**FINANCE (FIN)**

**FIN N001 Non-Credit - Sales Negotiation (1 credit)**

**FIN N002 Non-Credit Cost Labor Contract (1 credit)**

**FIN 100 Personal Financial Management (3 credits)**

**FIN 140 Finance Adult Learning Seminar (3 credits)**

**FIN 150 Finance through Movies (3 credits)**

**FIN 200 Intro to Finance (3 credits)**

This course provides a survey of financial theory and practice as it relates to the management and valuation of firms. Topics include: organizational forms, the role of capital markets, the determination of interest rates, financial statement analysis, the time value of money, stock and bond valuation, risk and return, and capital budgeting. This course is a prerequisite for all 200 to 400 level finance courses and is required for all business students. Prerequisites: FIN 100, DSS 210.  
Prerequisites: (ACC 101 or ACC 101 or HON 1773 or ACC 1015) and (ECN 1011 or ECN 101 or ECN 1015)  
Attributes: Undergraduate

**FIN 201 Markets and Institutions (3 credits)**

This course covers the role and workings of financial markets: money and capital markets, mortgage markets, bond markets, stock markets, foreign exchange markets, and derivative markets. Interest rate theory and the term structure of interest rates are studied. Functions of the Federal Reserve System along with the foundations of monetary theory and policy are studied. The course also examines the management of assets and liabilities by financial institutions including commercial banks, insurance companies, mutual funds, and investment banking. Prerequisite: FIN 200.  
Prerequisites: FIN 1341 or FIN 1345 or FIN 200  
Attributes: Undergraduate

**FIN 202 Finance Practicum (1 credit)**

This course enables students working in the financial industry over the course of a semester to earn one credit hour. Students are required to fulfill all job requirements and to submit an 8 – 10 page paper describing their work responsibilities and the finance-related skills they acquired. To apply, the student needs to submit a letter describing the proposed practical training opportunity; approval is at the discretion of the Finance Department chair. Prerequisite/Co-requisite: FIN 200. Student’s major must be Finance. *Does not satisfy any major or minor Finance requirement. Does not satisfy any free elective credit. Grade will be Pass/ Fail. May be repeated once if the student has attained a grade of Pass in a previous semester and supervising instructor approves.  
Restrictions: Enrollment is limited to students with a major, minor, or concentration in Finance.  
Attributes: Undergraduate

**FIN 300 Intermediate Finance (3 credits)**

This course focuses on the financial management of fixed assets and long-term capital. Topics include capital budgeting, risk, CAPM, capital structure, cost of capital, dividend policy, asset valuation, and bankruptcy & reorganization. Prerequisites: FIN 200; DSS 210.  
Prerequisites: (DSS 210 or DSS 1311 or DSS 1315 or MAT 1181 or MAT 118 or MAT 128 or MAT 322 or MAT 1281) and (FIN 200 or FIN 1341  
Attributes: Undergraduate

**FIN 301 Investments (3 credits)**

Students will learn how to: evaluate the potential risks and returns of investments and portfolios; perform fundamental equity analysis using economic, industry, and discounted cash flow analysis; value bonds; compute the price sensitivities of assets; understand diversification and the basics of portfolio asset allocation; and evaluate portfolio performance. Students are strongly urged to complete FIN 201 before taking FIN 301.  
Prerequisites: (FIN 1341 or FIN 200 or FIN 1345) and (DSS 210 (may be taken concurrently) or DSS 1311 or DSS 1313 or DSS 1315 or MAT 1181)  
Attributes: Undergraduate

**FIN 302 International Finance (3 credits)**

This course focuses on the following topics: balance of payments, international flow of funds, foreign investment, governmental and international agencies, and trade theory. Prerequisites: FIN 200, DSS 210  
Prerequisites: FIN 200 and DSS 210  
Attributes: Globalization Course (New GEP), Undergraduate

**FIN 303 Small Business Finance (3 credits)**

This course focuses on critical strategic and operational issues facing a small firm: how to raise capital in non-public markets from a spectrum of sources from angel investors, private equity, and the SBA; estimating cost of capital, credit policy and terms, liquidity and liquidity management, bank relations, valuation of the business, and exit strategies. Students are required to manage online simulated competing small businesses in teams and make presentations regarding their strategies and results. Prerequisites: FIN 200, DSS 210.  
Prerequisites: FIN 200 and DSS 210  
Attributes: Undergraduate

