# 2014-2015 SALARY SURVEY REPORTS Executive Summary Only 

Versions Included in Full Reports:<br>United States Only (All other participants excluded)<br>Worldwide - All Participants<br>Worldwide - Excluding U.S.<br>Canada Only (All other participants excluded)

## Knowledge Services

The full report provides detailed tables summarizing the results of AACSB International's 20142015 Global Salary Survey. This document includes excerpts from the reports including the executive summaries. The survey includes data for 34,893 faculty members and 6,586 administrators. Salary data was collected in 28 fields of specialization plus a category entitled "other." For purposes of this summary report, the data were grouped into 18 fields. Individual tables show the mean, median, maximum and minimum salaries for each rank and for new hires at each rank. The tables also include percentiles $\left(90^{\text {th }}, 75^{\text {th }}, 25^{\text {th }}, 10^{\text {th }}\right)$. For each field, separate tables are provided for each of the following:

Public Accredited
Public Non-Accredited
Public
Private Accredited
Private Non-Accredited
Private
Accredited
Non-Accredited
All AACSB Members

The Salary Survey is prepared with the cooperation and assistance of AACSB International member institutions and their staffs. AACSB's salary survey information is voluntary and is not connected formally or informally with AACSB International accreditation. There is no AACSB International accreditation standard related to salaries.

# 2014-2015 <br> GLOBAL <br> SALARY SURVEY REPORT Worldwide - All Participants 

## Knowledge Services

This report provides detailed tables summarizing the results of AACSB International's 20142015 Global Salary Survey study for all participating schools separated into "Worldwide - All Participants" and "Worldwide - Excluding U.S." for comparison purposes. This is a companion report to the 2014-2015 Salary Survey Report - U.S. The survey includes data for 34,893 faculty members and 6,586 administrators. Salary data was collected in 28 fields of specialization plus a category entitled "other." Individual tables show the mean, median, maximum and minimum salaries for each rank. For each field, separate tables are provided for each of the following:

Public Accredited<br>Public Non-Accredited<br>Public<br>Private Accredited<br>Private Non-Accredited<br>Private<br>Accredited<br>Non-Accredited<br>All AACSB Members

The Salary Survey is prepared with the cooperation and assistance of AACSB International member institutions and their staffs. AACSB's salary survey information is voluntary and is not connected formally or informally with AACSB International accreditation. There is no AACSB International accreditation standard related to salaries.

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## PREFACE

This report is based on data gathered through the 2014-2015 worldwide salary survey. This was the eighth year that the Salary Survey has been available to all AACSB member schools worldwide regardless of location. As a growing study, this report reflects a sample size that incorporates the full number of participants. The report has been separated into distinct sections to control for the larger United States sample size. First, all data are being reported together as part of the Salary Survey Overview - Worldwide - All Participants and in the second section, only the data from participating schools outside of the United States is being reported. All data has been converted to United States Dollars for comparison purposes. As the global component of this survey continues to grow, we anticipate that in future years the Salary Survey will also display regional divisions based on number of responses. This report is a companion report to the 2014-2015 U.S. Salary Survey Report and the 2014-2015 Canadian Salary Survey Report.

Our special thanks go to the schools from outside of the United States and Canada that participated in this survey. A total of 579 schools reported data for 34,893 faculty and 6,586 administrative position salaries. Twenty eight different currencies were represented in the survey responses.

The sections of this report are divided by institutional control, accreditation status, discipline, and faculty rank. Salary information was collected in thousands to one decimal point. If a line is blank, then no data was reported or is not shown due to confidentiality restrictions. An asterisk ${ }^{(*)}$ indicates that the salary is not shown due to confidentiality standards. This is used when it is potentially possible to determine the reporting school in order to preserve full confidentiality for all schools.

| Region | Participants |
| :--- | :--- |
| Africa | 0 |
| Asia | 19 |
| Europe | 21 |
| Oceania | 4 |
| The Americas | 535 |
|  | 579 |

Salary data for faculty were collected in 28 fields of specialization plus a category entitled "other." For reporting purposes, the data were grouped into the following 19 fields:

## Reporting Area

Accounting
Behavioral Science/
Organizational Behavior
Business Communication
Business Education
Business Ethics
Business Law/Legal Environment
Computer Information Systems/
Management Information Systems
E-business
Economics/Managerial Economics
Entrepreneurship/Small Business Administration

Finance
Human Resource Management
International Business
Management
Marketing
Production/Operations Management
Quantitative Methods

Strategic Management
Other

## Including

Accounting, Taxation
Behavioral Science/
Organizational Behavior
Business Communication
Business Education
Business Ethics
Business Law/Legal Environment
Computer Information Systems/
Management Information Systems
E-business
Economics/Managerial Economics
Entrepreneurship/Small Business Administration
Finance, Insurance, Real Estate
Human Resource Management
International Business
Management
Marketing
Production/Operations Management
Operations Research, Quantitative
Methods, Statistics
Strategic Management
General Business, Health Services/Hospital
Administration, Hotel/Restaurant/Tourism, Public Administration, Supply Chain Management/Transportation/Logistics, and Other

## 2014-15 Salary Survey <br> All Participants Executive Summary

The results of AACSB International's 47th annual Salary Survey, the most comprehensive and credible in the industry, are in. This executive summary provides an overview of the results for the worldwide and all participant companion report to the 2014-2015 Salary Survey Report - All Participants. The full report that follows provides detailed breakouts by field/discipline, accreditation status and institutional control (public vs. private). Custom Salary Survey reports also are available.

