



LEARN

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LEAD



UNC
KENAN-FLAGLER
BUSINESS SCHOOL

FULL-TIME **MBA**

A portrait of a smiling Black man with a short beard, wearing a dark suit, white shirt, and light blue tie. A small UNC Kenan-Flagler pin is visible on his lapel. The background is a blurred office or library setting.

REAL
RETURN

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REAL
IMPACT

At UNC Kenan-Flagler, we define ROI as the results our graduates drive both in the organizations they lead and the communities they serve.

Shaping principled, agile leaders for the bottom line & the greater good.

Ambition & integrity. Performance & character. Competition & collaboration. At UNC Kenan-Flagler, we believe that exceptional business leadership results from a balance of exceptional strengths.

The UNC Kenan-Flagler full-time MBA program is the ultimate opportunity to accelerate your career growth, leadership development and global business network. We prepare outstanding professionals from around the world to achieve their career objectives and gain a renewed definition of success: a life lived with greater autonomy, creativity and purpose. Generate positive impact in business and beyond.

Full-time MBA | Evening MBA | Weekend MBA | Global OneMBA® | MBA@UNC

Compare all of our MBA programs. mba.unc.edu/compare

THE WORLD’S MOST ADVANCED LEADERSHIP DEVELOPMENT CURRICULUM

Preparing You for Leadership

The Leadership Initiative, our comprehensive program, nurtures and enhances the potential of every MBA student. Ranked No. 7 in the world by *Bloomberg Businessweek*, the program develops highly sought-after skills and competencies. Students graduate from UNC Kenan-Flagler with increased self-awareness, better equipped to manage conflict, more experienced in delegation and empowerment, and prepared to lead change.

Every student has the opportunity to:

- Experience real-life learning through business simulations, facilitated by successful executives
- Receive individualized feedback from executive and peer coaches
- Choose from extensive activities aligned with interests and career goals
- Pursue the optional capstone course, designed to test leadership capability in real-life business scenarios with individual executive coaching

Flexible Curriculum and Team Environment

The flexibility of our curriculum is matched only by our world-class faculty's commitment to your learning and career objectives. Our collegial, team-based learning culture mirrors real-world working environments.

Concentrations

Well-structured career and enrichment concentrations enhance your ability to focus on a particular career direction. Concentrations are optional. Approximately 25% of students opt not to pursue a particular concentration, pursuing instead a general management path.

Core Curriculum and Electives

Your first semester (Modules I and II) is front-loaded to provide the core business skills to become broadly literate in business. In the second semester (Modules III and IV), you can choose from an array of more than 125 elective courses tailored to your intended career or summer internship.

Fall Classes		Spring Classes	
Module I	Module II	Module III	Module IV
Analytical Tools	Business Strategy	Ethical Leadership (III or IV)	Ethical Leadership (III or IV)
Financial Accounting	Finance	Management Communication: Presentation Skills (III or IV)	Management Communication: Presentation Skills (III or IV)
Financial Tools	Macroeconomics	Managerial Accounting	Elective
Leading & Managing	Marketing	Elective	Elective
Microeconomics	Operations	Elective	Leadership Initiative Credit
	Teamwork Assessment	Core Case Competition	



UNC Kenan-Flagler is the only business school to offer a capstone immersion devoted solely to leadership. MBA students have a one-of-a-kind opportunity to hone key aspects of their leadership skills during their final eight weeks of study.



The UNC Kenan-Flagler MBA Program has 32,000+ alumni in 81 countries around the world.

International Opportunities

Choose from a range of exciting and innovative activities designed to foster an international outlook.

1

The Global Business Project and Working Languages

Offer a way for MBA students to increase their global business and language competency through guided hands-on business consulting projects with companies in global markets.

2

Global Immersion Electives

Provide opportunities to engage in short-term experiential learning abroad for academic credit. Four to five different electives are offered each year, combining relevant and timely interaction with international companies with practical discussions about doing business in targeted countries or regions.

