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

Our Students Emerge As Leaders

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

#6 U.S. NEWS & WORLD REPORT
- #3 PUBLIC UNIVERSITIES
- #5 MANAGEMENT
- #6 MARKETING
- #6 PRODUCTION / OPERATIONS
- #8 FINANCE
- #9 ENTREPRENEURSHIP

#10 BLOOMBERG BUSINESSWEEK
- #4 PUBLIC UNIVERSITIES
- #6 STUDENT SATISFACTION
  - A+ TEACHING
  - A+ JOB PLACEMENT
  - A FACILITIES AND SERVICES

Class Profile*

<table>
<thead>
<tr>
<th>MAJORS</th>
<th>MINORS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>2017</td>
</tr>
<tr>
<td>CLASS SIZE</td>
<td>337</td>
</tr>
<tr>
<td>MEDIAN GPA</td>
<td>3.60</td>
</tr>
<tr>
<td>MALE</td>
<td>59%</td>
</tr>
<tr>
<td>FEMALE</td>
<td>41%</td>
</tr>
<tr>
<td>UNDERREPRESENTED MINORITY</td>
<td>16%</td>
</tr>
<tr>
<td>INTERNATIONAL STUDENTS</td>
<td>8%</td>
</tr>
</tbody>
</table>

STUDENTS WITH FOR CREDIT IMMERSIVE INTERNATIONAL STUDY EXPERIENCE 56%

STUDENTS WITH SECOND MAJOR OR MINOR OUTSIDE OF THE BUSINESS SCHOOL 52%

*Based on statistics at the time of admission.

Undergraduate Business Curriculum

PREREQUISITE COURSES
- BUSINESS ACCOUNTING
- CALCULUS-BASED MATHEMATICS
- ENGLISH COMPOSITION AND RHETORIC
- INTRODUCTION TO ECONOMICS
- INTRODUCTION TO STATISTICS
- MICROECONOMIC THEORY

CORE COURSES
- ANALYTICAL APPLICATIONS
- BUSINESS LAW AND ETHICS
- CORPORATE FINANCE
- FINANCIAL ACCOUNTING
- LEADING AND MANAGING
- MANAGEMENT COMMUNICATIONS
- OPERATIONS MANAGEMENT
- PRINCIPLES OF MARKETING
- STRATEGIC MANAGEMENT

AREAS OF EMPHASIS
- CONSULTING
- CORPORATE FINANCE
- ENTREPRENEURSHIP STUDIES
- FINANCE
- INTERNATIONAL BUSINESS
- INVESTMENTS
- MARKETING MANAGEMENT
- SALES
- OPERATIONS
- REAL ESTATE

Leadership Begins With Student Clubs And Organizations

- ACCOUNTING CLUB
- AIESEC - THE INTERNATIONAL ASSOCIATION OF STUDENTS INTERESTED IN ECONOMICS AND BUSINESS MANAGEMENT
- ALPHA KAPPA PSI
- CAMPUS SMART INITIATIVE
- CAROLINA WOMEN IN BUSINESS
- CONSULTING CLUB
- DELTA SIGMA PI
- KENAN-FLAGLER ALLIANCE
- MARKETING CLUB
- MINORITY BUSINESS STUDENT ALLIANCE
- NET IMPACT UNDERGRADUATE CLUB
- OPERATIONS CLUB
- REAL ESTATE CLUB
- TECHNOLOGY CLUB
- UNCG FINANCE SOCIETY
- UNDERGRADUATE BUSINESS STUDENT ASSOC.
### Full-Time Compensation

<table>
<thead>
<tr>
<th>Base Salary</th>
<th>Signing Bonus</th>
<th>Expected Additional Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>$60,429</td>
<td>$6,535</td>
<td>$20,983</td>
</tr>
<tr>
<td>Median</td>
<td>$63,000</td>
<td>$10,000</td>
</tr>
</tbody>
</table>

### Employment by Industry

- **Financial Services**
  - Mean Salary: $62,932
  - % of Students: 48%
- **Consulting**
  - Mean Salary: $66,779
  - % of Students: 19%
- **Consumer Products / Retail**
  - Mean Salary: $51,364
  - % of Students: 10%
- **Technology / Science / Petroleum / Energy**
  - Mean Salary: $51,235
  - % of Students: 8%
- **Media / Entertainment / Sports / Leisure**
  - Mean Salary: $52,200
  - % of Students: 5%
- **Real Estate**
  - Mean Salary: $58,889
  - % of Students: 4%
- **Accounting**
  - Mean Salary: $56,667
  - % of Students: 3%
- **Pharma / Biotech / Healthcare**
  - Mean Salary: $60,000
  - % of Students: 2%
- **Government / Education / Nonprofit**
  - Mean Salary: $45,000
  - % of Students: 2%