AACSB invited over 1,300 member business schools and academic units to participate in this year's survey. Reflecting the high value placed on the reports created using the survey data, member participation was high among accredited institutions at 86.1 percent (U.S.)/69.7 percent for all participants with overall participation at 74.3 percent (U.S.)/41.9 percent for all participants.

The 579 participating schools provided data on

Table 1. Participation by Accreditation Status

| Type of Institution | AACSB <br> Members | Number <br> Responding | Percent <br> Responding |
| :--- | :---: | :---: | :---: |
| Accredited | 715 | 498 | 69.7 |
| Non-Accredited | 668 | 81 | 12.1 |
| Total | 1,383 | 579 | 41.9 | 34,893 business faculty members across all ranks and 28 business fields and 6,586 administrators in 25 positions normally found in business schools. Of 6,586 administrative salaries reported, 1,261 were on a 9 -month basis, while 5,325 were on a 12 -month basis.

This is the eighth year that all AACSB member schools were invited to participate in the Salary Survey. As participation grows and we gather comparable data across years, this report will begin to include annual trend tables similar to those reported in the U.S. version of the report. Please note that the data includes a wide variety of currencies, so all have been converted to U.S. dollars for comparison purposes. Data were collected on a 9 -month or 12-month contract basis. All faculty salaries have been converted to a 9-month salary basis for comparison purposes. Administrative salaries are reported by reported contract length.

# AACSB International - The Association to Advance Collegiate Schools of Business 777 South Harbour Island Boulevard <br> Suite 750 <br> Tampa, FL 33602-5730 <br> 2014-2015 <br> U.S. SALARY SURVEY REPORT 

## Knowledge Services

This report provides detailed tables summarizing the results of AACSB International's 20142015 Salary Survey. The complete survey includes data for 34,893 faculty members (U.S. 27,831 ) and 6,586 administrators (U.S. 5,322). Salary data was collected in 28 fields of specialization plus a category entitled "other." For purposes of this summary report, the data were grouped into 18 fields. Individual tables show the mean, median, maximum and minimum salaries for each rank and for new hires at each rank. The tables also include percentiles $\left(90^{\text {th }}\right.$, $\left.75^{\text {th }}, 25^{\text {th }}, 10^{\text {th }}\right)$. For each field, separate tables are provided for each of the following:

Public Accredited<br>Public Non-Accredited<br>Public<br>Private Accredited<br>Private Non-Accredited<br>Private<br>Accredited<br>Non-Accredited<br>All AACSB Members

The Salary Survey is prepared with the cooperation and assistance of AACSB International member institutions and their staffs. AACSB's salary survey information is voluntary and is not connected formally or informally with AACSB International accreditation. There is no AACSB International accreditation standard related to salaries.

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## PREFACE

This report of U.S. faculty and administrative personnel salaries paid during the 2014-2015 academic year is the 47th such annual study conducted by AACSB International - The Association to Advance Collegiate Schools of Business in the current series. This report provides statistical information about faculty salaries by rank and field/discipline, with salaries for new hires also reported separately. It also provides salary information for administrative positions common to most business schools. Based on survey participation, member representatives may create custom reports (including a minimum of six peer institutions) online using the Knowledge Services DataDirect Web site (www.aacsb.edu/datadirect). The custom reports are automatically produced and may be downloaded in MS Excel, PDF, or HTML formats. Non-participants should contact AACSB for additional ordering information.

All member institutions were invited to participate in the survey. This report is for the U.S. members only. Additional reports are available for all participants and specific regions where appropriate. The salary survey questionnaire was sent via email to 654 U.S. business schools and academic units at member institutions. Of these, 486 institutions responded. The table below indicates categories of respondents and percentage response from each category of AACSB International membership:

|  | Total U.S. <br> Membership | Number <br> Responding | Percent <br> Responding |
| :--- | :---: | :---: | :---: |
| Private Educational Institutions <br> Private Accredited | 165 | 130 | 78.8 |
| Private Non-Accredited <br> Public Educational Institutions <br> Public Accredited <br> Public Non-Accredited | 75 | 18 | 24.0 |
|  | $\underline{68}$ | 346 | $\underline{28}$ |

The total U.S. survey includes salary data on 27,831 faculty members and 5,322 administrators.
Salary information was collected in thousands to one decimal point. Salaries of faculty were collected as nine- or 12-month salaries and converted to 9-month salaries to allow direct comparability to data collected and disseminated by the American Association of University Professors. Administrative salaries were collected on a 9-month/12-month breakdown. Of the 5,322 administrative salaries reported, 1,188 were paid on a 9 -month basis, while 4,134 were paid on a 12-month basis.

