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

Undergraduate Business Recruiter Guide

CONNECT & ENGAGE

University Career Services

BOSTON CONSULTING GROUP

including:

• Networking nights and career fairs (Fall Job/Internship Expo)
• Company presentations
• Job postings

Internship Expo)

BANK OF AMERICA

BARCLAYS

AMAZON

CISCO

DIMENSIONAL FUND ADVISORS

EASTDILL SECURED

GARTNER

GEICO

EY

In each region, GLOBE® students
will engage in leadership development
through immersive course to learn about business
and career development, explore
global business through immersive
corporate experiences, and work on complex business challenges
with expert faculty to take students and
agencies. With valuable corporate
recommendations that deliver
extraordinary value at a significant
cost, the GLOBE® program brings together
students and faculty advisors develop strategic
partnerships for companies, not-for-profit
organizations or government
agencies. With valuable corporate
relationships and faculty input, the students and
groups or government
for companies, not-for-profit
organizations or government
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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
- #9 FINANCE
- #9 ENTREPRENEURSHIP
- #9 ACCOUNTING

#9 POETS & QUANTS

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

Undergraduate Business Curriculum

<table>
<thead>
<tr>
<th>PREREQUISITE COURSES</th>
<th>CORE COURSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>CALCULUS-BASED MATHEMATICS</td>
<td>BUSINESS ANALYTICS</td>
</tr>
<tr>
<td>INTRODUCTION TO ECONOMICS</td>
<td>CORPORATE FINANCE</td>
</tr>
<tr>
<td>INTRODUCTION TO FINANCIAL ACCOUNTING</td>
<td>CORPORATE STRATEGY</td>
</tr>
<tr>
<td>INTRODUCTION TO STATISTICS</td>
<td>FINANCIAL ACCOUNTING</td>
</tr>
<tr>
<td>MICROECONOMIC THEORY</td>
<td>LEADING AND MANAGING</td>
</tr>
</tbody>
</table>

Undergraduate Business Student Outcomes

<table>
<thead>
<tr>
<th>CLASS OF 2020</th>
<th>FULL-TIME EMPLOYED</th>
<th>STILL SEEKING</th>
<th>NOT FURTHER STUDY</th>
<th>ENROLLED IN</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEAN SALARY</td>
<td>% JOB SEEKERS</td>
<td>MEAN INCOME</td>
<td>% OF STUDENTS</td>
<td>MEAN INCOME</td>
</tr>
<tr>
<td>$73,121</td>
<td>99%</td>
<td>$15,145</td>
<td>42%</td>
<td>$15,553</td>
</tr>
</tbody>
</table>

