

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



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ENGAGE

Undergraduate Business Recruiter Guide



KENAN-FLAGLER BUSINESS SCHOOL
Undergraduate Business Program



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.

#7 POETS & QUANTS

#8 U.S. NEWS & WORLD REPORT

- #4 ENTREPRENEURSHIP
- #4 MANAGEMENT
- #5 MARKETING
- #10 OPERATIONS
- #11 FINANCE
- #13 REAL ESTATE
- #16 ACCOUNTING



Class Profile*

CLASS ENTERING IN	MAJORS		MINORS	
	2018	2019	2018	2019
CLASS SIZE	356	361	53	60
MEDIAN GPA	3.72	3.76	3.55	3.77
MALE	59%	55%	62%	58%
FEMALE	41%	45%	38%	42%
UNDERREPRESENTED MINORITY	15%	19%	17%	12%
INTERNATIONAL STUDENTS	6%	11%	7%	0%

*Based on statistics at the time of admission.

STUDENTS WITH FOR CREDIT IMMERSIVE INTERNATIONAL STUDY EXPERIENCE **73%**

STUDENTS WITH SECOND MAJOR OR MINOR OUTSIDE OF THE BUSINESS SCHOOL **58%**



Undergraduate Business Curriculum

PREREQUISITE COURSES

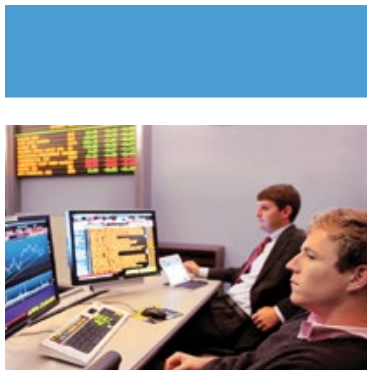
- FINANCIAL ACCOUNTING
- CALCULUS-BASED MATHEMATICS
- INTRODUCTION TO ECONOMICS
- INTRODUCTION TO STATISTICS
- MICROECONOMIC THEORY

CORE COURSES

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

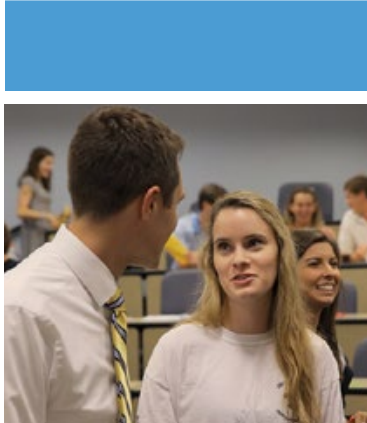
AREAS OF EMPHASIS

- CONSULTING
- ENTREPRENEURSHIP STUDIES
- FINANCE:
 - INVESTMENT BANKING
 - INVESTMENT MANAGEMENT
 - MULTINATIONAL FINANCE
 - REAL ESTATE
- MARKETING MANAGEMENT & SALES
- OPERATIONS



Leadership Begins With Student Clubs And Organizations

- ACCOUNTING CLUB
- ALPHA KAPPA PSI
- BUSINESS TECHNOLOGY CLUB
- CAROLINA SUSTAINABLE BUSINESS CLUB
- CAROLINA THINK
- CAROLINA WOMEN IN BUSINESS
- CONSULTING CLUB
- DELTA SIGMA PI
- FINANCE SOCIETY
- HEALTHCARE BUSINESS CLUB
- MARKETING CLUB
- MINORITY BUSINESS STUDENT ALLIANCE
- MONEYTHINK
- OPERATIONS CLUB
- REAL ESTATE CLUB
- UNDERGRADUATE PRIDE



2017-2018 Undergraduate Business Student Outcomes

CLASS OF 2018	
SURVEY RESPONSE RATE	98%
% JOB SEEKERS EMPLOYED	97%
EMPLOYED FULL-TIME	85%
ENROLLED IN FURTHER STUDY	10%
MILITARY SERVICE	1%
SUCCESS RATE	96%
STILL SEEKING	3%
NOT SEEKING	1%

FULL-TIME COMPENSATION		
SALARY DISCLOSURE RATE	96%	
	MEAN	MEDIAN
BASE SALARY	\$66,667	\$65,000
SIGNING BONUS	\$7,150	\$7,000

INTERNSHIP STATISTICS CLASS OF 2019	
SUMMER 2018 INTERNSHIP	95%
AVERAGE SUMMER INCOME	\$11,365
PAID / STIPEND	87%

Internship statistics reflect a 77% response rate from anticipated Class of 2019 business majors.