Salary data for faculty were collected in 28 fields of specialization plus a category entitled "other." For reporting purposes, the data were grouped into the following 19 fields:

## Reporting Area

Accounting
Behavioral Science/
Organizational Behavior
Business Communication
Business Education
Business Ethics
Business Law/Legal Environment
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Economics/Managerial Economics
Entrepreneurship/Small Business Administration

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Computer Information Systems/
Management Information Systems
E-business
Economics/Managerial Economics
Entrepreneurship/Small Business Administration
Finance, Insurance, Real Estate
Human Resource Management
International Business
Management
Marketing
Production/Operations Management
Operations Research, Quantitative
Methods, Statistics
Strategic Management
General Business, Health Services/Hospital
Administration, Hotel/Restaurant/Tourism, Public Administration, Supply Chain Management/Transportation/Logistics, and Other

## 2014-2015 Salary Survey U.S. Executive Summary

The results of AACSB International's 47th annual Salary Survey, the most comprehensive and credible in the industry, are in. This executive summary provides an overview of the results for participating U.S. schools. The full report that follows provides detailed breakouts by field/discipline, accreditation status and institutional control (public vs. private). Custom Salary Survey reports also are available.

AACSB invited 654 business schools and academic units among educational members in the United States to participate in this year's survey. Reflecting the high value placed on the reports created using the survey data, member participation was high among accredited institutions at 86.1 percent with overall participation at 74.3 percent. Table 1 describes the participation rate by institutional control and accreditation status.

The 486 participating U.S. schools provided data on 27,831 business faculty

Table 1. Participation by Accreditation Status and Control

| Type of Institution | AACSB <br> U.S. <br> Members* | Number <br> Responding | Percent <br> Responding |
| :--- | :---: | :---: | :---: |
| Private Accredited | 165 | 130 | 78.8 |
| Private Non-Accredited | 75 | 18 | 24.0 |
| Public Accredited | 346 | 310 | 89.6 |
| Public Non-Accredited | 68 | 28 | 41.2 |
| Total | 654 | 486 | 74.3 | members across all ranks and 28 business fields and 5,322 administrators in 25 positions normally found in business schools. Of 5,322 administrative salaries reported, 1,188 were on a 9 -month basis, while 4,134 were on a 12 -month basis.

The distribution of participating institutions by 2005 Carnegie Classifications is shown in Table 2.a. illustrates reasonable diversity in participation while showing higher participation percentages among doctoral universities.

Table 2.a. Participating Institutions by 2005 Carnegie Classification

| Carnegie Classification | AACSB U.S. Members | Percent of Total <br> Members | Number Responding | Percent of Total Responding | Response Rate |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Baccalaureate Colleges--Arts \& Sciences | 29 | 4.4 | 18 | 3.7 | 62.0 |
| Baccalaureate Colleges--Diverse Fields | 26 | 4.0 | 14 | 2.9 | 53.8 |
| Baccalaureate/Associate's Colleges | 5 | 0.8 | 3 | 0.6 | 60.0 |
| Master's Colleges and Universities (smaller programs) | 30 | 4.6 | 19 | 3.9 | 63.3 |
| Master's Colleges and Universities (medium programs) | 83 | 12.7 | 57 | 11.7 | 68.7 |
| Master's Colleges and Universities (larger programs) | 209 | 32.0 | 159 | 32.7 | 76.1 |
| Other health professions schools | 1 | 0.2 | 0 | 0.0 | 0.0 |
| Doctoral/Research Universities | 54 | 8.3 | 42 | 8.6 | 77.8 |
| Research Universities (high research activity) | 93 | 14.2 | 85 | 17.5 | 91.4 |
| Research Universities (very high research activity) | 91 | 13.9 | 79 | 16.3 | 86.8 |
| Schools of business and management | 6 | 0.9 | 1 | 0.2 | 16.7 |
| Theological sem, Bible colleges, other faithrelated inst | 1 | 0.2 | 1 | 0.2 | 100.0 |
| Unknown/Not Classified | 26 | 4.0 | 8 | 1.6 | 30.8 |
| Total | 654 |  | 486 |  | 74.3 |

## U.S. Business Faculty Market Trends

The average full-time faculty 9-month salary across all ranks and fields increased 1.9 percent to $\$ 125,300$ from $\$ 122,905$ as compared to last year's 2.7 percent increase from 2012. This is a total increase of 9.9 percent from 2010-11 to 2014-15. While the largest increase in average salary by the named fields below, 5.6 percent, was in the rank of instructor in Accounting/Taxation, the salaries for most ranks and disciplines also showed small to moderate increases. The portion of full-time faculty classified as new hires increased from 8.1 to 9.4 percent. On average, each school welcomed 4.9 new faculty members in the fall of 2014, up slightly from 4.5 in 2013. This was a transition year in faculty qualification types, so while not all schools were able to provide the new qualification statuses for their faculty, of those able to provide this data 10.7 percent were classified as Instructional Practitioners, 6.3 percent as Practice Academics, 70.9 percent as Scholarly Academics, and 3.4 percent as Scholarly Practitioners.

The distribution of hiring activity has shifted over the last fourteen years. Table 3 shows the share of hiring activity by field/discipline in the current year with 2000 and 2006 for comparison. CIS/MIS increased from 7.5 to 8.5 percent. Hiring activity in Production/ Operations Management increased from 2.7 to 3.4 percent.

