

## PROFILE

**10%**  
OF ALL UNC MBA  
GRADUATES ENTER  
OPERATIONS  
MANAGEMENT ROLES

### 2018 MBA COMPENSATION

	MEAN
BASE SALARY	\$116,543
SIGNING BONUS	\$28,130

### CAREER PATHS

- MANAGEMENT CONSULTING
- DATA ANALYTICS
- SUPPLY CHAIN MANAGEMENT
- PROCESS IMPROVEMENT
- LOGISTICS
- PROCUREMENT
- SERVICE OPERATIONS
- PROJECT MANAGEMENT

### SELECT EMPLOYERS

- AMAZON
- BANK OF AMERICA
- BASF
- BMS
- DELOITTE CONSULTING
- DELTA
- DRIVEN BRANDS
- EMERSON ELECTRIC
- JOHNSON & JOHNSON
- PEPSICO
- TESLA MOTORS
- UNITED AIRLINES
- WAYFAIR

UNC Kenan-Flagler's Operations Management (OM) program enables students to understand the complex range of business activities associated with coordination of resources and effective delivery of value-added products and services to global customers. OM focuses on the strategic and operational decision-making processes of the entire network of business entities that transform inputs (e.g., raw materials and information) into value-added finished products and services for end customers.

As firms look to new business models to drive innovation, reduce total costs, enhance revenues, and meet the increasing demands of their customer base, extending operations management globally is becoming a core competency for competing in the 21st century. Our coursework exposes students to the latest developments in Operations including technology driven innovation, Digital Operations, E-commerce, Smart Operations with IoT and Blockchains, and Data and AI/machine learning driven Operations. Multinational companies, entrepreneurs, and management consulting firms are increasingly recruiting individuals with the competencies required to identify, develop and analyze sources of value-added products and services in the global arena.

### SELECT CLASSES OFFERED

- ▶ RETAIL OPERATIONS
- ▶ PROJECT MANAGEMENT
- ▶ SUPPLY CHAIN MANAGEMENT
- ▶ STRATEGIC SOURCING
- ▶ VALUE CHAIN INNOVATION
- ▶ DATA ANALYTICS
- ▶ SERVICE OPERATIONS AND REVENUE MANAGEMENT
- ▶ GLOBAL OPERATIONS STRATEGY
- ▶ SUSTAINABLE OPERATIONS
- ▶ DESIGN AND DELIVERY OF HEALTHCARE SYSTEMS
- ▶ DIGITAL OPERATIONS
- ▶ MACHINE LEARNING: STRATEGY AND EXECUTION



### KEY RESOURCES

#### FACULTY

Our operations management concentration is led by industry leaders that have extensive practical experience working and consulting with some of the world's leading firms in retail, healthcare, airlines, software services, energy operations, hi-tech, call centers, as well as the public sector and not-for-profit organizations. Our faculty leverage their direct experience advising some of the world's leading firms on operations, supply chain management, quality and sustainability as well.

#### CONSULTING PROJECTS IN OPERATIONS

UNC Kenan-Flagler offers consulting projects for students interested in operations by partnering with numerous UNC Kenan-Flagler programs, such as STAR (Student Teams Achieving Results). Students actively serve as consultants to domestic global clients and are tasked with developing comprehensive recommendations and actionable strategies. All teams are guided by both a faculty advisor with significant business consulting/corporate experience and an executive from the client organization. These consulting engagements allow students to gain firsthand operations experience working at the intersection of operations and marketing, operations and finance, operations and sustainability, and more.

#### CAREER & LEADERSHIP

A dedicated career coach is focused on career outcomes and partners with the Employer Engagement & Recruiting Team to increase opportunities in operations for students. Career & Leadership actively manages relationships with leading consumer packaged goods, technology, consulting, healthcare and manufacturing organizations. UNC Kenan-Flagler offers a broad range of career development resources including working with club leadership to plan company visits to companies known for operational excellence such as Amazon and PepsiCo.



PROFESSIONAL DEVELOPMENT AND EXPERIENTIAL LEARNING OPPORTUNITIES

**UNC KENAN-FLAGLER OPERATIONS & STRATEGY AND MANAGEMENT CLUB**

The mission is to provide students with proper tools, education and experiences to effectively conduct career searches, perform successfully during interviews, and execute the professional tasks required during their internships and post-graduate careers. The club sponsors a variety of company events and industry sessions to educate students while allowing them to build networks. Some examples of this include simulation workshops, mock interviews and site visits to manufacturing firms.

**SHADOW DAYS**

The Operations Management Club, in partnership with other UNC Kenan-Flagler Career Clubs, participate in Shadow Days. These one- or two-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**

Teams of MBA students represent UNC Kenan-Flagler in operations case competitions each year, including the Global Operations Conference Case Competition, the Operations Simulation Competition and the International Operations Case Challenge. Case competitions provide students with a chance to apply their industry and business knowledge and network with peers and professionals from across the U.S.

**FUNCTION-SPECIFIC COMPANY SPEAKERS**

Guest speakers and panelists who specialize in various operation management roles provide an overview of opportunities for interested students. An example of this is the Operations Management Club's signature Transportation and Logistics Panel. Annually, we host speakers from supply chain management, local manufacturing, and global consulting firms who offer MBAs information and advice related to careers in operations.

**OPERATIONS & STRATEGY AND MANAGEMENT CLUB CAREER PREPARATION**

The Club provides Lunch-N-Learns and networking sessions with executives from operations focused companies from the RTP area. These opportunities provide students with an inside perspective into the work and life of operations from various sectors. Recent events have included executives from Amazon, PepsiCo, Emerson Electric, Meritor and Raleigh-Durham Airport Authority.

**CAREER TREKS**

The Operations Management Club plans annual visits to companies known for their operations excellence, including Amazon and PepsiCo. These trips give students access to top operations management employers and an opportunity to learn more about the business, industry challenges, and potential internship and full-time opportunities.

*"Operations Management enables firms to adopt new business models as well as refine their existing one in order to reduce total costs, enhance revenues and meet the increasing demands of their customer base. A competitive advantage in operations can lead to a superior financial performance for firms over the long term. Our students are exposed to best-of-class operating principles in a wide variety of industries including retail, healthcare and manufacturing. Special emphasis is placed on quantitative techniques that help managers make better decisions. These courses are relevant to students who wish to pursue careers in operations as well as those who intend to develop more broad-based expertise in this area as a support for careers in consulting, entrepreneurship, digital commerce, sustainable enterprise, marketing or finance."*



*more broad-based expertise in this area as a support for careers in consulting, entrepreneurship, digital commerce, sustainable enterprise, marketing or finance."*

**Vinayak Deshpande**  
Professor and Area Chair of Operations