EMPLOYMENT BY INDUSTRY	FULL-TIME		INTERNSHIP	
	MEAN SALARY	% OF STUDENTS	MEAN INCOME	% OF STUDENTS
FINANCIAL SERVICES	\$76,268	33%	\$13,631	41%
CONSULTING	\$69,979	19%	\$10,473	11%
TECHNOLOGY / SCIENCE	\$59,000	11%	\$10,209	10%
CONSUMER PACKAGED GOODS	\$63,100	8%	\$10,827	6%
REAL ESTATE / CONSTRUCTION	\$65,875	7%	\$9,317	4%
MARKETING / ADVERTISING / PR	\$56,500	5%	\$5,592	2%
HEALTHCARE	\$47,857	3%	\$9,171	2%
MEDIA / ENTERTAINMENT	\$55,400	2%	\$8,997	4%
ACCOUNTING	\$67,000	2%	\$8,159	3%
OTHER	\$54,445	10%	\$9,329	18%

EMPLOYMENT BY FUNCTION	FULL-TIME		INTERNSHIP	
	MEAN SALARY	% OF STUDENTS	MEAN INCOME	% OF STUDENTS
FINANCE	\$74,363	37%	\$14,243	43%
• Investment Banking / Sales & Trading	\$83,846	42%	\$19,006	42%
• Real Estate	\$68,667	15%	\$12,183	4%
• Investments	\$72,500	8%	\$6,999	11%
• Other Finance	\$65,406	35%	\$11,054	43%
CONSULTING	\$68,935	24%	\$10,628	15%
MARKETING / SALES	\$56,898	20%	\$7,562	20%
ANALYTICS	\$66,214	5%	\$10,621	4%
OPERATIONS / PRODUCTION	\$57,778	3%	\$9,448	5%
GENERAL MANAGEMENT	\$68,250	2%	\$7,986	2%
INFORMATION TECHNOLOGY	\$63,500	2%	\$8,471	1%
OTHER	\$50,200	7%	\$8,440	10%

EMPLOYMENT BY REGION								
REGION	NORTH CAROLINA	NORTHEAST	SOUTH*	MID-ATLANTIC	MIDWEST	SOUTHWEST	WEST	OUTSIDE U.S.
FULL-TIME % of students	31%	26%	16%	13%	6%	4%	3%	2%
INTERN % of students	43%	21%	14%	7%	6%	2%	4%	2%

*NC not included.

CT, MA, ME, NH, NJ, NY, RI, VT

AL, AR, FL, GA, KY, LA, MS, SC, TN

DC, DE, MD, PA, VA, WV

IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI

AZ, CO, NM, OK, TX

AK, CA, HI, ID, MT, NV, OR, UT, WA, WY

TOP 3 FULL-TIME DESTINATIONS		
NEW YORK, NY	CHARLOTTE, NC	ATLANTA, GA
22%	16%	12%

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 survey Response Rate of 98% for the Class of 2018. The full-time compensation data presented are based upon a Response Rate of 98% and a Salary Disclosure Rate of 96% for the Class of 2018. Success Rate defined as students with a positive outcome (full-time employment, continuing education, or military service). Still Seeking statistic includes students either still seeking employment (3%) or further education (0%). "Other" full-time industries include: Aerospace (0.4%), Education (1.2%), Energy (1.2%), Government (1.2%), Manufacturing (0.4%), Pharma/Biotech (0.4%), Sports/Leisure (0.4%), Transportation/Logistics (0.4%), and "Other" (4.3%). "Other" full-time functions include: Accounting (0.4%), Education (0.4%), Entrepreneur/Founder (1.5%), Human Resources (1.1%), and "Other" (4.2%).

Employer Engagement Opportunities

University Career Services (UCS)

UCS manages on-campus recruiting for all undergraduates at UNC. 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 Job/Internship Expo, Diversity Fair, Spring Job/Internship Expo)
- Networking nights and career panels

ENGAGE Onboarding Program

Upon admission into the Undergraduate Business Program as a major or minor, students will go through a comprehensive onboarding program that includes foundational career guidance and resources, mock interview opportunities, and a chance to network with classmates, faculty and staff.

Undergraduate Business Clubs and Student Organizations

Contact student leaders at:
www.kenan-flagler.unc.edu/student-life/undergraduate/clubs

Undergraduate Business Symposium

This premier career event for undergraduate students provides career education, networking, and skill development through interactive panels, specialized workshops, and learning opportunities involving more than 450 students and over 150 company representatives.



Student Teams Achieving Results (STAR)

The STAR program is an experiential learning program that teams UNC Kenan-Flagler Business School undergraduate and MBA students and expert faculty to take on complex business challenges for U.S. companies and not-for-profit organizations. With valuable corporate partner input, the students and faculty advisors develop strategic recommendations that deliver extraordinary value at a significant savings compared to traditional consulting services.



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.

