At CIPA, we start by asking you to articulate your career aspirations. Then we work backwards.

Our faculty advisors help you design a curriculum that allows you to **build the skills and knowledge** you will need for your desired career path.

- Our two-year MPA offers a solid foundation of core coursework in management, economics and finance, and quantitative analysis.
- Based on your career-goals, you choose an area of concentration and pursue specialized courses to develop expertise in this area.

**MPA degree concentrations:**
- Economic & Financial Policy • Environmental Policy • Government, Politics & Policy Studies
- Human Rights and Social Justice • Public & Nonprofit Management • Science, Technology & Infrastructure Policy • International Development Studies • Social Policy

Our Office of Career Management works one-on-one with you to integrate real-world experience into your program of study.

- U.S. and international: Summer internships
- Off-campus study programs and externships that offer course credit:
  - Washington, DC
  - Albany, NY
  - New York City, NY

When you finish Cornell’s MPA program, you will be well-prepared to enter the job market with the expertise and experience to launch a successful career.
Within nine months of graduation, 96% of the class of 2017 was employed or pursuing further graduate degrees.

Given the diversity of interests and career objectives represented at CIPA, postgraduate activities are regularly distributed across three primary sectors.

Domestic U.S. Starting Salary by Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private</td>
<td>$68,000</td>
</tr>
<tr>
<td>Public/IGO</td>
<td>$59,000</td>
</tr>
<tr>
<td>Non-Profit/NGO</td>
<td>$43,500</td>
</tr>
</tbody>
</table>
Sharlene Castle, MPA 2018

Employer: Jaydot LLC, Washington, DC (consulting firm focused on developing supportive and affordable housing projects)

Position: Project Manager

Concentration: Public and Nonprofit Management

“In the future, I’d like to lead a nonprofit working on issues surrounding homelessness and affordable housing.

CIPA helped prepare me for this career by allowing me to take classes that will allow me to excel in both the short- and long-term—from affordable housing policy and real estate development to spreadsheet modeling and nonprofit management and finance.

CIPA’s alumni network helped me get a summer internship in my field that turned into a full-time job offer.”
Representative Employers

- 1890 House, Executive Director
- Accenture, Analyst, China
- American Civil Liberties Union, Business Analyst
- A.T. Kearney, Business Analyst, China
- Bain & Company, Associate Consultant, China
- Barclays Investment Bank, AVP Financial Crime Risk
- BitTiger, Public Relations Specialist
- Brookings Institution, Research Assistant
- Calvert Research and Management, ESG Research
- CCS, Executive Director
- Center for Global Development, Research Assistant
- China Capital Investment Group, Investment Manager, China
- China Central Bank, Foreign Reserve, Investment Analyst, China
- China Orient Asset Management Corp., Junior Analyst, China
- CITIC Securities, Senior Associate, China
- City and County of Denver, Budget Analyst
- City of New York, Mayor’s Office of Operations, 911 Quality Assurance Analyst
- City of New York, Office of Management and Budget, Health Task Force, Analyst
- Connecticut Green Bank, Commercial & Industrial Programs, Manager
- Cornell University, Intergroup Dialogue Project
- Cornell University, International Institute for Food, Agriculture and Development, Program Coordinator & Research Assistant
- Deloitte Tax, LLP, Consultant *
- EcoAgriculture Partners, Development Associate
- EY Advisory Practice, Consultant
- First Republic Bank, Credit Portfolio Analyst
- Goldman Sachs, Analyst, Singapore
- Google, On Line Partnership Group, Account Associate, Japan
- Harvard Kennedy School, Evidence for Policy Design, Research Fellow
- Inter-American Development Bank, Transport Consultant, Brazil
- International Food Policy Research Institute, Senior Research Assistant
- International Monetary Fund, Research Analyst

Employment location in the U.S. unless indicated

*multiple offers

Vast, Lifetime Network of Alumni

With connections to more than 223,000 graduates, Cornell has one of the largest alumni networks in the world.

Cornellians are known for their intense loyalty to the university and to one another. While you are at CIPA and after you leave, you will find people eager to open doors for you and help you on your way.

Above, 1995 CIPA alumnus and U.S. Congressman Chris Gibson (R-NY) discusses his career with students and faculty at a roundtable event.
CIPA offers a wide array of engagement opportunities that challenge you to put your classroom knowledge to work in a real-world setting. Whether you are involved in a consulting project, gathering data in the field, or doing an internship, you will be building a marketable skill set. These experiences will prepare you to meet the leadership and career challenges that lie ahead.

CIPA offers two consulting courses that are client-based. Here you gain project management experience and skills.

- Consulting for Government and Nonprofit Organizations (for 1st year students)
- Domestic or International Capstone (2nd year students)
Clifford Chen, MPA 2017

Employer: New York City Mayor’s Office of Management and Budget
Position: Analyst, Health Task Force
CIPA Concentration: Social Policy, with a specific focus on Health Policy
Internship: Taipei Medical University
Capstone Client: Global Livingston Institute

“When I started CIPA, I was a recent college graduate and one of my goals was to acquire practical experience. Two different courses offered me that opportunity: Consulting for Nonprofit and Government Organizations and International Capstone. Upon graduating, I had accumulated a full academic year of consulting experience, which was invaluable to my academic and professional growth.

