

The University of North Carolina at Chapel Hill
Kenan-Flagler Business School

CONNECT & ENGAGE



Undergraduate Business Recruiter Guide



Our Students Emerge As Leaders

UNC Kenan-Flagler is singular in the world of business education. For over a century, we've fostered a unique, applied-learning environment characterized by a culture of collaboration and world-class leadership development.

#8 U.S. NEWS & WORLD REPORT

- #5 MANAGEMENT
- #7 MARKETING
- #8 FINANCE
- #9 ENTREPRENEURSHIP
- #16 ACCOUNTING

#9 POETS & QUANTS



Class Profile*

CLASS ENTERING IN	MAJORS		MINORS	
	2019	2020	2019	2020
CLASS SIZE	361	371	60	62
MEDIAN GPA	3.76	3.76	3.77	3.72
MALE	55%	55%	58%	50%
FEMALE	45%	45%	42%	50%
UNDERREPRESENTED MINORITIES	19%	18%	12%	19%
INTERNATIONAL STUDENTS	11%	11%	0%	6%

*Based on statistics at the time of admission.

STUDENTS WITH FOR CREDIT IMMERSIVE INTERNATIONAL STUDY EXPERIENCE **73%**

STUDENTS WITH SECOND MAJOR OR MINOR OUTSIDE OF THE BUSINESS SCHOOL **61%**



Undergraduate Business Curriculum

PREREQUISITE COURSES

- CALCULUS-BASED MATHEMATICS
- INTRODUCTION TO ECONOMICS
- INTRODUCTION TO FINANCIAL ACCOUNTING
- INTRODUCTION TO STATISTICS
- MICROECONOMIC THEORY



CORE COURSES

- BUSINESS ANALYTICS
- CORPORATE FINANCE
- CORPORATE STRATEGY
- FINANCIAL ACCOUNTING
- LEADING AND MANAGING
- LEGAL & ETHICAL ENVIRONMENT OF BUSINESS
- MANAGEMENT AND CORPORATE COMMUNICATION
- OPERATIONS MANAGEMENT
- PRINCIPLES OF MARKETING
- STRATEGIC MANAGEMENT



AREAS OF EMPHASIS

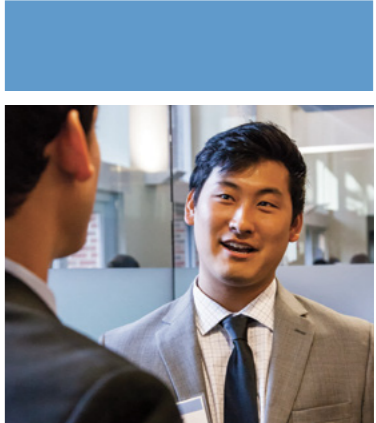
- CONSULTING
- ENTREPRENEURSHIP
- FINANCE:
 - INVESTMENT BANKING
 - INVESTMENT MANAGEMENT
 - MULTINATIONAL FINANCE
 - REAL ESTATE
- MARKETING MANAGEMENT & SALES
- OPERATIONS



Leadership Begins With Student Clubs And Organizations

- ACCOUNTING CLUB
- BUSINESS TECHNOLOGY CLUB
- CAROLINA THINK
- CAROLINA WOMEN IN BUSINESS
- COMMUNITY, EQUITY AND INCLUSION
- CONSULTING CLUB
- DELTA SIGMA PI
- FAMILY BUSINESS CLUB
- FINANCE SOCIETY
- HEALTHCARE BUSINESS CLUB
- MARKETING CLUB
- MINORITY BUSINESS STUDENT ALLIANCE
- MONEYTHINK
- OPERATIONS CLUB
- PRIDE@UNC
- REAL ESTATE CLUB
- SUSTAINABILITY CLUB
- 180 DEGREES CONSULTING CLUB