Table 4 shows the percent of full-time faculty indicated as non-tenure track. Nontenure track positions dominate the rank of instructor, but still account for only a small fraction at the ranks of professor, associate professor and assistant professor. The portion of full-time faculty

Table 3. Distribution of New Hires Across Fields/Disciplines

| Field/Discipline | Percent |  | Percent <br> 2000 |  | Percent |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2006 | 2014 |  |  |  |  |
| Accounting/Taxation | 15.7 | 18.9 | 20.1 |  |  |
| CIS/MIS | 17.6 | 6.8 | 8.5 |  |  |
| Economics/Managerial Economics | 9.1 | 9.9 | 8.9 |  |  |
| Finance/Banking/Real Estate/Insurance | 12.9 | 15.7 | 13.8 |  |  |
| Management/Behavioral Science/International <br> Business/Strategic Management | 16.2 | 18.1 | 17.5 |  |  |
| Marketing | 12.4 | 13.6 | 12.5 |  |  |
| Production/Operations Management | 3.4 | 3.0 | 3.4 |  |  |
| Quantitative Methods/Operations | 2.2 | 1.8 | 2.5 |  |  |
| Research/Statistics |  |  |  |  |  |
| All Other | 10.5 | 12.0 | 12.8 |  |  | holding the rank of instructor increased to 17.1 percent from 15.9 percent last year. In 2014, 27.3 percent of the new hires held instructor rank and 61.1 percent were at the assistant professor rank.

Table 4. Non-Tenure Track Faculty

| Rank | Percent Non- <br> Tenure Track | Percent Non- <br> Tenure Track | Percent Non- <br> Tenure Track | Percent Non- <br> Tenure Track |
| :--- | :---: | :---: | :---: | :---: |
| Professor | 1.9 | 2002 | 2013 | 2014 |
| Associate Professor | 2.6 | 2.3 | 7.7 | 6.6 |
| Assistant Professor | 9.1 | 3.5 | 8.1 | 7.8 |
| Instructor | 82.0 | 10.0 | 13.0 | 12.9 |

## Business Faculty Salaries

Tables 5a-5e show average business faculty salaries by rank (including new doctorates) and field/discipline. They also show the percentage change from 2013 and the average salary paid to new hires for each rank and field/discipline.

Table 5a. Professor Salaries by Field/Discipline (\$’s in 000’s)

| Field/Discipline | Mean <br> 2014 | Percent <br> Change <br> From <br> 2013 | Mean <br> New <br> Hires |
| :--- | :---: | :---: | :---: |
| Accounting/Taxation | 156.6 | 2.6 | 157.7 |
| CIS/MIS | 145.0 | 2.6 | 135.8 |
| Economics/Managerial Economics | 137.6 | 1.3 | 202.0 |
| Finance/Banking/Real Estate/Insurance | 182.8 | 3.5 | 231.2 |
| Management/Behavioral Science/International <br> Business/Strategic Management | 156.1 | 2.7 | 188.5 |
| Marketing | 161.7 | 3.9 | 210.1 |
| Production/Operations Management <br> Quantitative Methods/Operations <br> Research/Statistics <br> Combined (All fields/disciplines, including <br> fields/disciplines not listed above) | 155.9 | 3.7 | 151.2 |

Table 5b. Associate Professor Salaries by Field/Discipline (\$’s in 000’s)

| Field/Discipline | Mean <br> 2014 | Percent <br> Change <br> From <br> 2013 | Mean <br> New <br> Hires |
| :--- | :--- | :---: | :---: |
| Accounting/Taxation | 134.3 | 3.0 | 142.2 |
| CIS/MIS | 119.1 | 1.8 | 108.2 |
| Economics/Managerial Economics | 102.0 | 0.5 | 127.2 |
| Finance/Banking/Real Estate/Insurance | 142.9 | 1.9 | 185.6 |
| Management/Behavioral Science/International <br> Business/Strategic Management | 122.1 | 2.3 | 130.4 |
| Marketing | 123.8 | 1.2 | 140.6 |
| Production/Operations Management | 1131.3 | 3.4 | 127.4 |
| Quantitative Methods/Operations <br> Research/Statistics <br> Combined (All fields/disciplines, including <br> fields/disciplines not listed above) | 124.1 | 2.0 | 139.0 |

Table 5c. Assistant Professor Salaries by Field/Discipline (\$’s in 000’s)

| Field/Discipline | Mean <br> 2014 | Percent <br> Change <br> From <br> 2013 | Mean <br> New <br> Hires |
| :--- | :---: | :---: | :---: |
| Accounting/Taxation | 140.8 | 3.2 | 139.7 |
| CIS/MIS | 109.1 | 1.6 | 109.6 |
| Economics/Managerial Economics | 99.1 | 2.9 | 96.6 |
| Finance/Banking/Real Estate/Insurance | 149.8 | 3.1 | 149.9 |
| Management/Behavioral Science/International <br> Business/Strategic Management | 114.2 | 2.1 | 113.3 |
| Marketing | 120.3 | 2.1 | 117.5 |
| Production/Operations Management | 116.7 | 4.6 | 117.5 |
| Quantitative Methods/Operations <br> Research/Statistics <br> Combined (All fields/disciplines, including <br> fields/disciplines not listed above) | 122.5 | 2.5 | 122.1 |

