

## PROFILE

**10%**  
OF UNC MBA GRADUATES  
ENTER  
HEALTHCARE

### OVERALL 2019 MBA COMPENSATION

MEAN

BASE SALARY	\$123,980
SIGNING BONUS	\$29,585

### CAREER PATHS

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

### SELECT EMPLOYERS

- AMGEN
- BERKELEY RESEARCH GROUP
- BMS
- CIGNA
- DIRECT SUPPLY
- ELI LILLY
- GENENTECH
- GSK
- HUMANA
- JOHNSON & JOHNSON
- KAISER PERMANENTE
- LABCORP
- MCKESSON
- OPTUM
- QUEST DIAGNOSTICS
- SENTARA HEALTHCARE
- SYNEOS HEALTH
- THE CHARTIS GROUP
- TRIANGLE INSIGHTS
- UNITEDHEALTH GROUP

UNC Kenan-Flagler is at the forefront of MBA programs in healthcare education, and has developed the Center for the Business of Health to address key industry challenges. Students build healthcare knowledge through a progressive combination of traditional MBA academic elective offerings, co-curricular activities offered by our student-led Healthcare Club, our annual Healthcare Conference, entrepreneurial initiatives with the UNC School of Medicine, and our strong relationships with healthcare recruiting organizations. Students emerge as skilled business leaders who are well prepared to solve some of the biggest challenges that face the healthcare industry.

### SELECT CLASSES OFFERED

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



### KEY RESOURCES

#### Center for the Business of Health

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 healthcare industry. UNC Kenan-Flagler is the catalyst for 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 healthcare.

#### UNC Kenan-Flagler Healthcare Club

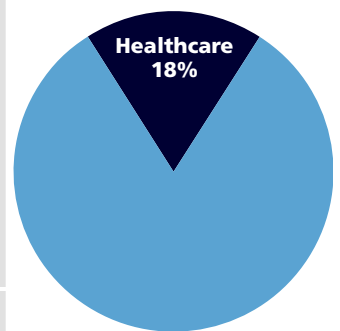
As one of the most active student organizations at UNC Kenan-Flagler, the Healthcare Club's mission is to provide students with the resources, education and network necessary to be impactful and insightful leaders across all disciplines in the healthcare industry. The club organizes the annual Healthcare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

#### UNC Kenan-Flagler Healthcare Conference

The Healthcare 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 healthcare industry.

### THE FUTURE OF HEALTHCARE

#### U.S. GROSS DOMESTIC PRODUCT



By 2030, one in five Americans will be over the age 65. The healthcare system is addressing the shift towards meeting the needs of this fast-growing segment of the population and the healthcare challenges specific to aging.



## PROFESSIONAL DEVELOPMENT AND EXPERIENTIAL LEARNING OPPORTUNITIES

### Healthcare Career Lab

Career & Leadership collaborates with the Healthcare Club to hold a series of preparatory sessions throughout the fall. The sessions provide students with an opportunity to have an edge in the job search by providing content related to career development and the healthcare industry. Recent industry topics have included: Big Data, Payment, Consolidation, Consumerization, Consolidation, and Social Determinants of Health.

### MBA Career & Leadership

UNC Kenan-Flagler offers a broad range of career development resources including preparation courses, case studies and career treks. A dedicated Career Coach is focused on the career journey, and partners with the Employer Engagement & Recruiting Team to manage and increase opportunities in healthcare for students. The employer engagement team actively manages dozens of relationships with leading healthcare organizations.

### Alumni

UNC Kenan-Flagler has a broad and active network of alumni working in the field of healthcare, including the Center for the Business of Health Leadership Board, who mentors students one on one.

### Company Networking Opportunities

UNC Kenan-Flagler provides opportunities to network with leading healthcare 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 Healthcare Club's Company Tailgates.

### Career Treks

Annual treks are made to visit companies in the New Jersey and Pennsylvania areas as well as the Research Triangle Park area within North Carolina. Career treks to multiple cities throughout the year give students access to top healthcare employers and an opportunity to build strong networks.

### Shadow Days

The Healthcare Club, in partnership with other Kenan-Flagler Career Clubs, manages Shadow Days. These are one-day visits to companies that provide students with the opportunity to interact with firms, and enable students to explore various offices and geographic areas. This experience is meant to help students and companies evaluate cultural fit in the early stages of the career search process.

### 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 healthcare case competitions, such as the Business School Alliance for Health Management (BAHM) Case Competition. Recently, the MBA Healthcare Club hosted 50 graduate students from across UNC's top health schools for the internal Healthcare Case Competition. In 2018, the Healthcare Club hosted their first national case competition, which included teams from Duke University, University of Michigan – Ann Arbor, Indiana University Bloomington, Case Western Reserve University and Emory University. The competition challenged participants to develop innovative solutions to address diabetes in rural communities.

### STAR Healthcare

UNC Kenan-Flagler offers opportunities for students to work with healthcare companies and organizations to solve complex business problems through the STAR (Student Teams Achieving Results) program. Students take on the role of consultants to real companies in order to develop consulting skills for their future careers in the business of healthcare.

## Center for the Business of Health

With more than \$3 trillion spent annually, the American healthcare sector is equivalent to the fifth largest economy in the world. But this booming business also faces an array of challenges: affordability, access, outcome variations and concerns about regulation and policy. UNC Kenan-Flagler Business School is working to address these complex issues head on with its Center for the Business of Health. This multidisciplinary effort spans Carolina's campus, bringing together the University's leading health sciences divisions. By building on this collaborative powerhouse of talent, UNC Kenan-Flagler seeks to distinguish itself and the University as the destination for students, researchers, and a leading national voice in the business of healthcare. [www.kenan-flagler.unc.edu/businessofhealth](http://www.kenan-flagler.unc.edu/businessofhealth)



*"Carolina believes in collaboration in a way that not every university does. Healthcare is increasingly an interdisciplinary issue, and the real challenges facing healthcare are not going to be solved by any one person. As we figure out the science of how to do things better, there is the opportunity to improve health outcomes, reduce costs and improve access for more patients."*

**Brad Staats**  
Faculty Director  
Center for the Business of Health



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the Business  
of Health

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