Class Profile*

<table>
<thead>
<tr>
<th>MAJORS</th>
<th>MINORS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>2020</td>
</tr>
<tr>
<td>361</td>
<td>371</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>STUDENTS WITH CCR CREDIT</th>
<th>73%</th>
</tr>
</thead>
<tbody>
<tr>
<td>INTERNATIONAL EXPERIENCE</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>6%</td>
<td>5%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>STUDENTS WITH SECOND MAJOR OUTSIDE OF THE BUSINESS SCHOOL</th>
<th>61%</th>
</tr>
</thead>
<tbody>
<tr>
<td>4%</td>
<td>4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EMPLOYMENT BY REGION</th>
<th>CLASS OF 2019</th>
<th>FULL-TIME COMPENSATION</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>MEAN SALARY</td>
<td>% OF STUDENTS</td>
</tr>
<tr>
<td>NORTH CAROLINA</td>
<td>$73,640</td>
<td>40%</td>
</tr>
<tr>
<td>NORTHWEST</td>
<td>$73,121</td>
<td>42%</td>
</tr>
<tr>
<td>MID-AMERICA</td>
<td>$72,175</td>
<td>20%</td>
</tr>
<tr>
<td>WEST</td>
<td>$72,175</td>
<td>20%</td>
</tr>
<tr>
<td>EAST</td>
<td>$72,175</td>
<td>20%</td>
</tr>
<tr>
<td>SOUTH</td>
<td>$68,429</td>
<td>36%</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>EMPLOYMENT BY INDUSTRY</th>
<th>CLASS OF 2019</th>
<th>FULL-TIME EMPLOYED</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCOUNTING</td>
<td>$56,167</td>
<td>2%</td>
</tr>
<tr>
<td>GENERAL MANAGEMENT</td>
<td>$62,600</td>
<td>2%</td>
</tr>
<tr>
<td>OPERATIONS / PRODUCTION</td>
<td>$62,625</td>
<td>3%</td>
</tr>
<tr>
<td>FINANCIAL SERVICES</td>
<td>$73,640</td>
<td>40%</td>
</tr>
<tr>
<td>CONSULTING</td>
<td>$72,175</td>
<td>20%</td>
</tr>
<tr>
<td>TECHNOLOGY / SCIENCE</td>
<td>$72,175</td>
<td>20%</td>
</tr>
<tr>
<td>REAL ESTATE</td>
<td>$73,273</td>
<td>9%</td>
</tr>
<tr>
<td>FINANCE</td>
<td>$73,121</td>
<td>9%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EMPLOYMENT BY FUNCTION</th>
<th>CLASS OF 2019</th>
<th>FULL-TIME EMPLOYED</th>
</tr>
</thead>
<tbody>
<tr>
<td>INVESTMENTS</td>
<td>$73,571</td>
<td>6%</td>
</tr>
<tr>
<td>REAL ESTATE</td>
<td>$73,273</td>
<td>9%</td>
</tr>
<tr>
<td>INTERNAL FINANCE</td>
<td>$63,500</td>
<td>20%</td>
</tr>
<tr>
<td>CORPORATE STRATEGY</td>
<td>$73,121</td>
<td>99%</td>
</tr>
<tr>
<td>LEADING AND MANAGING</td>
<td>$72,175</td>
<td>20%</td>
</tr>
<tr>
<td>LEGAL &amp; ETHICAL</td>
<td>$72,175</td>
<td>20%</td>
</tr>
<tr>
<td>MANAGEMENT AND CORPORATE COMMUNICATION OPERATIONS MANAGEMENT</td>
<td>$72,175</td>
<td>20%</td>
</tr>
<tr>
<td>PRINCIPLES OF MARKETING</td>
<td>$72,175</td>
<td>20%</td>
</tr>
<tr>
<td>STRATEGIC MANAGEMENT</td>
<td>$72,175</td>
<td>20%</td>
</tr>
</tbody>
</table>

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<tr>
<th>EMPLOYMENT BY FUNCTION</th>
<th>CLASS OF 2019</th>
<th>FULL-TIME EMPLOYED</th>
</tr>
</thead>
<tbody>
<tr>
<td>INVESTMENT BANKING</td>
<td>$73,571</td>
<td>6%</td>
</tr>
<tr>
<td>INVESTMENT MANAGEMENT</td>
<td>$73,571</td>
<td>6%</td>
</tr>
<tr>
<td>MULTIFUNTIONAL FINANCE</td>
<td>$73,571</td>
<td>6%</td>
</tr>
<tr>
<td>REAL ESTATE</td>
<td>$73,571</td>
<td>6%</td>
</tr>
<tr>
<td>MARKETING</td>
<td>$73,571</td>
<td>6%</td>
</tr>
<tr>
<td>SALES</td>
<td>$73,571</td>
<td>6%</td>
</tr>
<tr>
<td>CONSUMER PACKAGED GOODS / RETAIL</td>
<td>$73,571</td>
<td>6%</td>
</tr>
<tr>
<td>MEDIA / ENTERTAINMENT</td>
<td>$49,625</td>
<td>3%</td>
</tr>
<tr>
<td>HEALTHCARE</td>
<td>$53,000</td>
<td>3%</td>
</tr>
<tr>
<td>MEDIA / ENTERTAINMENT</td>
<td>$49,625</td>
<td>3%</td>
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<td>$72,175</td>
<td>20%</td>
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</tbody>
</table>