CONTACT STUDENT LEADERS:
KENAN-FLAGLER.UNC.EDU/PROGRAMS/UNDERGRADUATE-BUSINESS/STUDENT-EXPERIENCE/STUDENT-CLUBS/



2018-2019 Undergraduate Business Student Outcomes

CLASS OF 2019	
KNOWLEDGE RATE	99%
% JOB SEEKERS EMPLOYED	98%
EMPLOYED FULL-TIME	88%
ENROLLED IN FURTHER STUDY	8%
NOT SEEKING	2%
SUCCESS RATE	98%
STILL SEEKING	2%

FULL-TIME COMPENSATION		
SALARY DISCLOSURE RATE	94%	
	MEAN	MEDIAN
BASE SALARY	\$68,115	\$70,000
SIGNING BONUS	\$7,903	\$7,500

INTERNSHIP STATISTICS CLASS OF 2020	
SUMMER 2019 INTERNSHIP	96%
AVERAGE SUMMER INCOME	\$12,111
PAID / STIPEND	86%

Internship statistics reflect a 80% response rate from anticipated Class of 2020 business majors.

EMPLOYMENT BY INDUSTRY	FULL-TIME		INTERNSHIP	
	MEAN SALARY	% OF STUDENTS	MEAN INCOME	% OF STUDENTS
FINANCIAL SERVICES	\$73,640	40%	\$15,553	35%
CONSULTING	\$72,175	20%	\$11,615	17%
TECHNOLOGY / SCIENCE	\$60,793	10%	\$11,134	13%
CONSUMER PACKAGED GOODS / RETAIL	\$54,905	5%	\$11,020	7%
REAL ESTATE / CONSTRUCTION	\$74,636	4%	\$11,930	4%
MARKETING / SALES	\$68,429	3%	\$6,693	4%
HEALTHCARE	\$53,000	3%	\$10,391	4%
MEDIA / ENTERTAINMENT	\$49,625	3%	\$10,820	1%
ACCOUNTING	\$56,167	2%	\$6,227	2%
OTHER	\$56,719	10%	\$9,945	13%

EMPLOYMENT BY FUNCTION	FULL-TIME		INTERNSHIP	
	MEAN SALARY	% OF STUDENTS	MEAN INCOME	% OF STUDENTS
FINANCE	\$73,121	41%	\$15,145	42%
• Investment Banking / Sales & Trading	\$82,565	42%	\$19,810	47%
• Internal Finance	\$63,500	20%	\$10,020	24%
• Real Estate	\$73,273	9%	\$12,671	8%
• Investments	\$73,571	6%	\$12,199	12%
• Other Finance	\$65,679	23%	\$10,486	9%
CONSULTING	\$71,069	25%	\$11,231	20%
MARKETING / SALES	\$51,390	15%	\$9,024	18%
ANALYTICS	\$72,278	6%	\$9,472	4%
OPERATIONS / PRODUCTION	\$62,625	3%	\$8,921	4%
GENERAL MANAGEMENT	\$62,600	2%	\$11,190	1%
ACCOUNTING	\$51,000	1%	\$6,575	3%
OTHER	\$62,699	7%	\$8,460	8%

EMPLOYMENT BY REGION								
REGION	NORTH CAROLINA	NORTHEAST	SOUTH*	MID-ATLANTIC	MIDWEST	SOUTHWEST	WEST	OUTSIDE U.S.
FULL-TIME % of students	35%	25%	15%	10%	6%	6%	3%	0%
INTERN % of students	36%	31%	12%	6%	5%	3%	5%	2%

*NC not included.

