

PROFILE

15%
OF UNC MBA GRADUATES
ENTER
HEALTH CARE

2017 MBA COMPENSATION

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

CAREER PATHS

- PHARMACEUTICALS
- BIOTECHNOLOGY
- MEDICAL DEVICES
- DIAGNOSTICS
- LABORATORIES
- CONSUMER HEALTHCARE
- CARE PROVIDERS
- PAYERS/INSURERS
- GOVERNMENT
- INFORMATION TECHNOLOGY
- BENEFITS MANAGERS

SELECT EMPLOYERS

- AMGEN
- GLAXOSMITHKLINE (GSK)
- MCKESSON
- BRISTOL-MYERS SQUIBB
- CIGNA
- DIRECT SUPPLY
- ASTRAZENECA
- BECTON, DICKINSON AND COMPANY (BD)
- HUMANA
- JOHNSON & JOHNSON
- ATHENA HEALTH
- BAYER
- ELI LILLY
- ECOLAB
- LABCORP
- DECISION RESOURCES GROUP
- CHARTIS
- UNC HEALTH CARE
- TRIANGLE INSIGHTS GROUP
- GENENTECH

UNC Kenan-Flagler is at the forefront of MBA programs in health care education, and has developed the Business of Health Care Initiative (BOHC) to address key industry challenges. Students build health care knowledge through a progressive combination of traditional MBA academic elective offerings, co-curricular activities offered by our student-led Health Care Club, our annual Health Care Conference, entrepreneurial initiatives with the UNC School of Medicine, and our strong relationships with health care-based recruiting organizations. Students emerge as skilled business leaders who are well prepared to take on the difficult challenges faced by the health care industry.

SELECT CLASSES OFFERED

- ▶ Challenge of Health Care – A System Overview
- ▶ Global Health Care
- ▶ Health Care Marketing
- ▶ Strategy and Value Creation for Life Science Companies
- ▶ Health Care Consulting Projects
- ▶ Health System Mergers and Strategic Transactions
- ▶ Design and Delivery of Health Care Systems
- ▶ Health Care Brand Plan
- ▶ Health Care: Regulations & Principles of Health Insurance
- ▶ Health Care Analytics



KEY RESOURCES

Health Care Development Program

The Health Care Club partners with leading health care companies to provide educational opportunities that complement students' academic work. Sponsoring companies have included Johnson & Johnson, GlaxoSmithKline, Humana, and Direct Supply, among others, and topics included "The Changing Pharmaceutical Industry", "The Future of Senior Care" and "Health Care IT Opportunities".

Business of Health Care Initiative

Through this initiative, UNC Kenan-Flagler Business School seeks to leverage the diversity and depth of health science expertise across the UNC-Chapel Hill campus to address key challenges facing today's health care industry. UNC Kenan-Flagler leads this university wide effort in partnership with our top-ranked schools of pharmacy, public health, nursing, dentistry and medicine. Through this collaborative powerhouse of resources and talent, UNC Kenan-Flagler continues to distinguish itself and the larger University as one of the leading national voices in education, research and thought leadership in the business of health care.

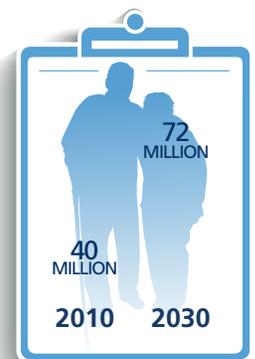
UNC Kenan-Flagler Health Care Club

As one of the most active student organizations at UNC Kenan-Flagler, the Health Care Club's mission is to provide students with the resources, education and network necessary to be impactful and insightful leaders across all disciplines in the health care industry. The club organizes the annual health care conference and sponsors a variety of company panels, networking events and industry education sessions.

UNC Kenan-Flagler Health Care Conference

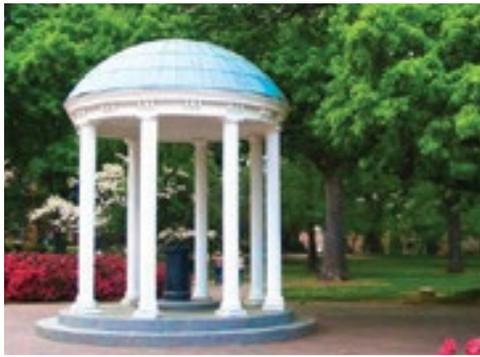
The Health Care Conference is the largest student-led conference at UNC Kenan-Flagler. The conference brings over 400 academics, students, alumni and prominent industry leaders to campus to discuss current issues of critical importance across all sectors of the health care industry.

