

## PROFILE

**30%**  
OF UNC MBA GRADUATES  
ENTER CONSULTING OR  
STRATEGY ROLES

### 2015 MBA COMPENSATION

	MEAN	MEDIAN
BASE SALARY	\$108,627	\$110,000
SIGNING BONUS	\$24,662	\$21,000

### SELECT EMPLOYERS

- AT KEARNEY
- BAIN & COMPANY
- COGNIZANT BUSINESS CONSULTING
- DELOITTE CONSULTING LLP
- DELTA AIR LINES
- DEUTSCHE POST DHL CONSULTING
- ERNST & YOUNG LLP
- FIDELITY BUSINESS CONSULTING
- MCKINSEY & CO.
- THE BOSTON CONSULTING GROUP (BCG)
- NORTH HIGHLAND
- SCOTTMADDEN
- PRICEWATERHOUSECOOPERS (PWC)
- TRIANGLE INSIGHTS GROUP
- WALMART

### SELECT S.T.A.R. & GBP CONSULTING CLIENTS

- ELI LILLY
- GENERAL ELECTRIC
- IBM
- PNC BANK
- MILLERCOORS
- JOHNSON & JOHNSON
- LENOVO
- CAESARS ENTERTAINMENT
- SAP
- DOMINO'S
- MONSANTO
- PEPSICO
- PROCTOR & GAMBLE (P&G)
- GOOGLE
- BOEING
- AMGEN
- WESTINGHOUSE



## MBA Management Consulting: At A Glance

UNC Kenan-Flagler is at the forefront of MBA programs in consulting education. Our consulting program is designed to teach foundational skills in an experiential environment. Students learn analytical and strategic thinking, team leadership and client management skills through real-world client engagements. The focus on experiential learning ensures that UNC Kenan-Flagler students are prepared to have an immediate impact in generalist, specialist or internal consulting roles.

### CLASSES OFFERED

- ▶ CONSULTING SKILLS AND FRAMEWORKS
- ▶ S.T.A.R. CONSULTING ENGAGEMENTS
- ▶ GLOBAL BUSINESS PROJECTS (GBP)
- ▶ HEALTHCARE CONSULTING PROJECTS
- ▶ STRATEGIC MODELING AND BUSINESS DYNAMICS
- ▶ PROJECT MANAGEMENT
- ▶ STRATEGIC ECONOMICS
- ▶ CORPORATE STRATEGY
- ▶ GLOBAL BUSINESS STRATEGY
- ▶ TECHNOLOGY STRATEGY
- ▶ BUSINESS STRATEGY BEYOND MARKETS
- ▶ MANAGING INNOVATION AND PERFORMANCE IN ORGANIZATIONS
- ▶ STRATEGIC INNOVATION



### KEY RESOURCES

#### FACULTY

Our consulting concentration is led by industry and consulting practice leaders that have extensive experience with some of the world's leading consulting firms. Our consulting and strategy faculty leverage their direct experience consulting and advising to some of the world's leading firms.

#### S.T.A.R. CONSULTING PROJECTS

Students actively serve as consultants to leading corporations and nonprofit organizations, tasked with developing comprehensive recommendations and actionable strategies. All teams are guided by both a faculty advisor with significant business consulting/corporate experience and an executive from the client organization. We complete more than 25 high-impact, action-oriented consulting engagements each year.

#### GLOBAL BUSINESS PROJECTS (GBP)

Students actively serve as consultants to global clients based in China, India or Brazil. As with S.T.A.R., students are tasked with developing comprehensive recommendations and actionable strategies which also requires them to participate in a global immersion in order to work side by side with their client. All teams are guided by both a faculty advisor with significant business consulting/corporate experience and an executive from the client organization. We complete more than 15 high-impact, action-oriented global consulting engagements each year.