Capstone offered a balance of self-directed work, guidance from the instructor, and interaction with established clients and stakeholders. It was essentially a culmination of my other experiences in CIPA. I was able employ the skills and lessons I took away from other courses and apply them in a real-world setting. Most significantly, I gained project management experience.”
Further Graduates Studies

- Cornell University, Economics
- Cornell University, Development Sociology
- Georgia Tech, Master of Data Science
- University of California at Irvine, Paul Merage School of Business, Master of Science
- University of Maryland, Political Science
- University of Oregon, Charles H Lundquist College of Business
- University of Oxford, Philosophy
- University of Wisconsin-Madison, Consumer Behavior and Family Economics

Historically, 8-10% of graduates pursue further graduate studies.

Ithaca: Centrally Located

Ithaca is a vibrant college town that offers the perfect backdrop for two years of concentrated graduate study.

It is also just a short drive or bus ride away from many major, metropolitan areas. Numerous bus lines offer four-hour direct service from Ithaca to New York City.
Real-world work experience is a critical component of our MPA program. It challenges you to take the academic concepts you have learned in the classroom and put them into practice.

Most students choose to complete an internship in the summer between the first and second year of study. Given that many of the most challenging and rewarding positions in the field of public affairs are unpaid, CIPA has developed a competitive grant program to help defray the costs of unpaid internships.

Emily Martin, MPA 2018

**Employer:** Government Accountability Office, Washington DC  
**Position:** Analyst  
**Concentration:** Human Rights and Social Justice  
**Capstone Client:** U.S. Department of State  
**Internship:** Defense Finance & Accounting Service

“The experience that had the most impact on me was the Comparative Public Administration course, which culminated in a week-long trip to South Korea...I learned how different public administrations “look” around the world and how we can extract lessons on how to be better public administrators from a wide array of cultures and locations.”

Representative Internships

- A.T. Kearney Management Consulting Co. Ltd., China  
- Abdul Latif Jameel Poverty Action Lab, (J-PAL), Chile  
- Accenture, China  
- Atkinson Center for a Sustainable Future  
- Bank of China, New York City & China*  
- Boston Consulting Group, China  
- Boston Redevelopment Authority  
- Boulder Institute of Microfinance  
- Brookings Institute  
- Caixin Media  
- Calvert Investments  
- CARE International  
- Cassidy & Associates  
- Center for Regional Economic Advancement, Cornell University  
- Chicago Mayor’s Office Fellowship Program  
- China African Development Bank  
- China Development Bank, China*  
- China Investment Corporation, China  
- China Securities Finance Holding Company Ltd., China  
- Citibank Co. Ltd., China*  
- CITIC Securities Co. Ltd., China  
- City of Ithaca, Mayor’s Office  
- City of New York, Office of Management and Budget  
- Columbia Center on Sustainable Investment  
- Community Foundation of Tompkins County  
- Congressional Research Service  
- Cornell Cooperative Extension of Tompkins County  
- Cornell University*  
- Council on Foreign Relations  
- Deloitte Tax, LLP*  
- Deloitte Touche Tohmatsu, Japan  
- Democratic National Committee  
- District of Columbia Public Schools*  
- EDF Climate Corps, CA Technologies  
- Edison Electric Institute
Representative Internships continued

- Empire State Development, Finger Lakes Regional Office
- Environmental Defense Fund
- Euromonitor International, China
- Every Women, Every Child UN Foundation
- Fair Trade USA
- Harvard Centre for International Development
- Industrial and Commercial Bank of China, NY and China *
- Inter-American Development Bank
- Inter-American Dialogue
- International Center for Trade and Sustainable Development, Switzerland *
- International Economic Development Council
- International Food Policy Research Institute *
- International Labor Rights Forum
- International Rescue Committee *
- KPMG China, China
- McKinsey & Company
- Monitor Deloitte, China
- Moody’s Investors Service
- National Governors Association
- National Partnership for Women and Families
- National Peace Academy
- New Orleans Mayor’s Office
- New York City Council *
- New York City Department of Education
- New York City Department of Transportation
- New York City Mayor’s Office of Management and Budget
- New York City Mayor’s Office of Operations *
- New York State Council on Children and Families
- New York State Department of Labor *
- North Head, China
- New York City Department of Finance
- New York City Mayor’s Office of Recovery and Resilience
- Philanthropy in Motion, Hong Kong *
- Port Authority of New York & New Jersey *
- Roland Berger Strategy Consultants, China *
- RTI International
- Shenzhen Institute of Building Research, China
- Tata-Cornell Institute for Agriculture and Nutrition, India
- The Bank of East Asia Ltd., China
- The Global Poverty Project
- The New York State Center for Rural Schools *
- The Wilderness Society
- Tompkins County Youth Services Department
- Truvalue Asset Management, China
- Twitter
- U.S. Department of Health and Human Services
- U.S. Embassy, Australia
- U.S. Government Accountability Office *
- UBS, Hong Kong
- UN Department of Economic and Social Affairs *
- UN Development Program
- UNFAO
- UNFPA
- UN Women
- UNDP, Regional Office for Europe & CIS, Turkey
- World Bank *
- World Vision
- World Wildlife Fund