**FIN 304 Honors Research (3 credits)**

**FIN 305 Honors Research (3 credits)**

**FIN 370 Topics in Finance (3 credits)**

This course is designed to give in-depth coverage to finance subjects that are not covered in great detail in other courses. The prerequisites and topics selected are at the discretion of the instructor. Prerequisites: FIN 200, DSS 210, and additional courses as determined by the instructor.  
Prerequisites: (FIN 200 and (DSS 210  
Attributes: Undergraduate

**FIN 371 Topics in Finance (3 credits)**

This course is designed to give in-depth coverage to finance subjects that are not covered in great detail in other courses. The prerequisites and topics selected are at the discretion of the instructor. Prerequisites: FIN 200, DSS 210, and additional courses as determined by the instructor.  
Prerequisites: (FIN 200 and (DSS 210  
Attributes: Undergraduate

**FIN 372 Topics in Finance (3 credits)**

This course is designed to give in-depth coverage to finance subjects that are not covered in great detail in other courses. The prerequisites and topics selected are at the discretion of the instructor. Prerequisites: FIN 200, DSS 210, and additional courses as determined by the instructor.  
Prerequisites: (FIN 200 and (DSS 210  
Attributes: Undergraduate
FIN 400 Mergers & Acquisitions (3 credits)
This course covers theory and evidence concerning mergers & acquisitions and corporate control. It examines the accounting and valuation aspect of mergers & acquisitions activities, the M&A process, and reviewing the relevant historical empirical evidence. Mergers and acquisitions activity is evaluated in terms of the strategic alternatives faced by the firm. Cases are used and a graded team buy and sell deal negotiation simulation is required. Prerequisites: FIN 200, FIN 300, DSS 210.
Prerequisites: (FIN 2341 or FIN 201 or FIN 2345) and FIN 1341 or FIN 200 or FIN 1345 and (FIN 2401 (may be taken concurrently) or FIN 300 (may be taken concurrently) or FIN 2405 (may be taken concurrently))
Attributes: Undergraduate

FIN 401 Student Managed Funds (3 credits)
This course provides students an opportunity to manage investments. The objective is to earn risk-adjusted returns competitive with a benchmark index. The class decides early in the semester the style of investing and chooses the appropriate index for performance evaluation. Each student is a research analyst and a sector specialist and participates in the construction of the portfolio. Each sector is represented by a sector team. Also, each student has a functional role. FIN 402 Portfolio Management is also highly recommended
Prerequisites: FIN 301
Attributes: Undergraduate

FIN 402 Portfolio Management (3 credits)
This course covers the fundamentals of portfolio management. Topics include asset allocation, portfolio construction, performance evaluation, creating and using indexes, stock valuation models, and hedging with options and futures. Asset pricing theories, market anomalies and different styles of investing are emphasized. Market simulation and asset allocation software, databases, spreadsheet modeling and optimization programs are used. Prerequisites: FIN 200, FIN 301, DSS 210, Math ILC Requirement.
Prerequisites: FIN 200 and FIN 201 and FIN 301 and DSS 210
Attributes: Undergraduate

FIN 403 Derivative Securities (3 credits)
This course introduces students to the mathematical formulas and techniques used to value derivative securities including options forward and futures contracts, options on futures, swaps, and interest rate derivatives. Financial engineering and controlling risk are emphasized along with lessons learned from recent derivative-related losses. Prerequisites: FIN 200, FIN 301, DSS 210, Math ILC Requirement.
Prerequisites: FIN 200 and FIN 201 and FIN 301 and DSS 210
Attributes: Undergraduate

FIN 470 Topics in Real Estate Finance (3 credits)
This course is an upper division course designed to give in-depth coverage to finance subjects that are not covered in great detail in other courses. The prerequisites and topics selected are at the discretion of the instructor. Prerequisites: FIN 200, DSS 210, and additional courses as determined by the instructor.
Prerequisites: FIN 200 and DSS 210
Attributes: Undergraduate

FIN 471 Advanced Topics in Finance (3 credits)
This course is an upper division course designed to give in-depth coverage to finance subjects that are not covered in great detail in other courses. The prerequisites and topics selected are at the discretion of the instructor. Prerequisites: FIN 200, DSS 210, and additional courses as determined by the instructor.
Prerequisites: FIN 200 and DSS 210 and FIN 301
Attributes: Undergraduate

