

## PROFILE



# MBA Entrepreneurship: At A Glance

### 2016 MBA COMPENSATION

	MEAN	MEDIAN
BASE SALARY	\$111,922	\$110,000
SIGNING BONUS	\$24,441	\$22,500

### SELECT NOTABLE ALUMNI

- Robin Richards Donohoe:  
Draper Richards Foundation  
FOUNDER
- Joseph Colopy: Serial Entrepreneur  
FOUNDER
- Jason Kilar: Hulu  
FOUNDER
- Martin Lagod:  
Firelake Capital Management  
FOUNDER
- 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
- 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)<sup>TM</sup> 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.

### 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



**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:**

- 1789 Venture Lab: Our University's central hub for students and alumni with a for-profit, nonprofit or social entrepreneurial venture.
- Startup-UNC: 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 yearlong coaching process with UNC's leading entrepreneurial alumni and friends

## LEAD

### KEY RESOURCES

#### 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.

#### 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](http://www.launchchapelhill.com))

#### 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](http://www.1789venturelab.com))

**#10** 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

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



PROFESSIONAL DEVELOPMENT AND EXPERIENTIAL LEARNING OPPORTUNITIES

**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.

**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](http://www.vcic.org))

**MBA ENTREPRENEURSHIP AND VENTURE CAPITAL CLUB (EVC)**

The MBA EVC club is the only group dedicated to 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](http://www.uncevc.com))

**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](http://www.kfpfund.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.

**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](http://www.launch.unc.edu))

**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.



“ **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