

Employers Plan to Increase Business School Hiring in 2018

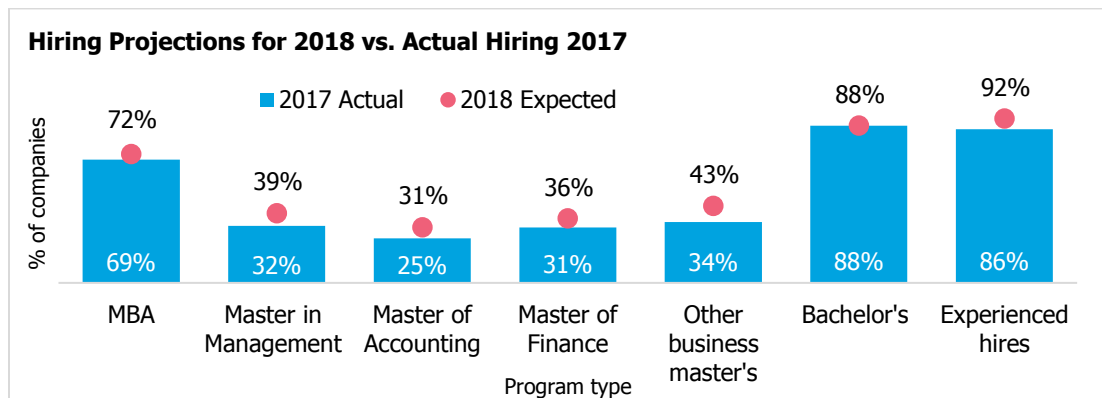
The results of GMAC's 2017 Year-End Employer Poll suggest that this year's MBA and business master's graduates can expect to enter an overall favorable job market.

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More than 4 in 5 employers (83%) plan to hire new business school graduates in 2018, according to the Graduate Management Admission Council® (GMAC®) 2017 Year-End Employer Poll. In total, 93 employers responded to the November 2017 poll, a 7.5 percent response rate. While the results of the poll do not necessarily reflect a statistically representative sample of employers, several clear trends emerge from the data.

Companies Report Positive 2018 Hiring Outlook

Employers are slightly more optimistic about job opportunities in 2018 compared with actual hiring in 2017. One recruiter states: “[The job market] seems strong based on conversations with students and career management centers. Candidates seem to have multiple opportunities.” The poll's results show that more employers expect to hire MBA graduates, as well as graduates from business master's programs, in 2018 compared with 2017. Bachelor's degree recipients and experienced hires continue to be sought by most companies in 2018, but expected bachelor's hiring is flat compared with 2017 levels. Another recruiter notes: “The [job] market is growing for graduate level candidates but contracting for BBA students.”



Specialists Expected to Be in Particularly High Demand

In 2018, a greater share of companies expect to hire more specialists than generalists (40%) than more generalists than specialists (28%)—a shift from 2017, when the balance was roughly equal. This shift coincides with the slightly greater growth rate of companies planning to hire from business master's programs compared with MBA graduates. One recruiter notes their company's specific need for business school graduates “...to be placed in highly specialized roles within engineering, operations, marketing, innovation, and finance.”

International Hiring Projected to Decline

The shifting political climate appears to be influencing corporate plans to hire international candidates. In 2018, just 18 percent of employers have plans to hire international candidates that require additional legal documentation, down from 27 percent in 2017. An employer noted: “[There are] a lot of opportunities for U.S. citizens or permanent residents. Very difficult for internationals requiring sponsorship.” [Recent GMAC research](#) has shown that international candidate concerns about their ability to obtain a job in the U.S. following graduation has led them to consider alternative study destinations.