FIN 493 Independent Research I (3 credits)
Independent study may be approved to allow a student to pursue an in-depth study of a finance topic. Acceptable Independent Study topics include traditional research/reading programs, as well as rigorous pre-approved internship programs with an appropriate academic component as defined by the Department Chair. Prerequisites: FIN 200, DSS 210, at least Junior standing, and permission of the Department Chair.
Restrictions: Enrollment is limited to students with a major, minor, or concentration in Finance.
Attributes: Undergraduate

FIN 494 Independent Research II (3 credits)
Independent study may be approved to allow a student to pursue an in-depth study of a finance topic. Acceptable Independent Study topics include traditional research/reading programs, as well as rigorous pre-approved internship programs with an appropriate academic component as defined by the Department Chair. Prerequisites: FIN 200, DSS 210, at least Junior standing, and permission of the Department Chair.
Restrictions: Enrollment is limited to students with a major, minor, or concentration in Finance.
Attributes: Undergraduate

FIN 500 Managerial Economics (3 credits)
This course familiarizes students with the basic concepts, the language and the analytical tools of microeconomic and macroeconomic theory in order to enhance decision-making in business and finance. The course is divided into two parts. The first part focuses on the component parts of our economic system: consumers, workers, production enterprises, governments, and the interactions of these entities in markets where the prices of outputs and inputs are determined. The second part covers aggregate economic activity and looks at the problems of inflation and unemployment. It analyzes the role of government in controlling the growth of the economy, the theory of money and banking, and the role of the Federal Reserve System.
Restrictions: Enrollment is limited to Graduate level students.

FIN 501 Economics Foundation (2 credits)
This course will familiarize the student with economic analysis: the determination of macroeconomic variables, such as the price of a product with its output in individual markets and the determination of macroeconomic variables, such as GNP, the rate of inflation and the rate of unemployment.
Restrictions: Enrollment is limited to students with a major, minor, or concentration in Executive MBA Program (1-year), Executive MBA Program, Food Marketing or Pharmaceutical Marketing. Enrollment is limited to Graduate level students.

FIN 503 Financial Management (3 credits)
This course is an introduction to finance and lays the background for future courses. Topics include the financial environment, including the role of capital markets, determination of interest rates, financial analysis, time value of money, risk and return, and valuation. Prerequisites: FIN 500, DSS 500.
Prerequisites: (FIN 500 or HSB Waiver with a score of FN500) and (DSS 500 or HSB Waiver with a score of DS500)
Restrictions: Enrollment is limited to Graduate level students.
FIN 504 Finance Foundation (2 credits)  
The first course MPE 6004 builds on the material presented in the accounting module. We move from the presentation of the balance sheet, income statement, and statement of cash flows to an analytical framework of these statements employing ratios. We examine the informational content of the ratios both cross-sectionally and in the times series. In addition, we develop the common sized ratio process. We then build on this knowledge by using the ratios to project pro forma statements and examine the consequences of these projections. The module continues with an examination of the cash budgeting process, and concludes with the development of the time value of money concepts. It is strongly recommended that ACC 510 be taken prior to FIN 504. Prerequisite – FIN 501.  
Restrictions: Enrollment is limited to Graduate level students.

FIN 509 Curricular Practical Training (1 credit)

FIN 550 Shareholder Value Management (3 credits)  
This course covers the concepts and practices of value-based financial management. Selected topics include financial analysis and forecasting, application of time value of money, valuation and stock market signals to management, introduction to risk and modern portfolio theory, capital budgeting, options, cost of capital, and capital structure. This course emphasizes value creation and the role of domestic and international financial management in facilitating this process. Prerequisites: ACC 500 and FIN 503, DSS 510, ACC 550 and DSS 560 are highly recommended for traditional MBA students.  
Prerequisites: (FIN 503 or HSB Waiver with a score of FN503) and (ACC 500 or HSB Waiver with a score of AC500) and (DSS 510 or HSB Waiver with a score of DS510)  
Restrictions: Enrollment is limited to Graduate level students.

FIN 551 Managerial Finance (2 credits)  
This course picks up with a review of the WACC and applies this to the capital budgeting process. In this module, cash flow projections are developed as well as initial outlay concepts. The NPV and IRR rules are developed and extended to a general decision making framework. The last section of the module focuses on the concepts of firm valuation and the effects of leverage on the organization. Prerequisite FIN 504.  
Prerequisites: MPE 6004 or FIN 504 or MPE 6004 Waiver Score with a score of 1 or FIN 504 Waiver Score with a score of 1 or HSB Waiver with a score of FN504  
Restrictions: Enrollment is limited to students with a major, minor, or concentration in Pharmaceutical Marketing. Enrollment is limited to Graduate level students.

