Next Destination Report
Class of 2019 Undergraduates

89% of the Class of 2019 reported positive career outcomes – employed full time, part time, or attending graduate/professional school within 6 months of graduation – as compared to the national average of 86%.

The Cohen Career Center's data collection for student career outcomes, reflected in this report, adheres to the standards and guiding principles established by the National Association of Colleges and Employers.


n=1,648 (surveyed and knowledge rate of 68%. National average is 65% – NACE, 2019)

93% of those employed reported their career interests align very well/somewhat well with their work.
Average Salaries

To learn more about salaries based on occupational field and geographic location, visit the Occupational Outlook Handbook published by the Bureau of Labor Statistics at https://www.bls.gov/ooh/.

OVERALL MEAN SALARY
National Mean Salary: $54,488

$59,289

MEAN SALARY FOR BBA STUDENTS

$67,280

MEAN SALARY FOR ARTS & SCIENCES STUDENTS

$55,935

INDUSTRIES

$64,767

BUSINESS CAREERS

$48,000

CREATIVE CAREERS

$54,586

PUBLIC SERVICE CAREERS

$40,154

EDUCATION CAREERS

$59,180

STEM CAREERS

Top Employers

The Class of 2019 reported 433 unique employers. Below are employers who hired 4 or more members.

accenture  amazon  Booz | Allen | Hamilton  CapitalOne  CGI  Deloitte.

Epic  EY  THE GEORGE WASHINGTON UNIVERSITY  NIH  GrantThornton  KPMG

Peace Corps  pwc  ScribeAmerica  TeachForAmerica  University Virginia  William & Mary  U.S. ARMY
Top Graduate/Professional Schools

32% of the undergraduate Class of 2019 matriculated to 111 distinct graduate/professional programs. Those enrolling 4 or more students:

According to the National Student Clearinghouse and the W&M Next Destination Survey, the following advanced degrees and certifications are sought by the Class of 2019, of which 111 unique graduate or professional programs are reported.

First Professional Degree* 55
Doctoral Degree 54
Master's Degree 181
Graduate Program, Unspecified 15
Post-Baccalaureate Certification 3

* Includes law and medicine

To learn more about salaries based on occupational field and geographic location, visit the Occupational Outlook Handbook published by the Bureau of Labor Statistics at https://www.bls.gov/ooh/.
First Destination Geographic Distribution

* Derived from respondents who provided their geographic location for employment and graduate/professional school

**UNITED STATES**
- **WEST**: 48
- **SOUTHWEST**: 31
- **NORtheast**: 148
- **MID-ATLANTIC**: 573
- **SOUTH**: 76

**INTERNATIONAL**
- **EUROPE**: 17
- **NORTH AMERICA, OTHER**: 2
- **SOUTH AMERICA**: 4
- **AFRICA**: 7
- **ASIA**: 11
- **AUSTRALIA**: 3
Student Engagement

One of the keys to successful career planning is an early start. The Cohen Career Center delivers programs and opportunities open to all class years, majors, and areas of interest. The graphic below illustrates the number of advising contacts from July 1, 2019 to June 30, 2020. (NOTE: In March 2020, due to the global pandemic, many services and programs shifted to virtual delivery. Use of Zoom, phone, and email increased for individual career advising appointments.)

2,652
TOTAL ADVISING CONTACTS

2,073
IN-PERSON APPOINTMENTS

579
VIRTUAL APPOINTMENTS

Funding for Unpaid Summer Experience (F.U.S.E.)*

5 students were funded for participation in unpaid summer internships, allowing them to gain valuable skills and work experience in a variety of industries. (Please note, F.U.S.E. is not intended to make up for lost wages, but to allow greater access to experiential learning.)

STUDENTS FUNDED 5

AWARDED MORE THAN $3,500

*Student needs were greatly reduced due to sites shifting to virtual internships (COVID-19)

Externship Program

83 students participated in our externship program which allowed them to shadow professionals and gain exposure to industries of interest at 111 unique sites.

STUDENTS PARTICIPATED 83

SITES PARTICIPATED 111
**Mock Interviews**

160 unique students participated in practice interviews with career advisors, employers, alumni, and industry volunteers which included parents and community partners.

**Programs**

Programs are hosted year round by the Cohen Career Center and are designed to teach students about relevant topics such as resumes, cover letters, the job search, interviews, networking, and more.

Programs include workshops, meet ups, crash courses, roundtable discussions, themed series, chats/talks, panels, virtual visits, seminars, and presentations.

**Cohen-Produced Newsletters**

Students may subscribe and have access to all newsletters regardless of major, class year, or interest.