Table 5d. Instructor Salaries by Field/Discipline (\$’s in 000’s)

| Field/Discipline | Mean <br> 2014 | Percent <br> Change <br> From <br> 2013 | Mean <br> New <br> Hires |
| :--- | :---: | :---: | :---: |
| Accounting/Taxation | 77.5 | 5.6 | 79.3 |
| CIS/MIS | 72.5 | 5.5 | 72.5 |
| Economics/Managerial Economics | 66.9 | 3.4 | 66.7 |
| Finance/Banking/Real Estate/Insurance <br> Management/Behavioral Science/International <br> Business/Strategic Management | 88.0 | 3.4 | 88.5 |
| Marketing | 74.1 | 5.0 | 73.3 |
| Production/Operations Management <br> Quantitative Methods/Operations <br> Research/Statistics <br> Combined (All fields/disciplines, including <br> fields/disciplines not listed above) | 82.8 | 4.2 | 80.1 |

Table 5e. New Doctorate Salaries by Field/Discipline (\$'s in 000's)

| Field/Discipline | $\begin{gathered} \text { Mean } \\ 2014 \end{gathered}$ | Percent Change From 2013 |
| :---: | :---: | :---: |
| Accounting/Taxation | 149.5 | -1.6 |
| CIS/MIS | 110.1 | -2.9 |
| Economics/Managerial Economics | 91.7 | 0.6 |
| Finance/Banking/Real Estate/Insurance | 149.6 | -3.2 |
| Management/Behavioral Science/International Business/Strategic Management | 110.9 | -3.2 |
| Marketing | 116.0 | -8.3 |
| Production/Operations Management | 108.5 | -6.8 |
| Quantitative Methods/Operations Research/Statistics | 115.2 | -7.2 |
| Combined (All fields/disciplines, including fields/disciplines not listed above) | 122.9 | -1.5 |

## Business School Administrative Salaries

Table 6 shows average, median and $75^{\text {th }}$ and $25^{\text {th }}$ percentile salaries for administrative positions involving 12-month contracts.

Table 6. 12-Month Administrative Salaries by Position (\$’s in 000’s)

| Position | Mean $2014$ | Percent <br> Change <br> From <br> 2013 | 75\% | Median | 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dean | 240.9 | 2.0 | 287.4 | 209.1 | 170.0 |
| Associate Dean | 182.6 | 3.6 | 213.9 | 169.1 | 135.9 |
| Assistant Dean | 107.2 | 2.8 | 132.4 | 95.3 | 79.4 |
| Assistant Dean or Director: Development | 125.7 | 9.1 | 147.4 | 114.7 | 87.8 |
| Assistant Dean or Director: Finance and Administration | 116.7 | 6.0 | 135.0 | 106.6 | 81.4 |
| Assistant Dean or Director: Information Technology | 109.7 | 2.6 | 122.6 | 103.5 | 79.5 |
| Accounting Department Chair | 173.0 | 2.7 | 193.3 | 166.9 | 134.7 |
| School of Accounting, Director, etc. | 212.4 | 9.7 | 257.2 | 229.3 | 168.2 |
| Academic Department Chair | 163.4 | 2.1 | 190.1 | 150.1 | 126.5 |
| Assistant Dean or Director: Undergraduate Programs | 103.0 | 6.2 | 117.9 | 90.5 | 67.8 |
| Assistant Dean or Director: Graduate Programs | 119.0 | 0.5 | 144.3 | 105.5 | 79.5 |
| Assistant Dean or Director: Career Services/Placement | 102.8 | 1.4 | 124.3 | 94.0 | 76.1 |
| Director of Cooperative Programs | 79.8 | 11.9 | 96.6 | 76.7 | 61.4 |
| Assistant Dean or Director: Executive Education | 136.8 | 3.1 | 163.8 | 123.6 | 92.7 |
| Director of Internship | 60.4 | 0.9 | 68.3 | 60.0 | 50.0 |
| MBA/Master's Admissions Director | 89.9 | 2.7 | 110.0 | 82.6 | 66.0 |
| Assistant Dean or Director: MBA Programs | 124.0 | 2.3 | 152.4 | 115.0 | 85.0 |
| Small Business Administration Director | 90.9 | 2.6 | 109.4 | 78.9 | 66.6 |
| Director of Communications/Public Relations | 93.4 | 3.9 | 116.4 | 84.4 | 66.2 |
| Executive MBA (EMBA) Director | 125.0 | 7.2 | 137.6 | 122.0 | 96.8 |
| Director of Research | 149.6 | -3.0 | 179.1 | 132.2 | 99.8 |
| Director of Distance Education | 103.5 | 5.1 | 123.9 | 90.8 | 78.9 |
| Major Gifts Officer | 90.9 | -0.2 | 106.1 | 87.2 | 72.5 |
| Director of Business Library Services | 94.5 | 6.4 | 106.0 | 86.6 | 81.3 |
| Other | 80.3 | 3.2 | 99.9 | 66.9 | 48.0 |