### Employment by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Full-Time</th>
<th>Internship</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Carolina</td>
<td>32%</td>
<td>40%</td>
</tr>
<tr>
<td>South**</td>
<td>27%</td>
<td>19%</td>
</tr>
<tr>
<td>Northeast</td>
<td>25%</td>
<td>26%</td>
</tr>
<tr>
<td>West</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>Southwest</td>
<td>6%</td>
<td>3%</td>
</tr>
<tr>
<td>Mid-West</td>
<td>4%</td>
<td>6%</td>
</tr>
<tr>
<td>Outside U.S.</td>
<td>&lt;1%</td>
<td>&lt;1%</td>
</tr>
</tbody>
</table>

### Internship Statistics

- Summer 2014 Internship: 95%
- Average Summer Income: $9,646
- Paid / Stipend: 91%

### Employment by Function

- **Finance**
  - Mean Salary: $63,674
  - % of Students: 50%
  - Signing Bonus: $10,956
  - % of Students: 53%
- **Consulting**
  - Mean Salary: $67,564
  - % of Students: 21%
  - Signing Bonus: $10,527
  - % of Students: 10%
- **Sales**
  - Mean Salary: $50,217
  - % of Students: 21%
  - Signing Bonus: $7,401
  - % of Students: 18%
- **Operations / Production**
  - Mean Salary: $44,250
  - % of Students: 2%
  - Signing Bonus: $5,940
  - % of Students: 2%
- **General Management**
  - Mean Salary: $45,000
  - % of Students: 1%
  - Signing Bonus: $8,947
  - % of Students: 7%
- **Accounting**
  - Mean Salary: $50,000
  - % of Students: 2%
  - Signing Bonus: $7,581
  - % of Students: 4%
- **Other**
  - Mean Salary: $58,889
  - % of Students: 4%
  - Signing Bonus: $6,720
  - % of Students: 1%

### Full-Time Internship

<table>
<thead>
<tr>
<th>Region</th>
<th>Mean Salary</th>
<th>% of Students</th>
<th>Mean Income</th>
<th>% of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Carolina</td>
<td>$63,674</td>
<td>50%</td>
<td>$10,956</td>
<td>53%</td>
</tr>
<tr>
<td>South**</td>
<td>$68,061</td>
<td>44%</td>
<td>$14,632</td>
<td>43%</td>
</tr>
<tr>
<td>Northeast</td>
<td>$63,059</td>
<td>15%</td>
<td>$7,610</td>
<td>25%</td>
</tr>
<tr>
<td>West</td>
<td>$60,500</td>
<td>9%</td>
<td>$8,385</td>
<td>6%</td>
</tr>
<tr>
<td>Southwest</td>
<td>$58,729</td>
<td>32%</td>
<td>$8,252</td>
<td>26%</td>
</tr>
<tr>
<td>Mid-West</td>
<td>$60,000</td>
<td>2%</td>
<td>$7,230</td>
<td>2%</td>
</tr>
<tr>
<td>Outside U.S.</td>
<td>$45,000</td>
<td>2%</td>
<td>$6,720</td>
<td>1%</td>
</tr>
</tbody>
</table>

### Summer 2014 Internship Employment

- 95% of students had full-time employment
- 11% enrolled for further study
- 6% still job seeking
- 3% not in job market

### Top Full-Time Destinations

- Charlotte, NC: 20.3%
- New York, NY: 17.8%
- Atlanta, GA: 10.2%

---

Employer Engagement Opportunities

Undergraduate Business Symposium
This premier career event for undergraduate students provides career education, networking, and skill development through interactive panels, specialized workshops, and case competitions involving approximately 350 undergraduate business students and 100 executives.

Global Learning Opportunities in Business Education (GLOBE)
This unique partnership between UNC Kenan-Flagler, The Chinese University of Hong Kong, and Copenhagen Business School brings together a select group of high-caliber students for an intense and wholly immersive educational experience at each partner school.
In each region, GLOBE students participate in interactive off-site visits to public and private sector organizations to engage in dynamic learning centered around local expertise that has global relevancy.

Student Teams Achieving Results (STAR)
This is a hands-on learning program in which students apply their leadership and analytical skills learned in the classroom to real-life business situations as they take the role of consultants for actual companies.
Integrated teams of undergraduate business students and MBAs build comprehensive and actionable strategies for corporations and nonprofit organizations seeking to strengthen their competitiveness. All teams are guided by both a faculty adviser and an executive from the client organization.

