

Stage	Applicants	Conversion Rate (%)
New Application	4086	NA
Phone Screen	886	22%
In-House Interview	749	85%
Offer Sent	134	18%
Offer Accepted	74	55%

PhD Candidates	Engineering	Finance	IT	Operations	Product	Sales
Phone Screen Conversion Rate	75%	11%	11%	7%	72%	23%
In-House Interview Conversion Rate	82%	71%	88%	82%	44%	68%
Offer Extended Conversion Rate	11%	20%	29%	22%	23%	8%

Masters and JD Candidates	Engineering	Finance	IT	Operations	Product	Sales
Phone Screen Conversion Rate	8%	5%	4%	9%	9%	27%
In-House Interview Conversion Rate	67%	-	-	75%	100%	95%
Offer Extended Conversion Rate	22%	25%	33%	22%	29%	13%

Bachelors Candidates	Engineering	Finance	IT	Operations	Product	Sales
Phone Screen Conversion Rate	13%	8%	7%	8%	16%	17%
In-House Interview Conversion Rate	60%	54%	72%	96%	69%	88%
Offer Extended Conversion Rate	37%	31%	62%	26%	17%	12%

Stage	PhD Applicants for Engineering Department	Engineering Conversion Rate for PhD Applicants (%)
New Application	287	NA
Phone Screen	216	75%
In-House Interview	177	82%
Offer Sent	19	11%
Offer Accepted	8	42%

Stage	Masters (including JD) Applicants for Engineering Department	Engineering Conversion Rate for Masters (including JD) Applicants (%)
New Application	320	NA
Phone Screen	27	8%
In-House Interview	18	67%
Offer Sent	4	22%
Offer Accepted	1	25%

Stage	Bachelors Applicants for Engineering Department	Engineering Conversion Rate for Bachelors Applicants (%)
New Application	1186	NA
Phone Screen	150	13%
In-House Interview	90	60%
Offer Sent	33	37%
Offer Accepted	18	55%

Stage	PhD Applicants for Finance Department	Finance Conversion Rate for PhD Applicants (%)
New Application	62	NA
In-House Interview	7	11%
Phone Screen	5	71%
Offer Sent	1	20%
Offer Accepted	0	0%

Stage	Masters (including JD) Applicants for Finance Department	Finance Conversion Rate for Masters (including JD) Applicants (%)
New Application	77	NA
Phone Screen	4	5%
Offer Sent	1	25%
Offer Accepted	0	0%

Stage	Bachelors Applicants for Finance Department	Finance Conversion Rate for Bachelors Applicants (%)
New Application	311	NA
Phone Screen	24	8%
In-House Interview	13	54%
Offer Sent	4	31%
Offer Accepted	4	100%

Stage	PhD Applicants for IT Department	IT Conversion Rate for PhD Applicants (%)
New Application	72	NA
Phone Screen	8	11%
In-House Interview	7	88%
Offer Sent	2	29%
Offer Accepted	2	100%

Stage	Masters (including JD) Applicants for IT Department	IT Conversion Rate for Masters (including JD) Applicants (%)
New Application	74	NA
Phone Screen	3	4%
In-House Interview	1	33%
Offer Accepted	0	0%

Stage	Bachelors Applicants for IT Department	IT Conversion Rate for Bachelors Applicants (%)
New Application	267	NA
In-House Interview	18	7%
Phone Screen	13	72%
Offer Sent	8	62%
Offer Accepted	5	62%

Stage	PhD Applicants for Operations Department	Operations Conversion Rate for PhD Applicants (%)
New Application	160	NA
Phone Screen	11	7%
In-House Interview	9	82%
Offer Sent	2	22%
Offer Accepted	2	100%

Stage	Masters (including JD) Applicants for Operations Department	Operations Conversion Rate for Masters (including JD) Applicants (%)
New Application	138	NA
In-House Interview	12	9%
Phone Screen	9	75%
Offer Sent	2	22%
Offer Accepted	2	100%

Stage	Bachelors Applicants for Operations Department	Operations Conversion Rate for Bachelors Applicants (%)
New Application	672	NA
Phone Screen	52	8%
In-House Interview	50	96%
Offer Sent	13	26%
Offer Accepted	9	69%

Stage	PhD Applicants for Product Department	Product Conversion Rate for PhD Applicants (%)
New Application	97	NA
In-House Interview	70	72%
Phone Screen	31	44%
Offer Sent	7	23%
Offer Accepted	3	43%

Stage	Masters (including JD) Applicants for Product Department	Product Conversion Rate for Masters (including JD) Applicants (%)
New Application	81	NA
In-House Interview	7	9%
Phone Screen	7	100%
Offer Sent	2	29%
Offer Accepted	1	50%

Stage	Bachelors Applicants for Product Department	Product Conversion Rate for Bachelors Applicants (%)
New Application	574	NA
Phone Screen	91	16%
In-House Interview	63	69%
Offer Sent	11	17%
Offer Accepted	6	55%

Stage	PhD Applicants for Sales Department	Sales Conversion Rate for PhD Applicants (%)
New Application	82	NA
Phone Screen	19	23%
In-House Interview	13	68%
Offer Sent	1	8%
Offer Accepted	1	100%

Stage	Masters (including JD) Applicants for Sales Department	Sales Conversion Rate for Masters (including JD) Applicants (%)
New Application	231	NA
Phone Screen	63	27%
In-House Interview	60	95%
Offer Sent	8	13%
Offer Accepted	3	38%

Stage	Bachelors Applicants for Sales Department	Sales Conversion Rate for Bachelors Applicants (%)
New Application	923	NA
Phone Screen	153	17%
In-House Interview	134	88%
Offer Sent	16	12%
Offer Accepted	9	56%