UNC Kenan-Flagler’s Capital Markets & Investments program is designed to teach practical finance skills to enable our students to be successful in the broad field of asset management including analysis, portfolio management, and sales & trading. Our program is rooted in teaching the foundations of investments, but provides a wide array of electives to enable students to delve into specific areas relevant to their own career aspirations. In addition, UNC Kenan-Flagler provides students with a world class financial skills training program rooted in experiential learning which puts students head and shoulders above their MBA peers in other programs.

**25% OF ALL UNC MBA GRADUATES PURSUE FINANCE CAREERS**

**2014 MBA COMPENSATION**

<table>
<thead>
<tr>
<th></th>
<th>MEAN</th>
<th>MEDIAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Salary</td>
<td>$104,286</td>
<td>$100,000</td>
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<tr>
<td>Signing Bonus</td>
<td>$24,964</td>
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<tr>
<td>Guaranteed Bonus</td>
<td>$21,832</td>
<td>$16,625</td>
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**CAREER PATHS**

- Equity / Fixed Income Analyst
- Sales & Trading
- Risk Management / Compliance
- Private Wealth Management
- Private Equity

**SELECT EMPLOYERS**

- American Century
- Bank of America Merrill Lynch
- Credit Suisse
- Fidelity
- Goldman Sachs
- JP Morgan
- Morgan Stanley
- Morningstar
- Piper Jaffray
- T. Rowe Price
- Wells Fargo Securities
- William Blair & Company
- Yacktman Funds

**FINANCE DEVELOPMENT PROGRAM (FDP)**

UNC Kenan-Flagler invests significantly in a financial skills training program that supplements the academic curriculum and gives students the requisite practical skills for successful finance careers. Through the FDP, we offer 80 hours of courses in financial modeling, corporate valuation, deal structures, interview prep and many other topics related to careers in finance.

**CAREER CLUBS**

Students pursuing studies in Capital Markets & Investments at UNC Kenan-Flagler can participate in a variety of career clubs including Investment Banking, Investment Management, Private Equity and Private Wealth Management. These clubs provide opportunities for interacting with leading employers through career treks, practical insights to potential careers, peer learning and collaboration.

**FACULTY AND BOARD**

Our Capital Markets & Investment area is led by several faculty with practical investment experience, including CFA charter-holders. Additionally, these faculty interact continuously with a selected Board of investment professionals that have extensive experience with some of the world's leading asset management firms.

**CAPITAL MARKETS LAB**

UNC Kenan-Flagler's Capital Markets Lab provides a state-of-the-art learning environment to hone the skills needed of financial services professionals. The Capital Markets Lab, with 20 Bloomberg terminals and access to other resources such as Factset, provides a real-world setting for students to manage equity and fixed-income portfolios.
PROFESSIONAL DEVELOPMENT AND EXPERIENTIAL LEARNING OPPORTUNITIES

ALPHA CHALLENGE
The Alpha Challenge is one of the world’s premier stock pitch competitions. Hosted annually by UNC Kenan-Flagler, this competition attracts teams of business students from leading global business schools to pitch their investment recommendation to an acclaimed group of buy-side investment professionals. The two day event brings together over 30 top investment management firms for interviewing, networking and the competition. | www.alphachallenge.com

CLUB BROWN BAGS
The Investments Club provides numerous brown bag lunches throughout the first half of the year to prepare UNC Kenan-Flagler students for the rigorous investment banking recruiting and interview process. In addition, alumni from various investment banking firms come to campus to present case studies and “day in the life” examples of an investment banker.

COMPANY PRESENTATIONS
More than 20 financial services firms come to campus each year to present information on employment opportunities, provide additional networking opportunities and share case study examples for students to learn firsthand about working in the financial services industry.

EMPLOYER OFFICE HOURS
Representatives of various financial services firms provide on-site office hours to provide students with a forum to more deeply develop relationships and gain career advice from major employers.

CAREER PATHS IN FINANCE
An overview of potential careers in finance (buy-side, sell-side, advisory and corporate) and the skills needed for success taught by one of our external training partners.

TRACKING THE MARKETS AND GENERAL ECONOMY
Highlights the macroeconomic environment and explains key economic indicators that one should track in order to understand the implications of the financial markets.

INTRODUCTION TO FINANCIAL MODELING
Students build a dynamic financial model incorporating various financial statements and schedules including: income statement, balance sheet and cash flow statement, operating working capital, fixed assets, equity and retained earnings.

CORPORATE VALUATION
Through practical examples and exercises, Corporate Valuation illustrates the fundamentals of popular valuation concepts and techniques (EBITDA, Enterprise Value, WACC, accretion/dilution, etc.) used by Wall Street practitioners.

STUDENT-MANAGED FUNDS
Several opportunities to manage live portfolios, whether it’s in public securities through the Global Perspectives hedge fund, the private equity or real estate funds, students can supplement a finance curriculum with cooperative, experiential learning which develops tangible skills in global macroeconomic asset allocation, portfolio management and investment communication. All totaled students manage nearly $14 million dollars in assets.

CHARTERED FINANCIAL ANALYST EXAM PROGRAM SCHOLARSHIPS
As a partner school with the CFA Institute, UNC Kenan-Flagler has access to numerous resources from the Institute, including up to 10 scholarships for the CFA examination program. | www.cfainstitute.org

ANATOMY OF A DEAL
Students learn practical perspectives and applications of the investment banking deal process, the major steps in a transaction and participate in a valuation simulation of live deal negotiations.

RESTRUCTURING AND CREDIT ANALYSIS
This full day seminar highlights the required elements for successful restructuring, the importance of valuation in deal and debt structures and details the basics of consensual out-of-court restructurings and workouts.

CAPITAL MARKETS AND SECURITIES VALUATION
Designed to assist students seeking employment in asset management and sell-side research, this workshop illustrates the fundamentals of popular valuation techniques. The workshop extends beyond the calculations of various valuation techniques and delves into selecting and interpreting valuation metrics.

LEVERAGE BUYOUT (LBO) MODELING WORKSHOP
Enables students to develop an understanding of leveraged buyout analysis through the construction of their own interactive LBO model. As an outcome, students are able to effectively represent the interests of the three main constituents of the deal – selling shareholders, lenders and the financial sponsor.

INTERVIEW PREPARATION WORKSHOPS; FINANCE AND PRIVATE EQUITY
Students learn how to best answer many of the common interview questions and to present their resume in the most compelling way. In addition, this workshop provides a step-by-step approach to answering valuation, finance and accounting questions and presents the technical portions of a private equity interview.

COMPANY ANALYSIS, PRODUCTS AND STRUCTURING SEMINAR
In this four-day seminar, students will learn how companies finance themselves in the debt markets, highlighting loans, bonds, securitization and money market products. Participants learn how to analyze a company’s business and financial condition from a debt perspective and to match borrower needs with financing products.

At UNC Kenan-Flagler, we are committed to developing investment professionals with the skills necessary to succeed in the highly competitive global asset management industry. We combine rigorous, practical, innovative and applied coursework in investments with industry-level resources such as Bloomberg, Factset, and our Capital Markets Lab, and our status as a partner school with the CFA Institute. Together this provides the framework for developing students into highly sought after candidates. The combination of academic and practical training, investment resources and asset management firm exposure provide an outstanding platform to prepare you for this career."

Chip Snively, CFA
Senior Lecturer in Finance | Concentration Leader | Capital Markets and Investments

www.kenan-flagler.unc.edu/programs/mba