THE FUTURE OF HEALTH CARE



By 2030, one in five Americans will be over the age 65.

The health care system is addressing the shift towards meeting the needs of this fast-growing segment of the population and the health care challenges specific to aging.



PROFESSIONAL DEVELOPMENT AND EXPERIENTIAL LEARNING OPPORTUNITIES

Health Care Club Lunch and Learn Series

The Lunch and Learn Series provides a forum for education and discussion related to specific industry topics. In addition, the club hosts speakers each fall to educate students on health care-related topics. At each talk, an industry professional leads a discussion and Q&A on selected topics. Recent topics have included:

- Opportunities in Health Care • International Student Recruiting
- Pharma and Medical Devices • Overview of the Payer Sector
- Health Care Consulting • Health Care Finance
- Health Care Entrepreneurship • Interview Insights

UNC Health Care Consulting Projects

UNC Kenan-Flagler offers health care consulting project opportunities in partnership with UNC Health Care. Students learn by doing as they take on the role of consultants to real organizations, from major international corporations to community development partners and entrepreneurial startups.

MBA Career and Leadership

UNC Kenan-Flagler offers a broad range of career development resources including preparation courses, case studies and career treks. A dedicated associate director is focused on health care recruiting and career outcomes. The employer engagement team actively manages dozens of relationships with leading health care organizations.

Alumni

UNC Kenan-Flagler has a broad and active network of alumni working in the field of health care. Careers include health care consulting, product and brand management, health care system administration, sales and business development, corporate finance, entrepreneurship and many others.

Company Networking Opportunities

UNC Kenan-Flagler provides opportunities to network with leading health care professionals and major companies through a variety of events and programs in both formal and informal settings such as the annual Networking Forum held by Career & Leadership team and through the MBA Health Care Club's Company Tailgates.

Career Treks

Career treks to New York, New Jersey, Pennsylvania, Boston and North Carolina's Research Triangle Park, give students access to top health care employers and exposure to wide array of health care careers.

Shadow Days

The Health Care Club, in partnership with other Kenan-Flagler Career Clubs, manages Shadow Days. These one-day visits to companies provides personalized time with students and firms to interact, enables students to explore various offices and geographies, enabling students and companies to evaluate company and cultural fit early in the career search process. Companies from around the U.S. participate annually.

National Case Competitions

Case competitions provide students with a chance to apply their industry and business knowledge while networking with peers and professionals from across the U.S. UNC MBA students attend health care case competitions each year including the Johnson & Johnson Case Competition. Recently the MBA Health Care Club hosted 75 health care graduate students from across UNC's top health affairs schools for the inaugural Health Care Case Competition.

Function-specific Company Speakers

Guest speakers and panelists who specialize in health care will provide an overview of opportunities in the field. Speakers from local startups, VC firms and related organizations offer MBAs information and advice related to health care entrepreneurship.

Health Care Club Career Preparation

The club hosts a series of lunch-n-learn sessions to provide a platform for first-year students to build health care industry acumen while making connections with second-year students and industry leaders. The club also hosts an interview prep session that allows pre-interview season preparation.

UNC Kenan-Flagler Health Care Conference Improving Access in a Cost-Conscious Marketplace

The UNC Kenan-Flagler Health Care Conference brings together students, alumni, academia and prominent industry leaders to discuss current issues of critical importance to the broad health care industry. The goal of the conference is to connect thoughts and ideas from the brightest minds in the region and beyond through various speakers and breakout sessions.

For more information: KFBSHEALTHCARE.ORG



"The opportunities for MBAs in the health care sector have never been better. The health care concentration at UNC Kenan-Flagler helps to prepare students to have a meaningful impact in the business of health care. Our students are recruited by employers throughout the health care value chain – including pharmaceutical, device, and insurance companies, consulting firms and hospitals. Through the coursework, club leadership opportunities, and company interaction opportunities the concentration trains students who are new to health care, or experienced in the domain, to be transformational leaders who can learn and adapt to an always changing, global health care industry."

Brad Staats
MBA Concentration Leader for Health Care
Associate Professor, Operations Management



Shaping Leaders & Driving Results®

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