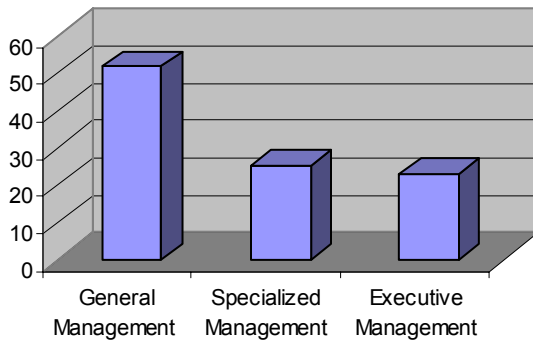
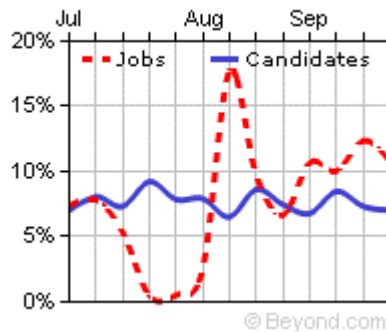


### Candidate Breakdown – Percentage of Industry Management & Business



### Management & Business Employment Trends (Percentage of Network – July 2007 to September 2007)



### Management & Business Employment Forecast (Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2006-2007)

- Employment of top executives—including chief executives and general and operations managers—is expected to grow between 9% and 17% through 2014.
- Because top managers are essential to the success of any organization, their jobs are unlikely to be automated or to be eliminated through corporate restructuring—trends that are expected to adversely affect employment of lower-level managers.

Quarterly Channel Statistics	
Active Candidates	632K
Active Resumes*	506K
Jobs Posted	36K
Channel Sites	82
Email Contacts	2.72 million
Monthly Channel Statistics	
Job Views	15K
Online Applications	12K
New Candidates	290K
New Resumes	22K

Most Popular Candidate Titles (%)	
1.	Manager (11.98)
2.	General Manager (9.92)
3.	Assistant Manager (7.10)
4.	Director (5.58)
5.	Supervisor (5.32)
6.	Management Trainee (4.36)
7.	Assistant Director (4.35)
8.	Program Manager (4.05)
9.	Managing Director (3.73)
10.	Executive Director (3.23)

Cities with the Most Jobs Posted	
1.	New York, NY
2.	Dallas, TX
3.	Chicago, IL
4.	Washington, DC
5.	Atlanta, GA

\*Includes only one resume per candidate

### You can effectively reach this market. Here is how we can help.

The Beyond.com Network is comprised of more than 15,000 general, local and niche-industry web sites that together have the power to reach more than **25 million business professional contacts** through its network community, with thousands of new members added each day. A complete listing of the Beyond.com Network sites can be found at: [www.Beyond.com/Network](http://www.Beyond.com/Network).

The Management & Business Delivery Channel captures and delivers information tailored to meet the individual needs and goals of the business professional and corporate organization. In addition to searching for a new job, candidate, or industry-related resource materials, Beyond.com can help create a customized recruitment, marketing or advertising campaign that will effectively reach your company's targeted audience.

Branding and advertising opportunities include:

- Job Posting Packages
- E-Mail Marketing and Sponsorships
- Corporate Branding & Spotlights
- Banner Advertising
- Alerts and Keyword Purchases

# Management & Business 3QT07 Industry Outlook

## The Beyond.com Network

By using the power of the Beyond.com Network, your company can be as broad or as specific as necessary in its search to target the critical audience to maximize the value of your recruiting, marketing or advertising campaign. You can target national, regional, state, city, specialty or industry-specific areas. Located below are a few listings of top states, keyword searches and web sites that should be considered:

Top 10 States for New Candidates (%)
1. California (10.88)
2. Florida (9.15)
3. Texas (9.08)
4. Georgia (5.30)
5. Pennsylvania (5.24)
6. Illinois (4.71)
7. New York (4.38)
8. North Carolina (3.61)
9. Michigan (3.48)
10. Arizona (3.21)

### Top Management & Business Key Words Searched by Candidates:

Manager, Quality, Director, Business, Retail, President, Operations, Supervisor, MBA and Marketing

### City Sites

PhillyJobs.com	ManhattanJobs.com	SeattleJobs.com
BaltimoreJobsite.com	PittsburghJobs.com	PhoenixJobs.com
BostonJobsite.com	AlbanyJobsite.com	ChicagoJob.net

### Industry Sites

ManagerSupervisor.com	DirectorManager.com	ManagementWorkers.com
DirectorVP.com	CEOJobsite.com	BranchSalesManager.net
ManagerSales.com	MarketingManagerDirector.com	GeneralmanagerJobs.com

## Key Management & Business Demographics

In addition to the extensive reach of the Beyond.com Network, it is also important to understand key demographics for the Management and Business Delivery Channel such as years of experience, educational background, length of job search and candidate personality traits. As you can see, 63.68% of our network candidates have a 4 year college degree or higher, 59.83% have 10 or more years experience, 8.73% have obtained security clearance and more than 51% of candidates have chosen the Beyond.com Network within the first 2 weeks of their job search. This translates into a significant opportunity for your company to tap into a highly-talented, knowledgeable and fresh candidate pool.

Experience Level	%
Less than 1 year	5.37
1-3 Years	8.78
3-5 Years	8.79
5-10 Years	17.23
10-15 Years	16.25
15-20 Years	18.29
21+ Years	25.29

Educational Background	%
Post Graduate Degree	16.91
4 Year College Degree	46.77
2 Year College Degree	9.11
Some College	20.12
High School Diploma	7.10

Security Clearance	%
Active Confidential	3.08
Active Secret	1.31
Active Top Secret	0.34
Active Top Secret/SCI	0.34
Inactive Confidential	0.56
Inactive Secret	1.68
Inactive Top Secret	0.86
Inactive Top Secret/SCI	0.56

Length of Job Search	%
Just Started	38.57
2 Weeks	13.36
4 Weeks	12.75
6 Weeks	6.50
2 Months	7.89
3 Months	7.79
6 Months	5.40
9 Months	1.46
12 Months	0.78
Over 1 Year	5.49

## Start with Us...

**Beyond.com will help maximize your campaign today. Contact us at [LPSales@Beyond.com](mailto:LPSales@Beyond.com) or by dialing 1-866-694-5627 and Go Beyond!**