**Representative Summer Internships by Location**

- **Domestic** 57%
- **International** 43%

**Representative Summer Internships by Sector**

- **Private** 31%
- **Public** 31%
- **Non Profit** 38%
Jiaying Li, MPA 2018

Employer: A.T. Kearney, China
Job Title: Business Analyst
CIPA Concentration: Economic and Financial Policy
Internship: The Boston Consulting Group, China

“Someday I would like to create my own NGO/social enterprise in the education field. First, I want to work for the private sector to boost my capacity and aggregate resources for an NGO. CIPA gave me a chance to study with professors in a range of departments including Policy Analysis and Management, Industrial and Labor Relations and the SC Johnson College of Business. CIPA’s networking events also allowed me to talk to people in consulting firms, the education sector, and international organizations. All of these interactions helped me realize that I had a lot to learn from the private sector in terms of management skills and efficient working style, which would be of benefit to me when I ran my own NGO down the road.”
We take your career seriously.

In today’s challenging employment market, it is important for you to begin thinking now about how you will use your degree to take the next step in your career.

A few weeks before you arrive on campus, you will receive a Career Interest Survey (CIS) from our Office of Career Management.

The information you provide will be helpful as we work with you and organizations in the field regarding their hiring needs.

During your first semester as an MPA student, you will enroll in “Career Management for Public Affairs” (PADM: 5010). This course prepares MPA students to enter the job market with the expertise and experience to launch a successful career in the field of public affairs.

Topics covered will include: the importance of self-assessment, the independent job search, the art of networking, effective interview skills, and best practices for preparing résumés and cover letters.
**Externships**

Students who choose to spend a semester in one of CIPA's off-campus study programs earn academic credit while completing an externship. Representative externship organizations are listed below by location.

**Washington, DC**
- District of Columbia Public Schools
- U.S. Department of State
- World Bank*

**New York City**
- Commissioner’s Office, NYC Police Dept.
- Fitch Ratings
- New Immigrant Community Empowerment
- UNDESA
- UNICEF

**Albany, NY**
- NY State Assembly

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**Services offered by the CIPA Office of Career Management**

- Individual Career Advising Appointments
- Résumé/Cover Letter Review
- Behavioral/Case/Finance Practice Interviews
- Internship/Employment Opportunities and Resources
- Alumni and Employer Referrals
- CIPA Career Networking Events in Washington, DC and New York City

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**Networking Events**

Looking for opportunities to network with potential employers and alumni?

In addition to facilitating employers’ on-campus recruitment visits, CIPA hosts annual career networking events in:
- Washington, DC
- New York City

CIPA also participates in joint-career fairs including:
- All-Ivy Environmental and Sustainable Career Fair (NYC)
- Cornell Career Day (Ithaca)
Identifying prospective talent

The CIPA Office of Career Management works with employers to identify internship and job candidates with the skills and expertise required to deliver results for their respective organizations.

We are committed to providing both domestic and international organizations with internship and employment candidates who possess a sound foundation of core competencies, as well as expertise in public policy based upon their career goals.

Our students and alumni have a track record of success in positions across the public, nonprofit, and private sectors. They also have a reputation for innovation.

We offer employers these services:

- On- and off-campus information sessions, and networking events
- Custom résumé collections and referrals
- Distribution of internship and/or employment announcements

To take advantage of the ways CIPA can assist you with your hiring needs, please contact:

Millie Reed • Assistant Director
CIPA Office of Career Management • mrr6@cornell.edu • 607-255-5587

*Millie Reed (second from right) meets with CIPA students to discuss career strategies.*
I plan to work in the energy sector crafting and implementing policies to positively affect society and the environment. CIPA taught me the necessary skills to achieve this goal, including how to navigate the intricacies of government and the interaction between policy and politics.

[The consulting course] gave me an opportunity to manage and adapt to the challenges that consultants deal with on a daily basis. As a result, I believe I am a more effective communicator, and I learned critical skills for working on a team.”

From coursework in legal aspects of public policy to economics and GIS, CIPA allowed me to diversify my skillset and grow as an individual.”
LEARN MORE

Thank you for your interest in CIPA. We invite you to learn more. Follow the blogs of some of our current students on our web site. Explore the CIPA Facebook page. Schedule a campus visit and discover first-hand what makes the CIPA EXPERIENCE so unique.

ON THE COVER

CIPA students explore the heart of Washington, DC, prior to the start of a day-long professional development event.

CREDITS

Editor: Lisa Jervey Lennox  •  Designer: Julie Manners  •  Photographers: cover photo and photos on page 8, 13 and 14 by University Photography; alumni profile photos by Dave Burbank of Burbank Photography; photos on pages 5, 6, and 12 by Peter Cody Fiduccia ’17; photo page 8 by Cristian Valenzuela ’17.