

PROFILE



MBA Entrepreneurship: At A Glance

2014 MBA COMPENSATION

	MEAN	MEDIAN
BASE SALARY	\$104,286	\$100,000
SIGNING BONUS	\$24,964	\$25,000
GUARANTEED BONUS	\$21,832	\$16,625

SELECT NOTABLE ALUMNI

Brent Callinicos: Uber GROWTH EXECUTIVE
Joseph Colopy: Bronto Software FOUNDER
Jason Kilar: Hulu FOUNDER
Martin Lagod : Firelake Capital Management FUNDER
Julian Robertson: Tiger Management FOUNDER
Amit Singh: Spectraforce FOUNDER
Bill Starling: Synergy Life Science Partners FOUNDER
Jeff Tucker: Century Bridge Capital GROWTH EXECUTIVE
Sumit Vohra: Lonerider Brewing Company FOUNDER
Matt Williamson: Windsor Circle FOUNDER
Tucker York: Goldman Sachs GROWTH EXECUTIVE

CLASSES OFFERED

- FOUNDER**
- ▶ Entrepreneurs Lab (ELab)
 - ▶ Innovation and Product Development
 - ▶ Launching the Venture (LTV)
 - ▶ Protecting and Designing Technology Startups
 - ▶ Social Entrepreneurship

- FUNDER**
- ▶ Applied Private Investment Management
 - ▶ Applied Venture Capital Concepts
 - ▶ Business Plan Analysis
 - ▶ Private Equity
 - ▶ Venture Capital Valuation and Deal Structure

- GROWTH EXECUTIVE**
- ▶ Family Business I: Introduction to Family Enterprise
 - ▶ Family Business II: Managing the Family Office
 - ▶ Healthcare Entrepreneurship
 - ▶ Managing the Growing Business
 - ▶ Sales



Establishes a strong foundation through our curriculum to forge a successful and high-impact transition to entrepreneurship as a:

Founder: An entrepreneur who initiates a new enterprise

Funder: A leader in capital formation, venture capital and private equity investing

Growth Executive: A senior leader in a high-growth venture or a corporate intrapreneur

LEARN

Provides direct experience through:

Launching the Venture: A course series designed to teach, empower and inspire entrepreneurship

LaUNCH Chapel Hill: Our innovative venture accelerator

Carolina Challenge: Our University-wide venture competition

LAUNCH

Defines our commitment to the growth entrepreneur through:

Entrepreneurs Lab (ELab): A marketplace for entrepreneurs and venture capitalists

Venture Capital Investment Competition (VCIC): An annual global, venture funding competition

Adams Apprenticeship: A year-long coaching process with UNC's leading entrepreneurial alumni and friends

LEAD

#9

ENTREPRENEURSHIP

U.S. News and World Report
2015 Best Colleges report,
consistently in the top 10

#12

ENTREPRENEURSHIP

Entrepreneur Magazine
2015 Top 25 Colleges report

KEY RESOURCES

CENTER FOR ENTREPRENEURIAL STUDIES (CES)

At UNC Kenan-Flagler, an entrepreneurial spirit is ingrained into our culture. Since 1997, CES has offered students, staff and faculty the resources to identify and evaluate valuable entrepreneurial opportunities and get connected to mentors and coaches in Research Triangle Park (RTP) — one of the nation's most vibrant entrepreneurial hotspots.

FACULTY, ENTREPRENEURS IN RESIDENCE (EIRs) AND PRACTICING ENTREPRENEURS

UNC Kenan-Flagler faculty are dedicated to making the complex world of entrepreneurship accessible and tangible. The UNC Kenan-Flagler EIRs leverage a deep industry expertise and network, and they mentor and coach students through a myriad of innovative topics. Successful practicing entrepreneurs enhance the classroom experience by guiding students' entrepreneurial ideas and models based on their startup experiences.

1789 VENTURE LAB

The 1789 Venture Lab provides support for fledgling innovators with ideas for non-profit, for-profit or social entrepreneurial ventures. Access to relevant mentors and business coaches and essential services are provided for students and alumni starting their ventures. (www.1789venturelab.com)

ADAMS APPRENTICESHIP

This game-changing program is designed for entrepreneurs with a passion for innovation, creating opportunities and demonstrating results. Adams Apprentices are offered exclusive access to Adams Advisors — a select group of Carolina alumni and friends uniquely positioned to open doors and facilitate entrepreneurial success in multiple career pathways.