FIN 552 Managerial Finance I (2 credits)

FIN 553 Managerial Finance II (2 credits)

FIN 600 Fin Institutions & Capital Mkt (3 credits)  
This course is designed to expose the student to the operations of financial markets and financial institutions which exist within the U.S. financial system. Topics include the diverse financial markets, the major financial securities traded in these markets and their properties, the behavior of interest rates, key characteristics and regulations of major financial institutions, including their risk exposures and various strategies to manage these risks. Prerequisite: FIN 550.  
Prerequisites: (FIN 4025 or FIN 550 or MBA 4315)  
Restrictions: Enrollment is limited to Graduate level students.

FIN 601 Personal Financial Planning (3 credits)  
Personal Financial Planning is designed to provide those students who will be dealing with individuals rather than a business entity as a career, an understanding of the problems and concerns that arise in an individual’s life cycle. Students will learn how to reach appropriate decisions regarding the allocations of personal wealth between current consumption and future consumption. Current consumption decisions would include discussions of metrics covering the optimal consumption pattern for major purchases, e.g. houses and automobiles, more routine purchases, such as insurance coverage. In addition, the course will examine the appropriate use of credit, either through standard loan contracts or the use of credit cards. There will also be a discussion of the existing consumer protection laws and their effect on individual consumption patterns. Future consumption allocations will include a discussion of metrics involved in reaching optimal decisions regarding long-term health care, retirement, and estate planning. Prerequisite: FIN 550.  
Prerequisites: (MBA 4315 or FIN 550 or FIN 4025)  
Restrictions: Enrollment is limited to Graduate level students.

FIN 602 Portfolio Management (3 credits)  
This course covers the theory and practice of portfolio management. Topics include capital market models, risk assessment, performance evaluation, mutual funds, international diversification, and managing risk with derivative securities. Recent empirical evidence is also covered. Prerequisite: FIN 550.  
Prerequisites: (FIN 4025 or FIN 550 or MBA 4315)  
Restrictions: Enrollment is limited to Graduate level students.

FIN 603 Tax Plan Mgmt Decision Making (3 credits)

FIN 604 Personal Insurance Planning (3 credits)  
This course covers the theory and practice of portfolio management. Topics include capital market models, risk assessment, performance evaluation, mutual funds, international diversification, and managing risk with derivative securities. Recent empirical evidence is also covered. Prerequisite: FIN 550.  
Prerequisites: FIN 550 or MBA 4315  
Restrictions: Enrollment is limited to Graduate level students.

FIN 605 Pensions & Benefits Admin (3 credits)  
This course is intended to provide students with a basic understanding of the various pension and employee benefit plans available in the workplace. Emphasis will be placed on preparing professionals to make informed decisions about what types and designs of plans are best for their company or client and about how they can best administer their chosen benefit package. Pre-requisite: FIN 550.  
Prerequisites: (FIN 550 or FIN 4025 or MBA 4315)  
Restrictions: Enrollment is limited to Graduate level students.

FIN 606 Estate Planning (3 credits)  
This course will begin with an overview of basic gift, estate, and generation-skipping-transfer tax law. Fundamental estate and gift areas will be covered as well as basic estate planning documents and estate devices. The student will become aware of how to apply these areas to real-life cases. The second half of the course will be a more in-depth examination of the tools and techniques of estate planning based on the transfer tax rules taught in the first half of the course. This course will cover in great detail the estate planning techniques for lifetime gifts as well as life insurance planning and estate planning for qualified plans and IRA’s. Other areas to be discussed will include ownership of family business entities and limited liability companies. Prerequisite: FIN 550.  
Prerequisites: (MBA 4315 or FIN 550 or FIN 4025)  
Restrictions: Enrollment is limited to Graduate level students.
FIN 607 Risk Management (3 credits)
This course is designed to apply the theories and techniques taught in Finance to the complex and specific needs of managing financial risk in the financial services industry. The course will provide an overview of the banking and insurance markets and their products. In addition, several valuation and risk management tools and models designed to measure and manage equity risk, interest-rate risk, and default risk in the financial services sector of the economy will be introduced and implemented. Prerequisite: FIN 550.
Prerequisites: (MBA 4315 or FIN 550 or FIN 4025)
Restrictions: Enrollment is limited to Graduate level students.