#### MBA CAREER MANAGEMENT CENTER (CMC)

UNC Kenan-Flagler offers a broad range of career development resources including preparation courses, case studies and career treks. A dedicated associate director is focused on consulting recruiting, student coaching and career outcomes. CMC actively manages dozens of relationships with leading consulting firms.

### CORE SKILL BUILDING

Intensive seven-week course focused on hypothesis-driven problem solving.

### HANDS-ON EXPERIENCE

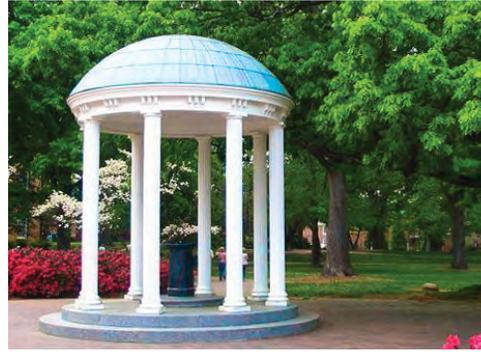
Student teams work on real consulting engagements for Fortune 500 and nonprofit clients.

### FUNCTIONAL SPECIALIZATION

Students deepen knowledge with tailored electives in strategy, finance, marketing, healthcare, technology and sustainability.

### COMPREHENSIVE INTERVIEW PREPARATION

Structured and intensive consulting career preparation including case competitions, mock case interviews and company driven education events.



**PROFESSIONAL DEVELOPMENT AND EXPERIENTIAL LEARNING OPPORTUNITIES**

**HEALTHCARE CONSULTING PROJECTS**

UNC Kenan-Flagler offers healthcare consulting project opportunities in partnership with UNC Healthcare. Students learn by doing as they take on the role of consultants to real organizations, from major international corporations to community development partners and entrepreneurial startups.

**ALUMNI**

UNC Kenan-Flagler has a broad and active network of alumni working in the field of consulting. Over 1,100 UNC Kenan-Flagler alumni are currently working in the field of management consulting.

**CAREER TREKS**

Students visit top consulting firms in both Charlotte and Atlanta to enhance their understanding of consulting careers and the distinctive culture of leading consulting firms while enjoying networking opportunities with partners, consultants and alums.

**EMPLOYER OFFICE HOURS**

Representatives of various consulting firms provide residential, on-site office hours providing students with a forum to more deeply develop relationships and gain consulting career advice from major employers.

**NATIONAL CASE COMPETITIONS**

Teams of MBA students represent UNC Kenan-Flagler in numerous national and international consulting case competitions each year. Case competitions provide students with a chance to apply their industry and business knowledge and to present real business solutions to pressing business issues while providing a forum to network with peers and professionals.

**CASE-OFF**

This unique competition enables UNC Kenan-Flagler MBA students to practice their case-based interviewing skills while competing against peers in a bracket-based competition. Judges include UNC alumni currently employed as consultants for leading consulting firms.

**CASE INTERVIEW PREPARATION**

Representatives from consulting companies serve as mock interviewers to help students prepare for casing, framing problems, behavioral interviews and other unique attributes of the career search process for those seeking consulting careers.

GRADUATES REPRESENT  
**40 OUT OF THE TOP 50**  
CONSULTING FIRMS



“UNC Kenan-Flagler does an excellent job building each student’s core consulting capabilities so that they can quickly add value for our clients. Integrating these strong capabilities with a very similar collaborative culture enables UNC Kenan-Flagler MBA students to have very successful careers at Deloitte.”

— Tim Partridge (MBA '06) – Principal, Deloitte Consulting LLP



**UNC**  
KENAN-FLAGLER  
BUSINESS SCHOOL

Shaping Leaders & Driving Results®

**John Durrett**  
Professor of the Practice of Strategy  
Director Emeritus, McKinsey & Co.  
Concentration Leader for Management Consulting

John\_Durrett@kenan-flagler.unc.edu  
919-962-3180

[www.kenan-flagler.unc.edu/programs/mba](http://www.kenan-flagler.unc.edu/programs/mba)