PROFESSIONAL DEVELOPMENT AND EXPERIENTIAL LEARNING OPPORTUNITIES

ENTREPRENEURS LAB (ELab)

ELab offers a select number of UNC Kenan-Flagler MBA business students a rare opportunity to meet one-on-one with local entrepreneurs at their locations to see innovation firsthand. The class also invites best-in-class thought leaders to offer their insights and connections to accelerate the student experience.

VENTURE CAPITAL INVESTMENT COMPETITION (VCIC)

Founded at UNC Kenan-Flagler in 1998, VCIC attracts 1,200 MBA students from 60 different business schools around the world. VCIC provides MBA students with a unique opportunity to learn about venture capital funding by acting as VCs and evaluating real startup ventures. VCIC simulates the entire VC investment process in an extremely condensed time period, providing MBA students with a first-hand glimpse of venture capital. (www.vcic.org)

THE CAROLINA CHALLENGE

One of the nation's premier university-sponsored entrepreneurship competitions. Since 2005, dozens of new ventures created by students, recent graduates and faculty have competed for up to \$50,000 of seed funding. Participants are also given the opportunity to network with experienced business experts and receive valuable feedback.

STARTUP CONSULTING PROGRAM

This program provides MBAs an experiential learning opportunity serving as consultants to early-stage, UNC-affiliated startup companies. These consulting projects offer students the chance to develop and hone entrepreneurial and startup skills through hands-on work and the opportunity to expand their network of founders, advisors and management teams. Projects often include market research, competitive analysis, business model development, pitch presentation refinement, and validation of financing strategies.

MBA CAREER MANAGEMENT CENTER

UNC Kenan-Flagler offers a broad range of career development resources including preparatory courses, elevator pitch practice and startup-focused career treks to the Bay area, RTP, New York and Boston. A dedicated associate director is focused on entrepreneurial and startup career outcomes and is actively supported by the Center for Entrepreneurial Studies.

UNC KENAN-FLAGLER PRIVATE EQUITY FUND

The only student-run fund associated with a top-tier business school that seeks to provide real returns to its limited partners. Currently, the Kenan-Flagler PE Fund has more than \$4.4 million of committed capital under management across two funds. (www.kfpfund.com)

LAUNCH CHAPEL HILL

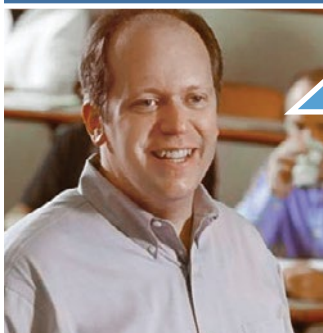
This startup accelerator is designed to increase the growth potential of high-impact startup and early stage ventures. Launch Chapel Hill provides the support, tools and knowledge needed to decrease risks, reduce go-to-market time and accelerate the growth of a startup. (www.launchchapelhill.com)

LAUNCHING THE VENTURE

A series of courses in feasibility, business planning and financing designed to teach, empower and inspire entrepreneurial teams at UNC to launch commercial businesses and social ventures. These courses also provide hands-on coaching and mentoring. (www.launch.unc.edu)

UNC KENAN-FLAGLER ALUMNI

UNC Kenan-Flagler has a broad and globally active network of 1,150 alumni - and counting, currently working as serial entrepreneurs, venture capitalist/private equity investors and growth executives.



“UNC Kenan-Flagler is positioned to be the training ground for the next generation of transformative entrepreneurial leaders.”

For business leaders to be relevant in the future, they will need to acquire the skills of the entrepreneur. UNC Kenan-Flagler is best positioned among peer business schools to shape entrepreneurial leaders through our Learn-Launch-Lead. This model delivers depth and breadth to prepare graduates to transition to entrepreneurship over the course of their career – as founders of new enterprises, funders in venture capital and private equity investing as well as corporate intrapreneurs or senior leaders in high-growth ventures.”

— Ted Zoller
Director, Center for Entrepreneurial Studies
Senior Fellow, Ewing Marion Kauffman Foundation



Shaping Leaders & Driving Results®

Center for Entrepreneurial Studies

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