3

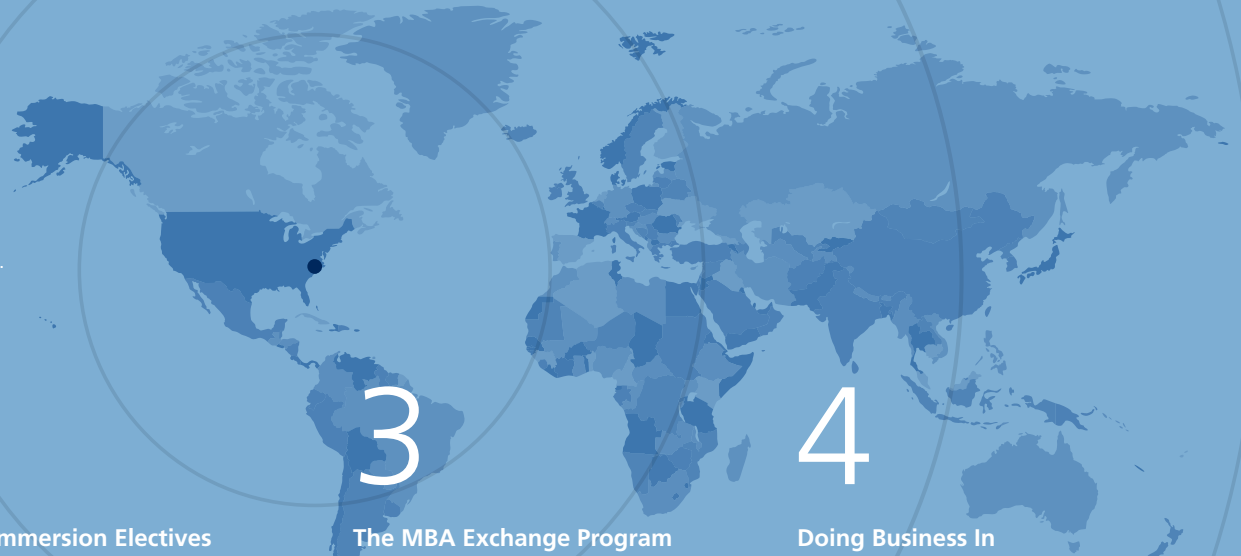
The MBA Exchange Program

Gives you the opportunity to study abroad at more than 50 of the highest ranked business schools in Asia, Europe, Latin America, Africa and the Middle East.

4

Doing Business In

Courses allow you to study abroad and explore another culture during a 1- or 2-week immersion at one of our MBA exchange partner schools.



A photograph of two men in business suits working at computers in what appears to be a trading floor or financial office. The man in the foreground is looking at a laptop, while the man in the background is looking at a large monitor displaying a complex data table. A large, colorful stock market ticker is visible on the wall in the background.

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DO

At UNC Kenan-Flagler, we that believe the best business education includes knowledge gained from practical, action-based learning experiences with real consequences. Our dynamic hands-on simulations, business projects and capstone courses provide numerous opportunities to learn by doing.

Dual Degrees

You may pursue a dual degree that combines your business education with studies in several of UNC's highly rated graduate and professional schools. You must apply and be admitted separately to each program.

School	Degree	Duration
Law School	MBA/JD	4 years
Gillings School of Global Public Health	MBA/MHA MBA/MSPH	3 years
City and Regional Planning	MBA/MRP	3 years
Information and Library Science	MBA/MSIS	3 years
Eshelman School of Pharmacy	MBA/PharmD	5 years
School of Medicine	MBA/MD	5 years
Nicholas School of the Environment at Duke	MBA/ME	3 years
Public Policy at Duke	MBA/MPP	3 years

Students can also create their own dual degree course of study by combining programs from UNC and other top universities.

Certificate Programs

Certificate programs are available for those MBA students who wish to seek additional experience in another discipline without pursuing a second degree. These programs carry academic credit and are hosted by various programs or academic units across campus. Some examples include:

- Certificate in Clinical Information Science
- Certificate in International Development
- Certificate in Nonprofit Leadership



Career Concentrations

The most comprehensive type of concentration. Career concentrations most closely mirror the hiring needs of employers.