<table>
<thead>
<tr>
<th>TYPES OF NEWSLETTER</th>
<th>8</th>
</tr>
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<tbody>
<tr>
<td>AUDIENCE</td>
<td>ALL</td>
</tr>
<tr>
<td></td>
<td>Career Conversations</td>
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<td></td>
<td>FIRST-YEARS/SOPHOMORES</td>
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<td></td>
<td>JumpStart</td>
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<td></td>
<td>ATHLETES</td>
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<tr>
<td></td>
<td>Tribe Athlete Career Guide</td>
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<tr>
<td>INDUSTRIES</td>
<td>Business, Creative,</td>
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<td></td>
<td>Education &amp; Human Service,</td>
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<tr>
<td></td>
<td>Public Service,</td>
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<tr>
<td></td>
<td>Science &amp; Technology</td>
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150 TOTAL ISSUES

532,464 CIRCULATION

Students may subscribe and have access to all newsletters regardless of major, class year, or interest.
In the Next Destination Survey, experiential learning was defined as applied research, internships, externships, field experience, and student employment in order to capture the most meaningful experiences reported by the Class of 2019. Below are those sites with 2 or more responses from this cohort.
Recruiting Engagement

624
Total employer/grad school engagements (in-person and virtual)

4,460
Total student engagements (in-person and virtual)

*Numbers represent all touchpoints between recruiters and students, not unique values. Total includes fairs, information sessions, interview days, OCR employers, externship sites, and employer mock interviews.

Annual Recruitment Events

<table>
<thead>
<tr>
<th>MEET THE FIRMS 2019</th>
<th>COHEN FALL DIVERSITY BRUNCH 2019</th>
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<tbody>
<tr>
<td>429 students</td>
<td>36 employers</td>
</tr>
<tr>
<td>94 students</td>
<td>59 students</td>
</tr>
<tr>
<td>61 representatives</td>
<td>20 employers</td>
</tr>
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<table>
<thead>
<tr>
<th>GRADUATE &amp; PROFESSIONAL SCHOOL FAIR 2019</th>
<th>K-12 EDUCATION INTERVIEW DAY</th>
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<tbody>
<tr>
<td>94 students</td>
<td>47 students</td>
</tr>
<tr>
<td>61 representatives</td>
<td>38 school district reps</td>
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</table>

<table>
<thead>
<tr>
<th>CONSORTIUM FAIRS*</th>
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<tbody>
<tr>
<td>2019 NYRC IN NEW YORK CITY</td>
</tr>
<tr>
<td>3 W&amp;M students</td>
</tr>
<tr>
<td>25 employers</td>
</tr>
<tr>
<td>2020 GOVERNMENT, EDUCATION &amp; NONPROFIT CAREER FAIR AT GEORGETOWN UNIVERSITY IN DC</td>
</tr>
<tr>
<td>94 W&amp;M students</td>
</tr>
<tr>
<td>99 employers</td>
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<tr>
<th>INFORMATION SESSIONS</th>
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<tr>
<td>136 sessions</td>
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<tr>
<td>71 unique employers</td>
</tr>
<tr>
<td>1,422 students/alumni</td>
</tr>
</tbody>
</table>

* Consortium fairs required students to travel
On-Campus Recruitment (OCR)

Each fall and spring, employers set up campus interviews with W&M students for jobs and internships. All majors are recruited for a variety of industries.

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<thead>
<tr>
<th>ON-CAMPUS RECRUITING SCHEDULES</th>
<th>139</th>
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<tbody>
<tr>
<td>INTERVIEWS CONDUCTED</td>
<td>739</td>
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TribeCareers

TribeCareers is the hub for William & Mary students seeking opportunities. Our Employer Engagement team introduces our students to a wide variety of jobs, internships, fellowships, and other career experiences available throughout the Commonwealth, the nation, and the world.

<table>
<thead>
<tr>
<th>EMPLOYERS</th>
<th>7,202</th>
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<tbody>
<tr>
<td>TOTAL POSTINGS*</td>
<td>10,372</td>
</tr>
<tr>
<td>STUDENT APPLICATIONS</td>
<td>4,845</td>
</tr>
<tr>
<td>INTERNSHIP POSTINGS</td>
<td>5,013</td>
</tr>
</tbody>
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Signature Events

Each year the Cohen Career Center hosts a number of trips where students from any academic background can attend site visits and gain in-depth industry exposure.

A W&M WALL STREET TRIP (NYC)
12 EMPLOYERS
18 STUDENTS

B SCIENCE CAREERS EXPO (WILLIAMSBURG)
14 EMPLOYERS
168 STUDENTS

C DAY IN DC (DC)
3 EMPLOYERS
51 STUDENTS

D CREATIVE CAREERS IMMERSION (NYC)*
2 EMPLOYERS
14 STUDENTS

E TECH TREK (CA)*
4 EMPLOYERS
31 STUDENTS

*Represents full-time jobs, fellowships, internships, externships, part-time jobs and other related career opportunities

*Moved Creative Careers Immersion and Tech Trek to virtual format due to global pandemic