

PROFILE

2017 MBA COMPENSATION

	MEAN	MEDIAN
BASE SALARY	\$111,082	\$110,000
SIGNING BONUS	\$23,706	\$25,000
OTHER	\$19,781	\$11,000

SELECT NOTABLE ALUMNI

Robin Richards Donohoe:
Draper Richards Foundation
FOUNDER

Joseph Colopy: Serial Entrepreneur
FOUNDER

Jason Kilar: Hulu
FOUNDER

Whitnie Narcisse: First Round Capital
FOUNDER

Julian Robertson: Tiger Management
FOUNDER

Amit Singh: Spectraforce
FOUNDER

Bill Starling:
Synergy Life Science Partners
FOUNDER

Phaedra Boinodiris: IBM
GROWTH EXECUTIVE

Sumit Vohra:
Lonerider Brewing Company
FOUNDER

Matt Williamson: Windsor Circle
FOUNDER

Tucker York: Goldman Sachs
GROWTH EXECUTIVE

Z. Biri Singh: Imply
GROWTH EXECUTIVE

UNC Kenan-Flagler Business School is committed to developing transformative entrepreneurial leaders as founders, funders and growth executives. **The Center for Entrepreneurial Studies (CES)**, founded in 1997 through the generosity of Frank Hawkins Kenan, offers a comprehensive array of curricular and co-curricular programs under the rubric Learn-Launch-Lead (L3)TM to develop skills and direct experience not found at other business schools. Our broad-spectrum entrepreneurship curriculum fosters our collaborative, hands-on and results-driven learning environment to build an entrepreneurial mindset. And, our commitment extends beyond graduation to support career transitions through our global network of alumni mentors and coaches.

LEARN-LAUNCH-LEAD FRAMEWORK



CLASSES OFFERED

FOUNDER

- ▶ Entrepreneurs Lab (ELab)
- ▶ Introduction to Entrepreneurship
- ▶ StartUp-UNC
- ▶ Private Equity Mentor Program
- ▶ Social Entrepreneurship
- ▶ StartUp Consulting

FUNDER

- ▶ Applied Private Investment Management
- ▶ Applied Venture Capital Concepts
- ▶ Business Plan Analysis
- ▶ Entrepreneurial Finance
- ▶ Private Equity
- ▶ Venture Capital Valuation and Deal Structure
- ▶ Private Deal Structures

GROWTH EXECUTIVE

- ▶ Family Business I: Introduction to Family Enterprise
- ▶ Family Business II: Governance and Ownership
- ▶ Innovation and Design Thinking
- ▶ Managing the Growing Business
- ▶ Sales

KEY RESOURCES

NC 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 Private Equity Fund has more than \$4.4 million of committed capital under management across two funds. (www.kpfefund.com)

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.

UNC KENAN-FLAGLER ALUMNI

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

CAROLINA ANGEL NETWORK (CAN)

CAN connects alumni, donors, parents and other members of the UNC Chapel Hill's entrepreneurial community with promising UNC-affiliated, early-stage, private companies for the purpose of providing advice and funding. The CAN operation facilitates these transactions through screening of investment opportunities, conducting due diligence through both outside contacts and student teams (MBA, Law, PhD) and facilitating the communication between CAN members and company representatives.

#8 ENTREPRENEURSHIP
U.S. News & World Report
2015 Best Colleges report,
consistently in the top 10

#12 ENTREPRENEURSHIP
Princeton Review 2017
MBA Entrepreneurship

#4 BUSINESS INCUBATOR
UBI Global Index
2015 report of over 300 incubators



PROFESSIONAL DEVELOPMENT AND EXPERIENTIAL LEARNING OPPORTUNITIES

LEARN

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.

STARTUP-UNC

This is 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)

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 venture capitalists and evaluating real startup ventures. (www.vcic.org)

MBA ENTREPRENEURSHIP AND VENTURE CAPITAL CLUB (EVC)

The MBA EVC club is the only group dedicated for those MBA students pursuing careers as entrepreneurial founders, venture capitalist funders and innovative growth executives. The Club sponsors keynote speakers, real-world experiences and exciting opportunities to work with local entrepreneurs and venture capitalists. The EVC Fellowships are available to help offset the cost of working for a startup during an internship. (www.uncevc.com)

CAROLINA CHALLENGE

The challenge is 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 in seed funding. Participants are also given the opportunity to network with experienced business experts and receive valuable feedback.

LAUNCH

1789 VENTURE LAB

The 1789 Venture Lab provides support for fledgling innovators with ideas for nonprofit, 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)

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)

BLUE INNOVATION COMMUNITY

Based in Carmichael Residence Hall, this innovation-themed program provides access to a massive design space, creation tools and an open workspace. BLUE inspires students in an innovative and collaborative residential community using physical and virtual tools to engage in self-discovery, build diverse connections and accelerate ideas.

LEAD

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. (<http://www.adamsapprenticeship.com/>)

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.



“ 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
President, U.S. Association of Small Business and Entrepreneurship



KENAN-FLAGLER BUSINESS SCHOOL
Center for Entrepreneurial Studies

Shaping Leaders & Driving Results®

Center for Entrepreneurial Studies

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