| Abilene Christian University | Bridgewater State University |
| :---: | :---: |
| Abu Dhabi University | Brock University |
| Adelphi University | Bryant University |
| Adolfo Ibanez University | Bucknell University |
| American University | Butler University |
| American University of Beirut | California Lutheran University |
| American University of Kuwait | California Polytechnic State University, San Luis Obispo |
| American University of Sharjah | California State Polytechnic University, Pomona |
| Appalachian State University | California State University, Bakersfield |
| Arizona State University | California State University, Chico |
| Arkansas State University | California State University, East Bay |
| Arkansas Tech University | California State University, Fresno |
| Aston University | California State University, Fullerton |
| Athabasca University | California State University, Long Beach |
| Auburn University | California State University, Los Angeles |
| Auburn University at Montgomery | California State University, Monterey Bay |
| Austin Peay State University | California State University, Sacramento |
| Azusa Pacific University | California State University, San Bernardino |
| Babson College | Canisius College |
| Ball State University | Carleton University |
| Barry University | Carnegie Mellon University |
| Baruch College-The City University of New York | Case Western Reserve University |
| Baylor University | Central Michigan University |
| Bellarmine University | Central Washington University |
| Belmont University | Chapman University |
| Bentley University | Christopher Newport University |
| Berry College | Claremont Graduate University |
| BI Norwegian Business School | Clarion University of Pennsylvania |
| Binghamton University, State University of New York | Clarkson University |
| Bishop's University <br> - (CFBSD Partner Participant) | Clayton State University |
| Bloomsburg University of Pennsylvania | Clemson University |
| Boise State University | Coastal Carolina University |
| Boston College | College of Charleston |
| Boston University | College of Coastal Georgia |
| Bowling Green State University | College of Staten Island, The City University of New York |
| Bradley University | College of William and Mary |
| Brandeis University | Colorado State University |
|  | Colorado State University-Pueblo |


| Columbus State University | Florida State University |
| :---: | :---: |
|  | Fordham University |
| Concordia University | Fort Hays State University |
| Cornell University |  |
| - Charles H. Dyson School of Applied Economics and Management | Fort Lewis College |
| Cornell University <br> - Samuel Curtis Johnson Graduate School of Management | Francis Marion University |
| Cornell University <br> - School of Hotel Administration | Frankfurt School of Finance \& Management |
|  | Frostburg State University |
| Creighton University |  |
|  | George Mason University |
| Dalhousie University |  |
|  | Georgetown University |
| Dalton State College |  |
| Dartmouth College |  |
|  | Georgia Gwinnett College |
| Dominican University of California |  |
|  | Georgia Institute of Technology |
| Drake University |  |
|  | Georgia Regents University |
| Drury University |  |
|  | Georgia Southern University |
| Dublin City University |  |
| Duke University |  |
|  | Georgia State University |
| Duquesne University |  |
|  | Golden Gate University |
| East Carolina University |  |
|  | Gonzaga University |
| East Tennessee State University |  |
|  | Governors State University |
| Eastern Illinois University |  |
| Eastern Kentucky University | Grand Valley State University |
| Eastern Kentucky University | Grant MacEwan University |
| Eastern Michigan University |  |
|  | Gulf University for Science and Technology |
| Eastern Washington University |  |
| Edinboro University of Pennsylvania |  |
|  | HEC Montréal |
| EGADE Business School |  |
|  | HEC School of Management, Paris |
| Elizabeth City State University |  |
|  | Henderson State University |
| Elon University |  |
| Emory University |  |
|  | High Point University |
| Emporia State University |  |
|  | Hofstra University |
| ESADE |  |
|  | ICN Business School |
| ESMT European School of Management and Technology |  |
|  | Idaho State University |
| Fairfield University |  |
|  | Illinois Institute of Technology |
| Fairleigh Dickinson University |  |
| Fayetteville State University |  |
|  | IMD |
| Ferris State University | Imperial College London |
| Florida Atlantic University | INCAE |
| Florida Gulf Coast University | Indian Institute of Plantation Management Bangalore |
| Florida International University | Indian School of Business |
| Florida Southern College | Indiana State University |


| Indiana University Northwest | Massey University |
| :---: | :---: |
| Indiana University South Bend | McGill University |
| Indiana University, Bloomington/Indianapolis | McMaster University |
| Indiana University-Purdue University Fort Wayne | McNeese State University |
| Instituto de Estudios Superiores de Administración (IESA) | Memorial University of Newfoundland |
| Iona College | Meredith College |
| Iowa State University | Metropolitan State University of Denver |
| Ithaca College | Miami University |
| Ivey Business School | Michigan State University |
| Jackson State University | Michigan Technological University |
| Jacksonville State University | Middle Tennessee State University |
| Jacksonville University | Midwestern State University |
| James Madison University | Millsaps College |
| John Carroll University | Minnesota State University Moorhead |
| Johns Hopkins University | Minnesota State University, Mankato |
| Kansas State University | Mississippi State University |
| Kennesaw State University | Missouri State University |
| Kent State University | Missouri Western State University |
| King Fahd University of Petroleum and Minerals | Monmouth University |
| King's College | Montana State University |
| Korea Advanced Institute of Science and Technology (KAIST) | Montana State University-Billings |
| La Salle University | Montclair State University |
| La Sierra University | Monterey Institute of International Studies |
| Lamar University | Morehead State University |
| Lancaster University | Morehouse College |
| Lander University | Morgan State University |
| Laurentian University | Mount Allison University <br> - (CFBSD Partner Participant) |
| Lawrence Technological University | Mount Royal University <br> - (CFBSD Partner Participant) |
| Lebanese American University | Murray State University |
| Lehigh University | Nanjing University |
| Longwood University | National Chiao Tung University |
| Louisiana State University | National University of Singapore |
| Louisiana State University in Shreveport | Naval Postgraduate School |
| Loyola University Chicago | New Jersey Institute of Technology |
| Loyola University Maryland | New Mexico State University |
| Macquarie Graduate School of Management | New York University |
| Manhattan College | Niagara University |
| Marquette University |  |


