Unlocking the Professional Power of a US Liberal Arts and Sciences Education for European Students

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Class of 2024 International Student Outcomes

| All CMC Graduates | International CMC Graduates |
|--|--|
| 96% of students with defined plans 81% employed 15% grad school 4% seeking employment | 93% of students with defined plans 80% employed 13% grad school 7% seeking employment |
| Employers by Interest Cluster Accounting & Financial Services (30%) Non-Profit & Social Enterprise (14%) Technology & Entrepreneurship (13%) Consulting (13%) Science & Medicine (10%) Government, Law & Public Policy (9%) Creative & Entertainment (5%) | Employers by Interest Cluster Accounting & Financial Services (31%) Technology & Entrepreneurship (19%) Consulting (13%) Government, Law & Public Policy (13%) Science & Medicine (12%) Non-Profit & Social Enterprise (9%) Creative & Entertainment (3%) |
| Salary - \$80,000 | Salary - \$82,464 |

CMC Classes of 2022 and 2023 International Student Outcomes

International CMC Graduates

98% of students with defined plans

- 80% employed
- 18% grad school
- 2% seeking employment

Top Employers by Interest Cluster

- Accounting & Financial Services (31%)
- Consulting (31%)
- Technology & Entrepreneurship (20%)
- Science & Medicine (9%)
- Government, Law & Public Policy (3%)

Salary

- \$105,000

International CMC Graduates

100% of students with defined plans

- 74% employed
- 26% grad school
- 0% seeking employment

Employers by Interest Cluster

- Accounting & Financial Services (50%)
- Consulting (13%)
- Non-Profit & Social Enterprise (13%)
- Technology & Entrepreneurship (6%)
- Science & Medicine (6%)
- Government, Law & Public Policy (6%)
- Creative & Entertainment (3%)

Salary

- \$82,500

Industry Views on a Liberal Arts and Sciences Degree

"We need people who understand technology and people who understand people. That's why we hire liberal arts majors. They bring critical thinking, creativity, and a human-centered approach to problem-solving."

• Julie Sweet, CEO, Accenture; BA in International Relations from Claremont McKenna College

"Studying philosophy taught me two things: I learned how to write really clearly. I learned how to follow an argument all the way down, which is invaluable in running meetings... liberal arts degrees, as almost every institution granting them says, teach you how to think. They teach you how to reason and learn. They teach you how to write clearly. Those are incredibly valuable skills."

 Stewart Butterfield, Co-founder and former CEO of Slack Technologies; BA in Philosophy from University of Victoria (Canada)

"I am a strong believer in liberal arts education...what we really need today are people who have broad perspectives, people who are willing to take some chances intellectually and learn about subjects that they may not be the best in the world at. We need people who are going to be intellectually curious."

• Kenneth Chenault, Former CEO, American Express; BA in History from Bowdoin College



Challenges & Barriers in Promoting US LACs

c,ounselors

Options blend together for students

Location

Hard sell for parents (ie, Swiss+ survey results)

Up against "brand names"

Lack of set career funnel

Recognition in home countries

Tracking outcomes of graduates

Early pathway selection/ subject commitment in high school

Fit vs. Brand: How both sides of the desk can help



It's difficult to excel when you're uncomfortable!

The right language is important

- Clarify "Liberal Arts College" is an abbreviation for students and parents who are not familiar with the US education and often think that "Liberal Arts" means no opportunity for STEM studies at any level.
- Communicate the depth of quality in US Liberal Arts and Sciences education, so that students will consider beyond the same few oversubscribed institutions.
- Replace "liberal arts" with "interdisciplinary" and watch the numbers grow.

AO and counselor relationships are key

- Discuss institutional priorities and enrolment goals, and specific students.
- Visit availability/timing/fair coordination:
 - combine visits with other universities to increase interests
 - consider "no name" uni fairs

Money talks

- Return on investment name vs. actual education:
 - LAC's typically invest 90% of tuition into undergraduate operations
 - Larger research institutions typically invest only 10%





Small Group Discussion:

Promoting U.S. Liberal Arts Colleges Internationally

- Form small groups with the people around you.
- Discussion Questions:
 - 1) What are the key concerns and barriers surrounding liberal arts education for international students, and how can counselors and admissions officers work together to address them?
 - 2) How can liberal arts colleges more effectively communicate the value of their academic model and outcomes to both students and parents?
 - 3) How is the current U.S. political climate influencing international students' and families' perceptions of pursuing a liberal arts education in the U.S.?
- Group Share-Out: Share key takeaways from your discussion with the full group.



LAC Student Outcomes Examples

Henrietta (CMC, 2018, Finland) – Advisor on Diplomacy, Mediation and Regional Cooperation in the Middle East working for CMI – the Martti Ahtisaari Peace Foundation in Arman, Jordan. Previously worked for the UN Development Programme in Tehran. Got her PhD in Public and International Affairs at Princeton. Majored in Biophysics and IR.

Norman (CMC, 2018, Finland/Germany) – Senior Consultant at McKinsey & Company, based in Frankfurt, Germany. Was an Economics & Engineering major at CMC, completed his BA in Industrial Engineering at Columbia, and completed his MBA at Insead.

Ava (CMC, 2023, UK) – UX Designer at Sony Interactive Entertainment in San Francisco. Majored in Design (Pitzer) and IR at CMC.

Morgane (Linfield University, 2020, France) – Teaching English as a Second Language in France for the Ministry of Education. Previously completed a Master's in Education during the pandemic after leaving Linfield. Passed the national competitive exam required to teach in the French public school system.

Elias (CMC, 2025, Switzerland) – Industry Lead Supply Chain & AI at Palantir Technologies in New York. Majored in Economics & Engineering at CMC and completed his BS in Mechanical Engineering at Columbia.

Omukoko (Oberlin College, 2025, Aiglon Graduate) - Oberlin College Class of 2025 Commencement Speaker. Graduating with a degree in economics (with honors) along with a minor in politics.



LAC Student Outcomes Examples

Filip (Haverford College, 2023) – Starting a career in management consulting with Bain & Company in Houston, Texas, where he previously interned. Graduated in 2023 with a major in Economics and a minor in Spanish.

Noemi (Colgate University, 2023, Czech Republic) – Professional ice hockey player currently competing in the PWHL and representing the Czech national team. Played in the Winter Olympics as a member of Team Czechia.

Dipesh (Colgate University, 2022) – Senior Associate at EY-Parthenon. Founded a non-profit organization in Nepal focused on expanding undergraduate student mobility to the U.S.

Davidson College

- Greek alumni Neuroscience Ph.D. student at Northwestern University; Bain & Co. Consulting; Public Equity at Third Bridge Group Limited
- German alumni Georgetown University Law School; Maastricht University, Research Master Cognitive and Clinical Neuroscience and Clinical Psychology
- Turkish alumni Associate Wealth Management Advisor at Northwestern Mutual



Thank you!

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Additional Resources

- Claremont McKenna College Factbook: <u>https://www.cmc.edu/institutional-research/factbook</u>
- Haverford College 'Where They're Headed' Blog: https://haver.blog/tag/where-theyre-headed/