FIN 608 Advanced Financial Management (3 credits)
This course covers the theory and practice associated with the management of long-term assets and long-term capital. Topics include evaluating investment opportunities, single period, multi-period, certainty, uncertainty, risk analysis, capital structure, dividend policy, cost of capital, and firm valuation. Prerequisite: FIN 550.
Restrictions: Enrollment is limited to Graduate level students.

FIN 609 International Finance (3 credits)
This course describes and analyzes the structure and function of international money and capital markets with special consideration for the economics of foreign exchange markets, export/import finance, international financial institutions, Euromarkets, alternative forms of international monetary structure and comparative financial structures. Prerequisite: FIN 550.
Prerequisites: (MBA 4315 or FIN 550 or FIN 4025)
Restrictions: Enrollment is limited to Graduate level students.

FIN 610 Security Analysis & Investment (3 credits)
This course examines security valuation techniques. Topics include fundamental and technical analysis of stocks, bonds, and derivative securities. Earnings estimation, as well as assessing the risk and values of individual securities, including options. Prerequisite: FIN 550.
Prerequisites: (FIN 4025 or FIN 550 or MBA 4315)
Restrictions: Enrollment is limited to Graduate level students.

FIN 611 Mergers and Acquisitions (3 credits)
This course will cover the theory and evidence concerning mergers and acquisitions and the market for corporate control. It will examine the accounting and evaluation aspect of mergers and acquisitions activities, discuss the alternative theories of mergers and acquisitions, and review the relevant empirical test. Mergers and acquisitions activity is evaluated in terms of the strategic alternatives faced by the firm. Restructuring, leveraged buyouts, share repurchases, and takeover defenses etc. are also studied not only from a Finance perspective but also from a strategic perspective. Prerequisite: FIN 550.
Prerequisites: FIN 550 or FIN 4025 or MBA 4315
Restrictions: Enrollment is limited to Graduate level students.

FIN 612 Derivative Markets (3 credits)
Derivatives are financial instruments whose returns are derived from those of other financial instruments. Derivatives can be based on real assets, such as agricultural commodities, metals, and sources of energy, or financial assets, such as stocks. This course is designed to have students learn about the characteristics of the institutions and markets where these instruments trade, the manner in which derivative prices are determined, and the strategies for the effective use of the instruments. Prerequisite: FIN 550.
Prerequisites: (MBA 4315 or FIN 550 or FIN 4025)
Restrictions: Enrollment is limited to Graduate level students.

FIN 614 Acct, Fin, & Econ Health Care (3 credits)
In this case-based course, students will improve their decision making abilities through the logical applications of accounting, financial and economic concepts of health care. Topics covered will include external financial reporting, management control decisions, cash flow management, operational budgeting and comparative analysis of various health care systems. The non-profit and international health care viewpoints will also be explored. Prerequisite: FIN 550.
Prerequisites: FIN 550 or FIN 4025 or MBA 4315
Restrictions: Enrollment is limited to Graduate level students.

FIN 620 Fin Plan Dev&Presentn Capstone (3 credits)
This course will require students to synthesize and apply elements comprehensive financial planning concepts and techniques to client circumstances. The course will require students to perform all functions of the financial planning process. This course is part of the course sequence that fulfills the education requirements to sit for the CFP* certification examination and is especially beneficial for those individuals who are pursuing the CFP* certification. Prerequisite: FIN 601 and FIN 605.
Prerequisites: FIN 601 and FIN 605
Restrictions: Enrollment limited to students in the MSFINS program.

FIN 624 Intro to Markets & Investments (1 credit)
The main objective of this course is to provide the student with a sound understanding of both the theory and practice associated with Investments. Topics included in this course are Financial Markets and Instruments, Risk and Return, Efficient Diversification, Capital Asset Pricing Theory, Arbitrage Pricing Theory, Performance Evaluation and Active Portfolio Management, and Efficient Markets. In addition, the course looks to improve your use of technology in an investment analysis setting by spending time in the trading room working with multiple financial data packages.

FIN 770 Special Topics in Finance (3 credits)
The topics course covers subjects of current interest in the field of finance. Specific topics will be announced in the course schedule. Prerequisite: FIN 550.
Restrictions: Enrollment is limited to Graduate level students.

FIN 773 Internship (3 credits)