| North Carolina A\&T State University | Rockhurst University |
| :---: | :---: |
| North Carolina Central University | Roger Williams University |
| North Dakota State University | Rollins College |
| Northeastern Illinois University | Rowan University |
| Northeastern University | Roy E. Crummer Graduate School of Business |
| Northern Arizona University | Royal Roads University |
| Northern Illinois University | Rutgers-The State University of New Jersey-Camden |
| Northern Kentucky University | Rutgers-The State University of New Jersey-Newark/New Brunswick |
| Northwest Missouri State University | RWTH Aachen University |
| Northwestern State University of Louisiana | Ryerson University |
| Nova Southeastern University | Sabanci University |
| Oakland University | Sacred Heart University |
| Ohio Northern University | Saginaw Valley State University |
| Ohio University | Saint Joseph's University |
| Oklahoma City University | Saint Louis University |
| Oklahoma State University | Saint Mary's University |
| Old Dominion University | Saint Xavier University |
| Oregon State University | Salem State University |
| Pace University | Sam Houston State University |
| Pacific Lutheran University | Samford University |
| Pepperdine University | San Diego State University |
| Pittsburg State University | San Francisco State University |
| Pontifícia Universidade Católica do Paraná | San José State University |
| Portland State University | Santa Clara University |
| Prairie View A\&M University | Savannah State University |
| Providence College | Seattle Pacific University |
| Purdue University | Seattle University |
| Purdue University Calumet | Seton Hall University |
| Queen's University | Shenandoah University |
| Queens University of Charlotte | Shippensburg University |
| Quinnipiac University | Siena College |
| Radford University | Simmons College |
| Ramapo College of New Jersey | Singapore Management University |
| Rensselaer Polytechnic Institute | Sonoma State University |
| Rice University | Southeast Missouri State University |
| Rider University | Southeastern Oklahoma State University |
| Robert Morris University | Southern Arkansas University |
| Rochester Institute of Technology | Southern Illinois University Carbondale |


| Southern Illinois University Edwardsville | The Hong Kong University of Science and Technology |
| :---: | :---: |
| Southern Methodist University | The Ohio State University |
| Southern University at New Orleans | The Pennsylvania State University |
| Southern Utah University | The Pennsylvania State University at Erie, The Behrend College |
| St. Bonaventure University | The Pennsylvania State University at Harrisburg |
| St. Cloud State University | The Richard Stockton College of New Jersey |
| St. John Fisher College | The University of Akron |
| St. Mary's University | The University of Alabama |
| Stanford University | The University of Arizona |
| State University of New York at Geneseo | The University of Georgia |
| State University of New York at New Paltz | The University of Iowa |
| State University of New York College at Brockport | The University of Memphis |
| State University of New York College at Old Westbury | The University of Michigan |
| State University of New York College at Oswego | The University of Michigan-Dearborn |
| State University of New York College at Plattsburgh | The University of Michigan-Flint |
| Stephen F. Austin State University | The University of Mississippi |
| Stetson University | The University of Montana |
| Stevens Institute of Technology | The University of New Mexico |
| Stonehill College | The University of North Carolina at Chapel Hill |
| Suffolk University | The University of North Carolina at Charlotte |
| Susquehanna University | The University of North Carolina at Greensboro |
| Tarleton State University | The University of North Carolina at Pembroke |
| Temple University | The University of North Dakota |
| Tennessee State University | The University of Rhode Island |
| Tennessee Technological University | The University of Sydney |
| Texas A\&M International University | The University of Tampa |
| Texas A\&M University | The University of Texas at Arlington |
| Texas A\&M University-Central Texas | The University of Texas at Austin |
| Texas A\&M University-Commerce | The University of Texas at Dallas |
| Texas A\&M University-Corpus Christi | The University of Texas at El Paso |
| Texas A\&M University-Kingsville | The University of Texas at San Antonio |
| Texas Christian University | The University of Texas at Tyler |
| Texas Southern University | The University of Texas of the Permian Basin |
| Texas State University | The University of Texas-Pan American |
| Texas Tech University | The University of Tulsa |
| Texas Wesleyan University | Thompson Rivers University |
| The College of New Jersey | Touro College |
| The George Washington University | Towson University |


