After compiling the results of the 2019 MBA Alumni Insights Survey, I and the whole Australian Institute of Business (AIB) team are really pleased to see the outstanding achievements of our former students. As an organisation that strives to provide people with greater access to education, our primary focus is on student success. I am extremely happy to see that the results of this survey are a testimony to what we have set out to achieve from the beginning - "To deliver life changing experiences". It gives me tremendous pleasure to present to you the findings from this report.

Paul Wappett
Chief Executive Officer
Australian Institute of Business
OVERVIEW

DEMOGRAPHICS REPORTED

- 45.3% of respondents graduated in 2018 and 2019
- 44 is the average age of respondents
- 81.9% of Australian respondents live in urban areas

INDUSTRIES AND FUNCTIONS

- 50.9% have changed job function
- 62.3% of respondents achieved their goal of changing industry
- 74.5% of respondents achieved their goal of career progression
- 12.01% of respondents from our Australian and primary international markets reported working for Fortune 500 or ASX Listed companies

WORK EXPERIENCE

- 84.3% have 10+ years’ work experience
- 50.6% have 20+ years’ work experience
- 51.4% of the respondents are Managers, with 7.2% in the C-Suite

OPINION OF AIB

- 83% of respondents would choose to study at AIB again
- 65% of respondents wish they started their MBA earlier
- 74.55% of respondents would highly recommend the AIB MBA to a friend or colleague

ANNUAL EARNINGS REPORTED

- $120K-150K is the most reported income range from Australian, Canadian and New Zealand respondents
- 74% of respondents achieved their goal of getting a salary increase
- 10.14% was the increase in salary our alumni saw on average (or $10,876.36) since graduating
AIB’S GLOBAL COMMUNITY

The Australian Institute of Business (AIB) is a truly global community with over 16,000 students, alumni, academics and industry experts from over 90 countries.

- >14,138 Business School graduates around the world
- >4,095 Current business students around the world
- 10,107 MBA graduates around the world
- 235 Academic, support and professional staff dedicated to teaching and student success

Note: All graduate, student and academic head-count numbers provided on this page were true and correct as at 13 December 2019.
The 2019 MBA Alumni Insights Survey was sent out on 19 September 2019, to 8,937 of AIB’s global MBA alumni who graduated between 2010 and 2019.

Respondents were asked to answer 42 questions about their careers and professional experiences.

We received a total of 807 responses by the close of survey on 13 October 2019. This survey sample represents 9.3% of our subscribed AIB MBA alumni population that graduated between 2010 and 2019.

All survey respondents were asked to report their earnings in AUD$. All dollar amounts in this report appear in AUD$ unless otherwise stated.
OUR COMMUNITY IS DIVERSE, WITH OUR SURVEY RESPONDENTS COMING FROM ALL OVER THE WORLD.

- **Highest concentration of respondents**
- **Lower concentration of respondents**

**OUR RESPONDENTS**

- **21%** of respondents have moved cities for work since starting at AIB
- **81.9%** of Australian respondents are from urban areas, **18.1%** are from rural areas
- **8.8%** of respondents have relocated to other countries for work since starting at AIB
- **14%** have more than 10 years of work experience
- **50.6%** have more than 20 years of work experience

**RESPONDENTS VARIED IN AGE FROM 25 TO 73 YEARS**

- Average age: **44 YRS**
- **26.3%** have a Bachelor's Degree in a field other than Business
- **18.2%** have a Bachelor's Degree in Business
- **15.9%** have an Advanced Diploma or Associate Degree and at least 3 years' relevant work experience
- **35.2%** have at least 3 years' management experience
- **4.5%** have other credentials

**MBA SPECIALISATION**

- General: 68.5%
- Human Resources: 7.2%
- Logistics & Supply Chain: 6.7%
- Entrepreneurship: 6.7%
- Finance: 6.7%
- Marketing: 6.2%