Global Learning Opportunities in Business Education (GLOBE®)

The GLOBE® program brings together three of the world's best business schools to provide 18 undergraduate students a premier business education that spans the globe. UNC partners with the Chinese University of Hong Kong (CUHK) and the Copenhagen Business School (CBS) to offer a unique, integrated global business curriculum that spans 3 semesters and 3 continents to prepare students as future managers and business leaders.

In each region, GLOBE® students participate in interactive off-site visits and capstone studies with public and private sector organizations to engage in dynamic learning centered around local expertise that has global relevancy.



Selected Employer Partners

ACCENTURE
ANHEUSER-BUSCH INBEV
BAIN & COMPANY
BANK OF AMERICA
BARCLAYS
BOSTON CONSULTING GROUP
CAPITAL ONE
CISCO SYSTEMS INC.
CMG PARTNERS

COMCAST/NBC UNIVERSAL
CREDIT SUISSE
DELOITTE CONSULTING
EY
GOLDMAN SACHS
HARRIS WILLIAMS & CO.
HURON CONSULTING GROUP
IBM
INSIGHT SOURCING GROUP

JEFFERIES
J.P.MORGAN
KPMG
MCKINSEY & COMPANY
MORGAN STANLEY
NEWELL BRANDS
ORACLE CORPORATION
PIPER JAFFRAY
PNC FINANCIAL

PRICEWATERHOUSECOOPERS
PROCTOR & GAMBLE
PROPHET
RED VENTURES
REGIONS BANK
SUNTRUST
THE LINK GROUP
UBS
WELLS FARGO

Recruiting at UNC Kenan-Flagler Business School

UNDERGRADUATE BUSINESS	<p>STEVE A. HICKS 919.962.6634 Steve_Hicks@kenan-flagler.unc.edu</p>	<p>Undergraduate Business Program UNC Kenan-Flagler Business School McColl Building, CB 3490 Chapel Hill, NC 27599-3490</p> <p>P 919.962.3235 F 919.962.6964 ubp-recruiting@unc.edu</p>
UNIVERSITY CAREER SERVICES (UCS) A key recruiting partner of the Undergraduate Business Program	<p>EXTERNAL RELATIONS TEAM 919.962.6507 ucs@unc.edu</p> <p>JULIE PENDERGRAPH RECRUITING COORDINATOR 919.962.7886 Julie_Pendergraph@unc.edu</p>	<p>University Career Services 219 Hanes Hall, CB 5140 Chapel Hill, NC 27599</p> <p>P 919.962.6507 F 919.962.2197</p> <p>To post a job or an internship for undergraduates at UNC-Chapel Hill: http://careers.unc.edu/employers</p> <p>http://careers.unc.edu</p>
MBA PROGRAMS <ul style="list-style-type: none"> • FULL-TIME MBA • MBA@UNC • EXECUTIVE MBA 	<p>LESLIE MCDOW 919.962.3116 Leslie_McDow@kenan-flagler.unc.edu</p>	<p>Career Leadership for MBA & Alumni UNC Kenan-Flagler Business School McColl Building, CB 3490 Chapel Hill, NC 27599-3490</p> <p>P 919.962.2678 F 919.962.9255 hirembas@unc.edu</p>
MASTER OF ACCOUNTING	<p>ALLISON MANNING 919-962-6378 Allison_Manning@kenan-flagler.unc.edu</p>	<p>Master of Accounting (MAC) UNC Kenan-Flagler Business School McColl Building, CB 3490 Chapel Hill, NC 27599-3490</p> <p>P 919.962.3209 F 919.962.9255 mac_info@unc.edu</p>
BUSINESS PARTNERSHIPS	<p>CARRIE HARBINSON 919.962.6822 Carrie_Harbinson@kenan-flagler.unc.edu</p>	<p>Business Partnerships UNC Kenan-Flagler Business School The Kenan Center, CB 3440 Chapel Hill, NC 27599-3440</p> <p>P 919.962.6822</p>
ALUMNI	<p>LESLIE MCDOW 919.962.3116 Leslie_McDow@kenan-flagler.unc.edu</p>	<p>Career and Leadership for MBA & Alumni UNC Kenan-Flagler Business School McColl Building, CB 3490 Chapel Hill, NC 27599-3490</p> <p>P 919.962.2678 F 919.962.6037 kfalum@unc.edu</p>
EXECUTIVE DEVELOPMENT	<p>KERI BENNINGTON 919.962.3452 Keri_Bennington@kenan-flagler.unc.edu</p>	<p>UNC Executive Development UNC Kenan-Flagler Business School Rizzo Center, CB 3445 Chapel Hill, NC 27599-3445</p> <p>P 1.800.UNC.EXEC unc_exec@unc.edu</p>