CT, MA, ME, NH, NJ, NY, RI, VT AL, AR, FL, GA, KY, LA, MS, SC, TN DC, DE, MD, PA, VA, WV IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI AZ, CO, NM, OK, TX AK, CA, HI, ID, MT, NV, OR, UT, WA, WY

TOP 3 FULL-TIME DESTINATIONS		
NEW YORK, NY	CHARLOTTE, NC	ATLANTA, GA
22%	21%	10%

This report conforms to The National Undergraduate Business Symposium First Destination Reporting Standards (NUBS Standards), which can be found online at (<http://tinyurl.com/NUBStandards>). The career outcomes data presented are based upon a Knowledge Rate of 99% (with a base survey Response Rate of 97%) for the Class of 2019. The full-time compensation data presented are based upon a Response Rate of 97% and a Salary Disclosure Rate of 94% for the Class of 2019. Success Rate defined as students with a positive outcome (full-time employment, continuing education, or military service plus those who are not seeking employment or continuing education). Still Seeking statistic includes students either still seeking employment (2%) or further education (0%). "Other" full-time industries include: Aerospace (0.3%), Defense (0.3%), Energy (1.0%), Hospitality (0.3%), Manufacturing (0.7%), Non-profit (0.3%), Pharma/Biotech (0.7%), Sports/Leisure (2.0%), Transportation/Logistics (0%), and students who selected "Other" (5.1%). "Other" full-time functions include: Actuary (0.5%), Advertising/PR (0.7%), Education (0.3%), Entrepreneur/Founder (1.4%), Human Resources (0.7%), Info Tech (0.3%), Logistics (0.3%) and students who selected "Other" (2.7%).

Employer Engagement Opportunities

Academic Calendar

2019-2020 School Year

Spring 2020

Classes Begin	January 8
Spring Break	March 9-15
Holiday	April 10
Classes End	April 24
Exams End	May 5
Graduation	May 10

2020-2021 School Year

Fall 2020

Classes Begin	August 18
Fall Break	October 15, 16
Holiday	September 7
Classes End	December 2
Exams End	December 11

Spring 2021

Classes Begin	January 6
Spring Break	March 6-14
Holiday	April 2
Classes End	April 23
Exams End	May 4
Graduation	May 9

University Career Services (UCS)

UCS manages on-campus recruiting for all undergraduates at UNC. UCS is a full-service career office that offers a variety of resources and activities, including:

- Job postings
- Company presentations and information sessions
- On-campus interviews
- Career fairs (Fall Job/Internship Expo, Diversity Fair, Spring Job/Internship Expo)
- Networking nights and career panels

Undergraduate Business Symposium

This premier career event for undergraduate students provides career education, networking, and skill development through interactive panels, specialized workshops, and learning opportunities involving more than 450 students and over 125 company representatives.



symposium.kenan-flagler.unc.edu

Student Teams Achieving Results (STAR)

The STAR program is an experiential learning program that teams UNC Kenan-Flagler Business School undergraduate and MBA students and expert faculty to take on complex business challenges for companies, not-for-profit organizations or government agencies. With valuable corporate partner input, the students and faculty advisors develop strategic recommendations that deliver extraordinary value at a significant savings compared to traditional consulting services.



Assured Enrollment Program

This program is designed to effectively acclimate a select group of students who secured assured enrollment to the Undergraduate Business Program upon entering the university.

Students in the Assured Enrollment Program have the opportunity to engage in leadership development training, enroll in a specially designed course to learn about business and career development, explore global business through immersive international experiences, and network with UNC Kenan-Flagler faculty, staff, students and alumni.

Global Learning Opportunities in Business Education (GLOBE®)

The GLOBE® program brings together three of the world's best business schools to provide 18 undergraduate students a premier business education that spans the globe. UNC partners with the Chinese University of Hong Kong (CUHK) and the Copenhagen Business School (CBS) to offer a unique, integrated global business curriculum that spans 3 semesters and 3 continents to prepare students as future managers and business leaders.

In each region, GLOBE® students participate in interactive off-site visits and capstone studies with public and private sector organizations to engage in dynamic learning centered around local expertise that has global relevancy.