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<tr>
<th>FULL-TIME INTERNSHIP</th>
<th>MEAN SALARY</th>
<th>% OF STUDENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>$12,111</td>
<td>96%</td>
<td>$8,460</td>
</tr>
<tr>
<td>$11,134</td>
<td>13%</td>
<td>$11,190</td>
</tr>
<tr>
<td>$7,500</td>
<td>4%</td>
<td>$7,903</td>
</tr>
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<tr>
<th>INTERNSHIP STATISTICS</th>
<th>MEAN SALARY</th>
<th>MEAN INCOME</th>
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<tr>
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Internship statistics reflect a 80% response rate among students who have been employed. The most common industries are: Finance (0.3%), Entrepreneur/Founder (1.4%), Human Resources (0.7%), Info Tech (0.3%), Logistics (0.3%) and students who selected “Other” (2.7%). The most common functions are: Full-time Functions: Actuary (0.3%), Advertising/PR (0.7%), Analytics/BI (0.3%), 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 industries include: Aerospace (0.3%), Defense (0.3%), Energy (1.0%), Hospitality (0.3%), Manufacturing (0.3%). 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%. This report conforms to The National Undergraduate Business Symposium First Destination Reporting Standards (NUBS Standards), which can be found online at (http://tinyurl.com/NUBSStandards). 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%. This report conforms to The National Undergraduate Business Symposium First Destination Reporting Standards (NUBS Standards), which can be found online at (http://tinyurl.com/NUBSStandards).
of collaboration and world-class leadership development. For over a century, we've fostered a unique, singular business education. POETS & QUANTS ranked us #9 in Accounting, #8 in Finance, #7 in Marketing, #5 in Management, and #9 in Entrepreneurship. Our students emerge as leaders.

STUDENTS:
- INTERNATIONAL: 18%
- MINORITIES: 12%
- FEMALE: 45%
- MALE: 55%

MEDIAN GPA: 3.76

OUTSIDE OF THE BUSINESS SCHOOL:
- 61% of students with a major or minor outside of the Business School.

IMMERSIVE INTERNATIONAL PROGRAMS:
- 11% of students with second majors.
- 6% of students with second minors.

Leadership Begins With Student Clubs And Organizations:
- DELTA SIGMA PI
- CAROLINA WOMEN IN BUSINESS
- CAROLINA THINK STRATEGIC MANAGEMENT
- BUSINESS TECHNOLOGY CLUB
- ACCOUNTING CLUB
- OPERATIONS CLUB
- MONEYTHINK
- MINORITY BUSINESS STUDENT ALLIANCE
- MARKETING CLUB
- HEALTHCARE BUSINESS CLUB
- FINANCE SOCIETY
- PRIDE@UNC

Undergraduate Business Curriculum:
- ENTREPRENEURSHIP COURSES
- CONSULTING COURSES
- CORPORATE FINANCE COURSES
- BUSINESS ANALYTICS COURSES
- PREREQUISITE COURSES

This report conforms to The National Undergraduate Business Symposium First Destination Reporting Standards (NUBS Standards), which can be found online at (http://tinyurl.com/NUBSStandards).

Top 3 Full-Time Destinations:
- NEW YORK, NY: 36%
- CHICAGO, IL: 25%
- CHARLOTTE, NC: 18%

Full-Time Compensation:
- BASE SALARY: $54,905
- SIGNING BONUS: $6,842
- SUMMER 2019 INTERNSHIP: $12,111
- AVERAGE BASE SALARY: $62,699
- AVERAGE SIGNING BONUS: $9,945
- FULL-TIME EMPLOYMENT: 88%
- STILL SEEKING: 7%
- FURTHER STUDY: 5%
- ENROLLED IN: 8%