| Trinity University | University of Colorado at Boulder |
| :---: | :---: |
| Troy University | University of Colorado Colorado Springs |
| Truman State University | University of Colorado Denver |
| Tulane University | University of Connecticut |
| U.S. Air Force Academy | University of Dallas |
| Union Graduate College | University of Dayton |
| United Arab Emirates University (UAEU) | University of Denver |
| Université Laval | University of Detroit Mercy |
| Universiti Putra Malaysia | University of East London |
| University at Buffalo, State University of New York | University of Florida |
| University College Dublin | University of Guelph |
| University of Alabama at Birmingham | University of Hartford |
| University of Alabama in Huntsville | University of Hawaii at Hilo |
| University of Alaska Anchorage | University of Hawaii at Manoa |
| University of Alaska Fairbanks | University of Houston |
| University of Alberta | University of Houston-Clear Lake |
| University of Applied Sciences Upper Austria | University of Houston-Downtown |
| University of Arkansas | University of Houston-Victoria |
| University of Arkansas at Fort Smith | University of Idaho |
| University of Arkansas at Little Rock | University of Illinois at Chicago |
| University of Baltimore | University of Illinois at Springfield |
| University of Birmingham | University of Illinois at Urbana-Champaign |
| University of British Columbia | University of Kentucky |
| University of Calgary | University of Lethbridge |
| University of California, Berkeley | University of Ljubljana |
| University of California, Davis | University of Louisiana at Lafayette |
| University of California, Irvine | University of Louisiana at Monroe |
| University of California, Los Angeles | University of Louisville |
| University of California, Riverside | University of Maine |
| University of California, San Diego | University of Manitoba |
| University of Canterbury | University of Mary Washington |
| University of Cape Breton <br> - (CFBSD Partner Participant) | University of Maryland |
| University of Central Arkansas | University of Maryland Eastern Shore |
| University of Central Florida | University of Massachusetts Amherst |
| University of Central Missouri | University of Massachusetts Boston |
| University of Central Oklahoma | University of Massachusetts Dartmouth |
| University of Cincinnati | University of Miami |
|  | University of Minnesota |


| University of Minnesota Duluth | University of South Alabama |
| :---: | :---: |
| University of Missouri | University of South Carolina |
| University of Missouri-St. Louis | University of South Carolina Aiken |
| University of Montevallo | University of South Carolina Upstate |
| University of Nebraska at Kearney | University of South Dakota |
| University of Nebraska at Omaha | University of South Florida |
| University of Nebraska-Lincoln | University of South Florida St. Petersburg |
| University of Nevada, Las Vegas | University of South Florida, Sarasota-Manatee |
| University of Nevada, Reno | University of Southern California |
| University of New Brunswick Saint John | University of Southern Indiana |
| University of New Hampshire | University of Southern Maine |
| University of New Haven | University of Southern Mississippi |
| University of New Orleans | University of St. Thomas-Minnesota |
| University of North Alabama | University of Surrey |
| University of North Carolina Wilmington | University of Tennessee at Chattanooga |
| University of North Texas | University of Tennessee at Knoxville |
| University of Northern British Columbia | University of Tennessee at Martin |
| University of Northern Colorado | University of the Fraser Valley <br> - (CFBSD Partner Participant) |
| University of Northern Iowa | University of the Pacific |
| University of Notre Dame | University of Toledo |
| University of Oklahoma | University of Toronto |
| University of Ontario Institute of Technology - (CFBSD Partner Participant) | University of Utah |
| University of Oregon | University of Vermont |
| University of Ottawa | University of Victoria |
| University of Pennsylvania | University of Virginia-Darden |
| University of Pittsburgh | University of Virginia-McIntire |
| University of Portland | University of Warwick |
| University of Prince Edward Island <br> - (CFBSD Partner Participant) | University of Washington |
| University of Puerto Rico at Rio Piedras | University of Washington Bothell |
| University of Québec at Montréal | University of Waterloo <br> - (CFBSD Partner Participant) |
| University of Regina <br> - (CFBSD Partner Participant) | University of West Florida |
| University of Richmond | University of West Georgia |
| University of Rochester | University of Windsor |
| University of San Diego | University of Winnipeg <br> - (CFBSD Partner Participant) |
| University of San Francisco | University of Wisconsin Oshkosh |
| University of Saskatchewan | University of Wisconsin-Eau Claire |
| University of Scranton | University of Wisconsin-Green Bay |


| University of Wisconsin-La Crosse | Wilfrid Laurier University |
| :---: | :---: |
| University of Wisconsin-Madison | Wilkes University |
| University of Wisconsin-Milwaukee | Willamette University |
| University of Wisconsin-Parkside | William Paterson University |
| University of Wisconsin-River Falls | Winona State University |
| University of Wisconsin-Stevens Point | Winston-Salem State University |
| University of Wisconsin-Whitewater | Winthrop University |
| University of Wyoming | Woodbury University |
| Utah State University | Wright State University |
| Utah Valley University | Xavier University |
| Valparaiso University | XLRI Jamshedpur |
| Vanderbilt University | York University |
| Villanova University | Youngstown State University |
| Virginia Commonwealth University | - CFBSD Participant Schools are members of the |
| Virginia Military Institute | Canadian Federation of Business School Deans. These schools participate in the Salary Survey through an agreement |
| Virginia Polytechnic Institute and State University | between AACSB International and CFBSD. |
| Virginia State University |  |
| Vlerick Business School |  |
| Wake Forest University |  |
| Walsh University |  |
| Washburn University |  |
| Washington State University |  |
| Washington University in St. Louis |  |
| Wayne State University |  |
| Weber State University |  |
| Webster University |  |
| West Chester University |  |
| West Texas A\&M University |  |
| West Virginia University |  |
| Western Carolina University |  |
| Western Connecticut State University |  |
| Western Illinois University |  |
| Western Kentucky University |  |
| Western Michigan University |  |
| Western Washington University |  |
| Whitworth School of Business |  |
| Wichita State University |  |
| Widener University |  |

