



Emiliano Martinez-Don, Class of 2020
Associate financial advisor with
Merrill Lynch

Degrees offered

Majors:

- B.S.B.A. in Accounting
- B.S.B.A. in Business Administration
- B.S.B.A. in Entrepreneurship
- B.S.B.A. in Finance
- B.S.B.A. in International Business
- B.S.B.A. in Marketing
- B.S.B.A. in Sales

Minors:

- Accounting
- Business Administration
- Economics
- Entrepreneurship
- Finance
- Global Commerce
- Healthcare Management
- Marketing
- Sales
- Social Media Marketing

A mathematical economics major is offered through the Department of Mathematics and Computer Science in conjunction with the Earl N. Phillips School of Business.



Why is business a top program?

- Accounting majors have multiple opportunities to intern with local, regional and Big Four accounting firms
- Skills acquired in business are useful in all career fields
- Students enjoy strong job placement rates
- Students have an opportunity to earn a 4+1 MBA
- Students learn how to be professional and career-ready
- Students may combine business curriculum with foreign language and cultural studies in Chinese, French, Italian and Spanish
- The Center for Entrepreneurship allows students to access experienced entrepreneurs and investors
- The Stock Trading Room enables practical financial experience

Opportunities for experiential learning

- Accounting Career Fair
- Collegiate Entrepreneurs National Conferences
- HPU Business Plan Competition
- HPU Elevator Pitch Competition
- Involvement with the High Point business community
- National selling competitions
- Regional elevator pitch competitions
- Roundtable events with the entrepreneurial community
- Sales Career Fair
- Study abroad global business courses
- Truist Leadership Institute Certification
- Volunteer Income Tax Assistance (VITA) program
- Working and learning at the High Point International Home Furnishings Market

Student clubs & organizations

- Alpha Kappa Psi Business Fraternity
- American Marketing Association
- Delta Mu Delta Business Honor Society
- Economics Association (HPUEA)
- Entrepreneurs Club (eClub)
- Floyd Craven Investment Club
- National Retail Federation
- PSB Selling Club
- Real Estate Club
- Sigma Nu Tau Entrepreneurship Honor Society
- Social Media Marketing Club

Internships

The Earl N. Phillips School of Business provides numerous opportunities to build a great resume and enhance students' best qualities. HPU business students have recently completed internships with companies such as:

- ADP
- Ashley Furniture
- AT&T
- BedGear
- Booze Allen Hamilton
- Bristol-Myers Squibb
- Cisco Systems
- Cogent Analytics
- Deloitte.
- Deutsche Bank
- Ernst & Young Global Limited
- Gartner
- GE
- Johnson Controls
- KPMG LLP
- Mack Trucks
- Merrill Lynch Wealth Management
- Morgan Stanley
- PwC, LLP
- Qualcomm
- SEAD Software
- UBS Wealth Management
- Volvo Group

Unique course offerings

- Business Modeling
- Business Plan Laboratory
- Econometrics
- Environmental Economics
- Global Business
- Global Logistics
- Healthcare Management
- Ideation and Creativity
- Innovation Management
- Mergers & Acquisitions
- Negotiations
- Sales Leadership
- Work Teams in Organizations



Fast facts

HPU students majoring in Business

30%

2020 business school graduates employed/continuing education six months after graduation

(known first destination data with a knowledge rate of 85.9%)

98.1%



Business after HPU

High Point University is located in one of the largest metropolitan areas in North Carolina, giving students direct ties with the community and the many businesses in the surrounding area. Our graduates are employed in a variety of industries. Employers of our graduates include:

- ADP
- Amazon
- Citrix
- The Coca-Cola Co.
- Cone Health
- Datto
- DHG
- Ernst & Young Global Limited
- Gartner Group
- GE Healthcare
- Johnson & Johnson
- Kellogg Co.
- KPMG, LLP
- Lenovo
- Liberty Mutual
- Lincoln Financial
- Merrill Lynch
- PwC, LLP
- Qualcomm
- TEK Systems
- Tempur Sealy International
- Vanguard
- The Walt Disney Co.
- Yelp

Meet AJ

Hometown: Orlando, FL

Major: B.S.B.A. Accounting

Extracurricular Activities: Extraordinary Leader for the month of October 2020, Presidential Scholar, Chief Justice of the Student Government Association, Chapter President of the Alpha Mu Chapter of the International Business Honor Society Delta Mu Delta (DMD), a member of the Phillips School of Business Student Advisory Board, winner of the Ollie Bieniemy Endowed Scholarship in 2020 for the Most Outstanding Junior in the Phillips School of Business, and one of HPU's 110 Assistant Resident Directors.

AJ will return to his hometown to start his career with Ernst & Young (EY), the well-known public accounting firm. He scored his job last summer at the end of his virtual internship with the firm. His professors at HPU knew he would be ready; they see AJ as one of HPU's top accounting majors. He is an inquisitive student willing to ask question and a personable, easy-going senior leader willing to help those around him.



For more information about HPU's Business Program, contact:

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