EMPLOYMENT BY INDUSTRY:
- FINANCIAL SERVICES: 36%
- TECHNOLOGY: 10%
- CONSUMER PACKAGED GOODS: 5%
- REAL ESTATE/CONSTRUCTION: 4%
- MARKETING/SALES: 3%
- HEALTHCARE: 3%
- MEDIA/ENTERTAINMENT: 2%
- ACCOUNTING: 2%
- OTHER: 2%

EMPLOYMENT BY FUNCTION:
- OPERATIONS: 6%
- MARKETING/SALES: 5%
- ANALYTICS: 4%
- ACCOUNTING: 2%
- OTHER: 1%

EMPLOYMENT BY REGION:
- EAST: 36%
- SOUTH: 31%
- MID-ATLANTIC: 12%
- MEXICO: 6%
- WEST: 5%
- OUTSIDE US: 2%

Top 3 Internship Destinations:
- NEW YORK, NY: 26%
- CHICAGO, IL: 23%
- MAUI, HI: 22%
Academic Calendar
2019-2020 School Year
Spring 2020
Classes Begin: January 6
Spring Break: March 6-14
Classes End: April 24
Exams: May 5
Graduation: May 10

Fall 2020
Classes Begin: August 18
Classes End: December 2
Holiday: September 7
Exam: December 11
Graduation: May 10

Spring 2021
Classes Begin: January 6
Spring Break: March 6-14
Classes End: April 23
Exams: May 6
Graduation: May 10

UNIVERSITY CAREER SERVICES
UCS manages on-campus recruiting for all undergraduates at UNC. A full-service career office that offers a variety of resources and activities, including:
• Job postings
• Corporate presentations and information sessions
• Occupational interviews
• Career fairs (including internship fairs, Diversity fairs, spring/winter career fairs)
• Networking nights and career panels

Undergraduate Business Symposium
This premier career event provides undergraduate business students with an opportunity to engage with more than 90 student and 30 company representatives.

Student Teams Achieving Results (STAR)
The STAR program is an experiential learning program that trains UNC Kenan-Flagler Business School undergraduate and MBA students to take on complex business challenges for companies, non-profits and government agencies. With valuable corporate partner input, the students and faculty advisors develop and implement comprehensive strategic recommendations that deliver extraordinary value at a significant discount to traditional consulting services.

Assured Enrollment Program
This program is designed to effectively articulate a select group of students who will secure assured enrollment to the Undergraduate Business Program and other preprofessional programs at UNC.

Global Learning Opportunities in Business Education (GLOBE®)
The GLOBE® program brings together students from leading business schools to gain global business through immersive coursework. In each region, GLOBE® students participate in short-term off-campus and capstone studies with public and private sector organizations to engage in dynamic learning centered around local expertise and real global relevancy.

Selected Employer Partners

ACEC/CONSTRUCT/ENVIRONMENTAL
DENTISTRY
FIDELITY INVESTMENTS
HARLEY-DAVIDSON AUTOMOTIVE FINANCIAL SERVICES
HOLLAND & KNIGHTS
KPMG
MCDONALD’S CORPORATION
MERRILL LYNCH
MORGAN STANLEY
NEWELL BRANDS
PRINCETON UNIVERSITY
REGIONS BANK
STIFEL
WELLS FARGO

www.kenan-flagler.unc.edu
Recruiting at UNC Kenan-Flagler Business School

Undergraduate Business Program
- Employer Relations Team
  - Sandra Chandler
  - Allison Manning
  - Keri Bennington
- University Career Services
  - Julie Reischl
- MBA Programs / Full-Time MBA / Part-Time MBA / Executive MBA
  - Employer Engagement & Recruiting Team
- Master of Accounting
  - Allison Manning
- Corporate Relations
  - Candere Oliver
- Alumni
  - Sandra Chandler
- Executive Development
  - Keri Bennington

Employer Engagement & Recruiting Team
- Employer@Kenan-Flagler.unc.edu
- EmployerEngagementTeam@kenan-flagler.unc.edu
- UBP-Recruiting@Kenan-Flagler.unc.edu

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