Concentration	Description	Most Popular Electives
Capital Markets and Investments	Prepares students for positions on both the buy and sell side of capital markets, including corporate treasury, securities analysis and portfolio management, sales and trading, and personal client services.	Global Financial Markets Introduction to Derivatives and Applied Derivatives Hedge Fund Strategies Investments Taxes in Finance
Corporate Finance	Provides a rigorous set of courses to develop skills and knowledge in project finance, debt and equity issues, valuation, mergers and acquisitions, financial planning, risk management, financial reporting and analysis, and taxation.	Complex Deals Fundamental Principles of Corporate Finance Financial Statement Analysis Investment Banking Mergers and Acquisitions
Investment Management	Prepares students for positions on both the buy and management sell side of the securities markets, including securities analysis and portfolio management, capital markets, sales and trading, and personal client services.	Applied Management Investment Investments Hedge Fund Strategies Portfolio Management Taxes in Finance
Management Consulting	Focuses on both the strategy and process of consulting, as well as on the development of skills in cross-functional analysis, analytic tools, team leadership, IT and international competition.	Consulting Skills and Frameworks Corporate Strategy Project Management STAR Consulting Projects Strategic Innovation
Marketing	Explores a variety of leading-edge marketing topics such as database management, brand management, one-to-one marketing, data mining, customer profitability, sales and lifetime analysis of customers.	Brand Management Digital Marketing Global Marketing Marketing Analytics Management Consulting
Operations Management	Prepares students to effectively diagnose, design and synchronize an entire network of business processes and resources—including materials, technology and knowledge—into value-added products and services for end customers and profit management.	Global Operations Strategy Operations Management Models Retail Operations Service Operations Management Supply Chain Management
Real Estate	Prepares students for a diverse set of career opportunities including real estate development, public/private opportunities, real estate investment banking and capital markets, mortgage debt financing, affordable housing, institutional real estate, and real estate consulting.	Real Estate Capital Markets Real Estate Development Process Real Estate Process Real Estate Fund Management

Enrichment Concentrations

Enrichment concentrations provide an additional set of coursework to enhance your career concentration. In many cases, enrichment concentrations signal WHERE or THROUGH WHICH LENS you will perform the job duties within your primary career concentration.

Concentration	Description	Most Popular Electives
Entrepreneurship	Serves students who intend to start businesses, work for an existing startup, lead an entrepreneurial effort with a larger company or pursue a career in venture capital.	Business Plan Analysis Introduction to Entrepreneurship Launching the Venture Private Deal Structures Private Equity
Health Care	Prepares students for an array of health care-related careers by providing an overview of the structure and component parts of the health care system.	Health Care Entrepreneurship Current Topics in Health Care Life Science Innovation The Challenges of Health Care Health Care Marketing Health Care Operations
Sustainable Enterprise	Equips students to identify and capitalize on opportunities that create competitive advantages for companies and nonprofit organizations by recognizing the benefits of a triple bottom line—one that incorporates economic, environmental and social outcomes.	Corporate Environmental Strategy Strategic Corporate Social Responsibility Strategies in Sustainable Enterprise Systems Thinking for Sustainable Enterprise

Focus Areas

Focus areas represent emerging areas of program expertise, reflecting the school's unique resources.

Focus Area	Description	Most Popular Electives
Energy	Prepares students for various roles within the energy sector. The Energy focus area complements MBA career and enrichment concentrations, and provides students with exposure to the energy value chain as well as the design and management of energy markets.	Alternative Energy Energy Project Finance Renewable Energy The Energy Value Chain
Family Business	This area complements MBA career and enrichment concentrations, and prepares next generation family business leaders to lead entrepreneurial, sustainable family enterprises, create and maintain healthy family and working relationships, and be responsible stewards of family business assets.	Family Business I: Introduction to Family Enterprise Family Business II: Ownership and Governance Navigating Self, Conflict and Change Private Investing and Wealth Management



A CAREER
PATH

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A PASSING
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THE TOOLS TO LAUNCH YOUR CAREER.