Selected Employer Partners

ACCENTURE

AMAZON

BAIN & COMPANY

BANK OF AMERICA

BARCLAYS

BOSTON CONSULTING GROUP

CAPITAL ONE

CISCO

CMG PARTNERS

COMCAST/NBCUNIVERSAL

CREDIT SUISSE

DELOITTE

DIMENSIONAL FUND ADVISORS

EASTDILL SECURED

EY

GARTNER

GEICO

GOLDMAN SACHS

GREYSTAR

HARRIS WILLIAMS & CO.

IBM

INSIGHT SOURCING GROUP

J.P.MORGAN

KPMG

MCKINSEY & COMPANY

MORGAN STANLEY

NEWELL BRANDS

ORACLE

PRICEWATERHOUSECOOPERS

PROCTER & GAMBLE

PROPHET

RED VENTURES

REGIONS BANK

STIFEL

SUNTRUST

WELLS FARGO

Recruiting at UNC Kenan-Flagler Business School

UNDERGRADUATE BUSINESS	<p>EMPLOYER RELATIONS TEAM 919.962.3235 UBP-Recruiting@kenan-flagler.unc.edu</p>	<p>Undergraduate Business Program UNC Kenan-Flagler Business School P 919.962.3235 McColl Building, CB 3490 Chapel Hill, NC 27599-3490 kenan-flagler.unc.edu/programs/undergraduate/career/for-recruiters/</p>
UNIVERSITY CAREER SERVICES (UCS) A key recruiting partner of the Undergraduate Business Program	<p>RODERICK LEWIS 919.962.6507 Rockrick.Lewis@unc.edu</p> <p>JULIE PENDERGRAPH 919.962.7886 Julie_Pendergraph@unc.edu</p>	<p>University Career Services 219 Hanes Hall, CB 5140 P 919.962.6507 Chapel Hill, NC 27599</p> <p>To post a job or an internship for undergraduates at UNC-Chapel Hill: careers.unc.edu/employers</p> <p>careers.unc.edu</p>
MBA PROGRAMS <ul style="list-style-type: none"> • FULL-TIME MBA • MBA@UNC • EXECUTIVE MBA 	<p>EMPLOYER ENGAGEMENT & RECRUITING TEAM 919.962.3533 EmployerEngagementTeam@kenan-flagler.unc.edu</p>	<p>Career and Leadership for MBA & Alumni UNC Kenan-Flagler Business School P 919.962.3533 McColl Building, CB 3490 Chapel Hill, NC 27599-3490 EmployerEngagementTeam@kenan-flagler.unc.edu</p>
MASTER OF ACCOUNTING	<p>ALLISON MANNING 919-962-6378 Allison_Manning@kenan-flagler.unc.edu</p>	<p>Master of Accounting (MAC) UNC Kenan-Flagler Business School P 919.962.3209 McColl Building, CB 3490 Chapel Hill, NC 27599-3490</p>
CORPORATE RELATIONS	<p>CANDRICE OLIVER 919.962.3105 Candrice_Oliver@kenan-flagler.unc.edu</p>	<p>Corporate Relations UNC Kenan-Flagler Business School P 919.962.3105 The Kenan Center, CB 3440 Chapel Hill, NC 27599-3440 corporaterelations@kenan-flagler.unc.edu</p>
ALUMNI	<p>SANDRA CHANDLER 919.962.1627 Sandra_Chandler@kenan-flagler.unc.edu</p>	<p>Career and Leadership for MBA & Alumni UNC Kenan-Flagler Business School P 919.962.3533 McColl Building, CB 3490 Chapel Hill, NC 27599-3490 EmployerEngagementTeam@kenan-flagler.unc.edu</p>
EXECUTIVE DEVELOPMENT	<p>KERI BENNINGTON 919.962.3452 Keri_Bennington@kenan-flagler.unc.edu</p>	<p>UNC Executive Development UNC Kenan-Flagler Business School P 919.962.3452 Rizzo Center, CB 3445 Chapel Hill, NC 27599-3445</p>