Undergraduate Business On-Boarding Programs
Interact with incoming undergraduate business students throughout the academic year in mock interviews, practitioner panels, and networking workshops.

University Career Services (UCS)
UCS manages on-campus recruiting for undergraduate business students. 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 Career Expo, Diversity Fair, Spring Internship and Job Fair)
• Networking nights and career panels

Assured Admission Program
This program is designed to effectively acclimate a select group of students who secured assured admission to the Undergraduate Business Program upon entering the university.
Students in the Assured Admission 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.

Selected Major Employers

ALTRIA GROUP INC.
BAIN & CO. INC.
BANK OF AMERICA CORP.
THE BOSTON CONSULTING GROUP
CAPITAL ONE
CISCO SYSTEMS INC
COMCAST/NBCUNIVERSAL
CREDIT SUISSE
DELL
DELOITTE CONSULTING

EY
GENERAL ELECTRIC
GOLDMAN SACHS
GLAXOSMITHKLINE
GOOGLE INC.
GUGGENHEIM PARTNERS
THE HERSHEY COMPANY
HURON CONSULTING GROUP
IBM
INSIGHT SOURCING GROUP

JPMORGAN
KPMG
KRAFT FOODS
THE LINK GROUP
MCKINSEY & COMPANY
MORGAN STANLEY
NEIMAN MARCUS
NEWELL RUBBERMAID
OPPENHEIMER & CO.
ORACLE CORPORATION
PNC FINANCIAL SERVICES
PRICewaterhousecoopers
PROcter & GamBLE
PRUDENTIAL FINANCIAL
RED VENTURES
SUNTRUST ROBINSON HUMPHREY
TARGET CORP.
TEACH FOR AMERICA
TOWERS WATSON
WELLS FARGO
Recruiting at UNC Kenan-Flagler Business School

UNDERGRADUATE BUSINESS

DAVID VOGEL
919.962.3750
David_Vogel@kenan-flagler.unc.edu

JEFF SACKAROFF
EXTERNAL RELATIONS
919.962.7658
Jeff_Sackaroff@unc.edu

JULIE PENDERGRAPH
RECRUITING COORDINATOR
919.962.7886
Julie_Pendergraph@unc.edu

Undergraduate Business Program
UNC Kenan-Flagler Business School
McColl Building, CB 3490
Chapel Hill, NC 27599-3490

P | 919.962.3235
F | 919.962.6964
E | ubp@unc.edu

University Career Services
219 Hanes Hall, CB 5140
Chapel Hill, NC 27599

To post a job or an internship for undergraduates at UNC-Chapel Hill: http://careers.unc.edu/employers

http://careers.unc.edu

FULL-TIME MBA

JAMES BARRICELLI
919.962.3109
James_Barricelli@kenan-flagler.unc.edu

SHAWNICE MEADOR
919.962.4275
Shawnice_Meador@kenan-flagler.unc.edu

MBA Career Management Center
UNC Kenan-Flagler Business School
McColl Building, CB 3490
Chapel Hill, NC 27599-3490

P | 919.962.3533
F | 919.962.9255
E | hirembas@unc.edu

MBA@UNC AND EXECUTIVE MBA

JEREMIAH NELSON
919.962.3156
Jeremiah_Nelson@kenan-flagler.unc.edu

Master of Accounting (MAC)
UNC Kenan-Flagler Business School
McColl Building, CB 3490
Chapel Hill, NC 27599-3490

P | 919.962.3645
F | 919.962.9255
E | mac_info@unc.edu

ALUMNI

ELIZABETH WALLENCHECK
919.962.2678
Elizabeth_Wallencheck@kenan-flagler.unc.edu

Alumni Career Management
UNC Kenan-Flagler Business School
The Kenan Center, CB 3440
Chapel Hill, NC 27599-3440

F | 919.962.9319

BUSINESS PARTNERSHIPS

MEENA DORR
919.962.5608
Meena_Dorr@kenan-flagler.unc.edu

Dean's Office
UNC Kenan-Flagler Business School
The Kenan Center, CB 3440
Chapel Hill, NC 27599-3440

P | 919.962.5608

Kenan-Flagler Business School The University of North Carolina at Chapel Hill McColl Building, CB 3490 Chapel Hill, NC 27599-3490 USA

www.kenan-flagler.unc.edu

UNC KENAN-FLAGLER BUSINESS SCHOOL
Shaping Leaders & Driving Results

UNGB15-004