UNC Kenan-Flagler has an outstanding reputation among top recruiters world-wide, built from both the strength of our alumni and the valuable work of our MBA Career Management Center (CMC). Whether you're changing careers or looking to move to the next level in your current field, the CMC will help you determine a plan of action and provide the exceptional staff, programs and resources to train, support and guide you on the right path.

2013 CORE EMPLOYERS LIST

American Express
Amgen
Bank of America
Bank of America Merrill Lynch
Barclays
Clorox
Cognizant
Credit Suisse
Deloitte
Delta Airlines
Eastman Chemical
Ernst & Young
Fidelity
Georgia-Pacific
GlaxoSmithKline
Goldman Sachs
Johnson & Johnson
JP Morgan
Liberty Mutual
McKinsey & Company
Morgan Stanley
North Highland
Proctor & Gamble
Wells Fargo/Eastdil Secured

Our CMC Directors also offer a unique advantage. Each works with both students and recruiters in specific career interest areas, which assures in-depth knowledge of the career fields and the employers targeted by our students. They will aggressively market you to recruiters, providing you connections and insight specific to your interests. They are available throughout the year to meet with you to discuss all aspects of your job search, from assessment to negotiating the final offer—working with you to help you create a marketable resume, learn MBA-level job hunting techniques, perfect your interview skills and connect to the companies that best fit your career objective.

EMPLOYMENT BY FUNCTION

Function	Mean Base Salary
Consulting	\$115,082
Finance – Corporate Finance	\$101,967
Finance – Investment Banking	\$103,824
Finance – Investments	\$105,833
Finance – Other	\$100,178
General Management	\$111,471
Marketing	\$102,719
Real Estate	\$108,980

SALARY REPORTING CHART

2013 Salary Reporting	
2013 Average Base Salary	\$107,031
No. of Students Reporting as of 5/23/13	149
2013 Average Signing Bonus	\$27,395
No. of Students Reporting as of 5/23/13	107

Salary is preliminary for the Class of 2013 and is subject to change.
Finalized statistics will be available on our website by September 2013.



There are 3,828 UNC Kenan-Flagler alumni working in Fortune 500 companies. 717 alumni have reached C-level and 66 alumni are company CEOs.

ADMISSIONS

Business Knowledge

A minimum of two years of full-time work experience is preferred. Students are also expected to have knowledge of financial accounting, statistics and microeconomics prior to enrolling. For those who have not had this coursework, we offer a summer Analytical Skills Workshop (ASW) prior to the start of classes in August.

Interviews and Campus Visits

We have an open interview policy. Once you have submitted your application fee and uploaded your resume, you are welcome to schedule an on-campus, phone or Web interview. Alumni interviews are available in selected international locations.

We encourage you to visit our campus in Chapel Hill. When our campus visit program is in session, you can visit an MBA class, have lunch with current students and take a building tour.

You can schedule an interview or a campus visit yourself through our online scheduler. More information can be found at mba.unc.edu/interviews.

Note: Since we have an open interview policy, do not wait for an invitation to schedule your interview. We do not issue interview invitations.

Application Requirements

1. USD \$145 application Fee
2. Essays
3. Current resume
4. Work history
5. Two recommendations
6. Official transcript from each university attended
7. GMAT or GRE score
8. TOEFL/IELTS/PTE (if applicable)

Application Deadline	Decision Release Date	Deposit Deadline
October 18, 2013 <i>Early Action</i>	December 13, 2013	January 6, 2014
December 9, 2013	February 3, 2014	April 15, 2014
January 13, 2014	March 17, 2014	April 15, 2014
March 14, 2014	April 28, 2014	May 12, 2014

Financial Aid and Loans

U.S. citizens and permanent residents of the United States are eligible to borrow need-based and non-need-based Federal student loans as well as private education loans to cover the full estimated cost of attendance. For international students, we also have an attractive loan program, including an option that does not require a U.S. cosigner.