**ENROLLMENT CRITERIA MET**

- **2010**: 0.62%
- **2011**: 3.09%
- **2012**: 3.66%
- **2013**: 3.77%
- **2014**: 3.59%
- **2015**: 7.31%
- **2016**: 14.37%
- **2017**: 24.70%
- **2018**: 28.75%
- **2019**: 16.5%

**RESPONDENTS GRADUATED FROM AIB BETWEEN 2010 AND 2019**

- **21.9%** Sydney
- **18.1%** Melbourne
- **13.6%** Brisbane
- **11.9%** Perth
- **9.8%** Adelaide
- **3.1%** Canberra
- **1.4%** Hobart
- **1.2%** Newcastle
- **1%** Darwin
MBA ALUMNI CAREER STATISTICS

51.4% are Managers
7.2% are C-Suite
30.3% of global alumni currently own their own business

WHERE AIB ALUMNI WORK

12.01% of respondents from our Australian and primary international markets reported working for Fortune 500 or ASX 200 companies.

A sample of some of the Fortune 500 and ASX 200 companies our global respondents work for:

3M          Amazon.com          AGL Energy          AMP Ltd          ANZ Banking Group
BHP Billiton Ltd          Bank of America Corporation          Coca-Cola Amatil
Commonwealth Bank          Delta Air Lines          Exxon Mobile          General Electric
Lockheed Martin          Marriott International          National Australia Bank
Qantas Airways          Suncorp Group          Telstra Corporation
Westpac Banking Corporation          Westfarmers          Woolworths Group          Xerox
ALUMNI CAREER STATISTICS

THE IMPACT OF THE AIB MBA

83% of respondents would choose to study at AIB again

CURRENT INDUSTRY COVERAGE

INDUSTRY & FUNCTION CHANGES SINCE STARTING AT AIB

33% have changed industries

50.9% have changed job function

AIB MBA ALUMNI INSIGHTS REPORT 2019

Likelihood that respondents would recommend AIB to a friend or colleague

Top 3 highly likely ratings = 74.55% of respondents
CAREER OUTCOMES THAT WERE SOUGHT AND ACHIEVED FROM STUDYING THE AIB MBA

- Improve business acumen: 94.5%
- Keep pace with changing business landscape: 93.1%
- Flexibility: 81.1%
- Career progression: 74.5%
- Salary increase: 74%
- Find employment: 67.6%
- Industry change: 62.3%
- Internal job promotion: 61.9%
- Start a business: 58.4%

PROFESSIONAL SKILLS ENHANCED FROM STUDYING THE AIB MBA

- Strategy development: 89.6%
- Research and analytical: 87.8%
- Problem solving: 78.8%
- Operations Management: 77.9%
- Project management: 72.3%
- Finance: 72%
- Marketing: 71%
- Entrepreneurial: 63.5%

CAREER MOTIVATORS CONSIDERED VITAL AND SELF-ASSESSED SKILLS OUTCOMES FROM THE AIB MBA

- 93% of respondents that valued security and stability as a vital career motivator felt the AIB MBA enhanced their research and analytical skills.
- 93.2% of respondents that valued entrepreneurial creativity as a vital career motivator felt the AIB MBA enhanced their strategy development skills.
- 91% of respondents that valued technical/functional competence as a vital career motivator felt the AIB MBA enhanced their strategy development skills.
- 91.5% of respondents that valued entrepreneurial creativity as a vital career motivator felt the AIB MBA enhanced their leadership and decision making skills.
A FAST RETURN ON INVESTMENT

AUSTRALIAN, CANADIAN AND NEW ZEALAND MBA ALUMNI INCOME STATISTICS

69% of our Australian, Canadian and New Zealand respondents reported earning over $100K per annum.

$120K-$150K is the current most reported income range from Australian, Canadian and New Zealand respondents.

Alumni income has increased by an average of 12.13% (or $11,610.05) during MBA studies.

Alumni income increased by an average of 10.14% (or $10,876.36) since graduating.

INCOME PRIOR TO THE AIB MBA

$100K-$120K was the most reported income range at the time of enrollment from Australian, Canadian and New Zealand respondents.

All figures quoted in this report are in Australian Dollars unless otherwise stated.