:	1364	1634
Return from News Agents:		0
Total:	5988	6250
Percent Paid/Requested:	80%	79%

I certify that the statements made by me above are correct and complete.

Andrea Koncz, Editor

N/A - No historic data available.

- No offers reported.
- Not computed for fewer than 20 offers.
- \*\* Not computed if number of offers is fewer than 20 for current or previous year.

### **Average Yearly Salary Offers** Master's Degree Candidates

(Data Combined for Men and Women)

	Number Of Offers	Averag	e \$ Offer	Percent Change In \$ Offers From	, ·		
Graduate Program	January	January	January	January		Percentiles	
	2006	2006	2005	2005	25th	50th	75th
BUSINESS MAJORS							
Accounting	42	\$46,698	\$45,896	1.7%	\$45,000	\$47,000	\$48,000
Economics/Finance (incl. banking)	4	53,375	N/A	**	*	*	,
Human Resources (incl. labor/industrial relations)	+	•	20,000	**	*	*	,
M.B.A. (Nontechnical Undergraduate Degree)							
1 year or less experience	5	50,400	55,438	**	*	*	,
1-2 years experience	4	37,937	44,000	* *	*	*	•
2-4 years experience	2	50,000	34,000		*	*	1
More than 4 years experience	2	40,500	64,556	**	*	*	,
M.B.A. (Technical Undergraduate Degree)		giri (1-densi).					
1 year or less experience	1	34,500	N/A	**	* .	*	*
1-2 years experience	+	•	N/A		* .	*	,
2-4 years experience	y <b>+</b>		N/A		*	*	
More than 4 years experience	1	68,500	85,000		*	*	,
Management Information Systems/Business	_			£ 7			
Data Processing	3	45,833	53,850			•	
Marketing/Marketing Mgmt. (incl. mktg. research)	+		36,000		î	•	·
COMMUNICATIONS MAJORS							
Advertising	+		30,000			*	
Communications	+	经常数	40,000		•	•	
Journalism	+		N/A		,	·	·
EDUCATION MAJORS <sup>1</sup>							
Education Administration/Supervision	3	36,700	31,250		*		
Elementary Teacher Education	1	35,405	27,000				
Physical Education Teaching/Coaching	+		N/A		*	*	*
Special Education	+		32,500				
ENGINEERING MAJORS				p ·			
Aerospace/Aeronautical/Astronautical Engineering	1	65,000	64,820		*	* .	*
Agricultural Engineering	1	36,000	52,320		*	*	*
Bioengineering & Biomedical Engineering	1	62,008	N/A		*	*	*
Chemical Engineering	2	66,125	59,200				
Civil Engineering	16	49,189	49,110			•	
Computer Engineering	2	63,050	57,650			•	
Electrical/Electronics & Communications Engineering	19	67,389	60,821			*	*
Industrial/Manufacturing Engineering	5	54,200	51,300		EE 000	64.000	70.000
Mechanical Engineering	27	62,624	62,169	0.7	55,000	64,000	70,000
Metallurgical Engineering (incl. ceramic science/eng.)	1	57,700	47,500	**	*	*	*
Mining & Mineral Engineering (incl. geological)	<b>+</b>		N/A		*	*	*
Nuclear Engineering (incl. engineering physics)	2	73,250	56,750 N/A		*	*	*
Petroleum Engineering	2	13,230	14/74				
HEALTH SCIENCES MAJORS			40.000				*
Health & Related Sciences	4	50,645	48,800		*	*	
Nursing	+		35,440		•	•	·
HUMANITIES & SOCIAL SCIENCES MAJORS	_						
Humanities	2	31,000	27,000				*
Psychology	2	29,721	29,500		*	*	*
Social Sciences	2	41,250	30,000	**	*	*	*

N/A - No historic data available.

Continued . . .

Further information on starting salaries for education majors is available from AAEE.

No offers reported.
 Not computed for fewer than 20 offers.
 Not computed if number of offers is fewer than 20 for current or previous year.

## **Average Yearly Salary Offers** Master's Degree Candidates

(Data Combined for Men and Women)

Graduate Program	Number Of Offers January 2006	Average 5 January 2006	Offer January 2005	Percent Change In \$ Offers From January 2005	25th	Percentiles 50th	75th
SCIENCES MAJORS  Agriculture & Natural Resources Architecture & Related Programs Biological Sciences/Life Sciences Chemistry Computer Sciences Geological & Related Sciences Materials Science Mathematics (incl. statistics/actuarial) Physics	1 1 + 4 13 1 + +	\$57,720 45,000 + 54,500 68,077 70,000 + +	\$41,280 N/A 27,300 N/A 64,333 N/A N/A N/A	**	* * * * * * * *	* * * * * * * *	* * * * * * * *

## **Doctoral Degree Candidates**

(Data Combined for Men and Women)

				1 N 15 ACMA			
BUSINESS MAJORS		\$57,500	N/A	**	*	*	*
Business Administration/Management	1	\$37,300 68,500	N/A	**	*	*	*
Economics/Finance (incl. banking)	2	00,344	14//1				
EDUCATION MAJORS		61,333	\$50,286	**	*	*	*
Education Administration/Supervision	3	01,333	ψ30,200				
ENGINEERING MAJORS		77,000	60,385	**	*	*	*
Aerospace/Aeronautical/Astronautical Engineering	1	77,000 77,200	81,542	**	*	*	*
Chemical Engineering	10	62,000	64,286	**	*	*	,
Civil Engineering	1	75,000	78,500	**	*	*	4
Computer Engineering	12	87,000	78,460	**	*	*	1
Electrical/Electronics & Communications Engineering		+	N/A	**	*	*	,
Industrial/Manufacturing Engineering	+ 7	77,714	68,667	••	*	*	•
Mechanical Engineering	+	*****	75,000	**	*	*	
Metallurgical Engineering (incl. ceramic science/eng.)	•	•	, .				
HUMANITIES & SOCIAL SCIENCES MAJORS			40,750	**	*	*	
English Language & Literature/Letters	+	+	31,000	***	*	*	
Foreign Languages & Literatures	+		40,400	**	*	*	
Humanities	+	Ţ	48,333	**	*	*	
Psychology	+ 3	50,167	45,000	**	*	*	
Social Sciences	3		10,000				
SCIENCES MAJORS			52,733	**	*	*	
Agriculture & Natural Resources	6	50,047	34,175	**	*	*	
Biological Sciences/Life Sciences	2	34,250	57,250	***	\$40,000	\$72,600	\$78,00
Chemistry	29	62,546		**	*	*	
Computer Sciences	1	57,000	80,300 N/A	**	*	*	
Geological & Related Sciences	+	+	39,000	**	*	*	
Mathematics (incl. statistics/actuarial)	2	71,500	39,000	**	*	*	
Physics	1	95,000	30,000				
•							
	82						

N/A - No historic data available.
Further information on starting salaries for education majors is available from AAEE.

No offers reported.
 Not computed for fewer than 20 offers.
 Not computed if number of offers is fewer than 20 for current or previous year.

		4 · · · · · · · · · · · · · · · · · · ·