The UNC Kenan-Flagler MBA program has achieved world-class rank. It is ranked 7th in Leadership Development, 7th in Sustainability, and 3rd in Social Responsibility. The faculty also received high marks with an A in Teaching and an A+ in Teaching Effectiveness.

Source: *Bloomberg Businessweek* and *Financial Times*



TEAMWORK

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NETWORK

UNC Kenan-Flagler seeks MBA candidates whose leadership and organizational abilities, communication skills, motivation and analytical skills indicate strong potential for success as a member of our close-knit community and in business.

Class Profile – Class of 2015

Class size	280
GMAT (median)	690
GMAT (mid 80% range)	620-740
GPA from U.S. Schools (median)	3.4
Years work experience (median)	5
Age (median)	28
Male	73%
Female	27%
U.S. Minority	15%
International Students	28%

Reported as of August 1, 2013. Class size figure represents projected class size.

Merit Fellowships

UNC Kenan-Flagler is a member school of the Consortium for Graduate Study in Management (CGSM), an alliance of business schools and American corporations focused on facilitating the entry of underrepresented minorities in graduate education and management positions. Applicants compete for full-tuition merit-based fellowships for MBA study via a common application. Visit www.cgsm.org to learn more.



We are also a member of the Forté Foundation. The Forté Foundation is an organization of top business schools and corporations whose mission is to increase the number of women in business. Each year, Forte Scholars are selected based on exemplary leadership and achievement. Visit www.fortefoundation.org to learn more.



Tuition and Expenses

- \$34,560 for North Carolina residents.
- \$53,992 for non-North Carolina residents.

Includes tuition and mandatory fees. Additional living expenses such as housing and books not included. See the Tuition and Financial Aid section of our website for the most current estimates.

Next Steps

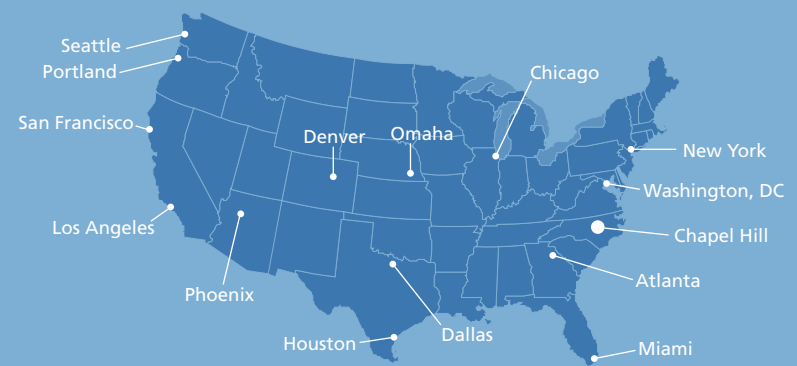
Start an application: mba.unc.edu/apply

Schedule an interview or visit: mba.unc.edu/interviews



LIVING IN CHAPEL HILL, N.C.

A dynamic blend of metropolitan culture in a beautiful setting. A perennial list-maker for best places to live in the U.S. The constant stimulation of nearby Research Triangle Park. A school culture steeped in a tradition of academic excellence and athletic achievement. These are all aspects of student life at The University of North Carolina at Chapel Hill. And just a few of the reasons to spend two amazing years here while on the path to success.





Shaping Leaders & Driving Results®

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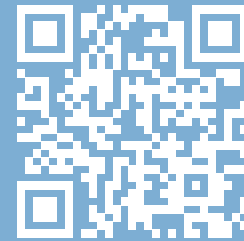
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QR code above.

The University of North Carolina at Chapel Hill is committed to equality of educational opportunity. The University does not discriminate in offering access to its educational programs and activities on the basis of race, color, gender, age, national origin, religion, creed, disability, veteran's status, sexual orientation, gender identity or gender expression. The Dean of Students (CB# 5100, 450 Ridge Road, Suite 1106 (Student Academic Services Bldg.), Chapel Hill, NC 27599-5100 or 919-966-4042) has been designated to handle inquiries regarding the University's non-discrimination policies.