

work in the placement. They will perform appropriate, significant and relevant tasks directly under the supervision of either the lead entrepreneur or a key member of the entrepreneurial team. In addition, students will meet regularly during the semester in a classroom setting to share their experiences and learn from classmates in other placements. Finally, the instructor will also hold regular one-on-one sessions with students to provide overall supervision for the placement experience and to assure that the student is integrating classroom learning with the placement experience.

Prerequisites: ENTR 200, junior standing, and permission of instructor

390 Diversity Issues in Entrepreneurship

Women and minority entrepreneurs face specific issues relating to access and equity in their efforts to establish new ventures. This course will examine these issues from both a public policy perspective and from an applied management perspective.

Prerequisites: ENTR 200 and junior standing

450 Entrepreneurship: Management and Strategy

This is the capstone course in entrepreneurship. It will include guest speakers from the entrepreneurial business world, extensive case analysis of entrepreneurial ventures and intensive personal business plan development.

Prerequisites: One ENTR elective, FINC 321, MKTG 300, MGMT 301, and QMCS 110

Finance (FINC)

Vang (chair), Beckmann, Daugherty, Jithendranathan, Palmer, Williams

Students who concentrate in finance receive preparation for the financial service industries or for financial departments of non-financial corporations. Financial service industries would include banks, insurance companies, and investment firms. In addition to meeting needs for specific preparation, the study of finance is really applied microeconomics.

Students completing this concentration will have a knowledge of the time value of money, the use of a financial calculator, the use of a spreadsheet for modeling, and will possess good writing skills.

Concentration in Financial Management

- ACCT 205 Introduction to Accounting
- BUS 200 Community Service (0 credit)
- BUS 201 Ethics and Practice: Foundations of Business
- FINC 321 Financial Management
- FINC 324 Corporate Finance
- FINC 325 Investments
- MGMT 301 Management of Organizations and Processes
- MKTG 300 Principles of Marketing
- QMCS 110 Introduction to Information Process and Programming
- QMCS 220 Statistics I

Plus two of:

- FINC 410 Derivatives
- FINC 430 Financial Intermediaries
- FINC 440 Advanced Investments
- FINC 450 International Financial Management
- FINC 480 The Chief Financial Officer

or

Eight credits from the list above plus an additional four credits at the 300- or 400-level in the Division of Business not listed above, selected in consultation with a business adviser.

Plus one of:

- BLAW 301 Legal Environment of Business
- BLAW 302 Business Law for Accounting
- BLAW 303 International Business Law

Allied requirements

- ECON 251 Principles of Macroeconomics
- ECON 252 Principles of Microeconomics

Plus one of:

- MATH 109 Calculus with Review II
- MATH 111 Calculus for Business and Social Science
- MATH 113 Calculus I

Note: The math requirement must be completed by the end of the sophomore year.

Departments

Plus one of:

ECON	311	Forecasting
ECON	315	Empirical Methods in Economics
ECON	335	Money, Financial Markets and Economics
ECON	348	International Economics

Plus one of:

COMM	100	Public Speaking
COMM	105	Communication in the Workplace
ENGL		200 or above
JOUR	215	Journalistic Writing in the Workplace
JOUR	311	Persuasion in Writing

200 Real Estate Principles

Explores the theories and practices of real estate with emphasis on the “why” and “how” of buying, financing, owning and selling real estate. Real estate brokerage, property management, mortgage finance, appraisal, investment and development are examined within a legal, economic and social context. Open to non-majors.

300 Finance for Non-Business Majors

Introduction to the concepts of finance in analyzing decisions. Topics include how to determine the economic value of a company's investment projects, the value of financial securities, the cost of funds used to purchase assets, and the overall management of the firm's assets and liabilities. This course may not be used to meet any requirement for a business major.

Prerequisite: Junior standing

321 Financial Management

An examination of the elements of the finance function of the organization as well as the financial analysis of decisions. Topics include working capital management, acquisition of capital, capital budgeting, cost of capital, theories of valuation, and present value.

Prerequisites: ACCT 205, BUS 201, QMCS 220, ECON 251, 252, and junior standing

324 Corporate Finance

Scope and objectives of financial management in the corporate setting at an advanced level. The course will explore working capital management, risk, valuation, capital structure theory, capital budgeting and other current topics in finance. It will utilize computer-based financial modeling and forecasting.

Prerequisites: FINC 321, MATH 109 or 111 or 113 (may be taken concurrently), and QMCS 110

325 Investments

The focus of this course is to provide an overview of investment concepts and an exposure to a broad range of investment alternatives. The principle concern of the course is to develop skills necessary to make prudent investment decisions.

Prerequisites: FINC 321 and QMCS 110

360 Real Estate Property Management

Owner, management and tenant relations within context budgeting, marketing and management planning is examined. Management for multi-family, office, retail and industrial property differentiated. Entrepreneurial roles of managers for finding tenants and conducting lease negotiations is explored.

Prerequisites: FINC 200 and junior standing

410 Derivatives

This is a mathematically-oriented course which gives an introduction to the theory of derivative contracts such as futures and options. Issues of valuation, arbitrage pricing, trading strategies, and hedging strategies will be covered. The course will include elements of stochastic calculus and other mathematical techniques needed for understanding the derivative pricing. Among the applications to be explored are uncertainty in commodity prices, stock prices, exchange rates and interest rates.

Prerequisites: FINC 325, MATH 109 or 111 or 113

430 Financial Intermediaries

Concepts, practices and organization for financial management of various financial intermediaries. Asset-liabilities management, duration, swaps, hedges and other concepts will be covered. Banks will be the primary area for study, but the course also will look at other institutions including insurance, funds and thrifts. The course will be based on text, lectures, guest speakers, computer modeling, a bank simulation and examination.

Prerequisites: FINC 324 or 325, MATH 109 or 111 or 113

440 Advanced Investments

The focus of this course is to provide an overview of investment concepts and an exposure to a broad range of investment alternatives. The principle concern of the course is to develop skills necessary to make prudent invest-

ment decisions.

Prerequisites: FINC 325, MATH 109 or 111 or 113

442 Fixed Income Securities

This mathematically-oriented course provides extensive coverage of a wide range of fixed income securities, investment strategies and the interest rate environment. General determinants of value on standard instruments and analysis of the newer instruments including zeroes, mortgages derivatives, interest rate swaps, and structured notes will be covered. Necessary mathematical concepts covered in this course will include stochastic calculus and differential calculus.

Prerequisites: FINC 325, MATH 109 or 111 or 113

450 International Financial Management

The management of foreign and multinational financial operations. On the basis of international finance theory, students will learn foreign exchange risk management, foreign investment analysis, the financing of foreign operations, comparative accounting, international banking and international tax management.

Prerequisites: FINC 324, MATH 109 or 111 or 113

460 Real Estate Finance and Investment

Examines mortgage, lease, contract and construction financing with related underwriting standards and analytical techniques. Integrates the role of banks, pension funds, insurance companies with government, secondary mortgage markets, and purpose, function and operation of the U.S. financial and federal reserve systems. Acquisition and disposition analysis of income producing real property including tax liability and strategy. Market, feasibility and income analysis integrated with profitability and rate of return measures pertaining to investments with optimal financing.

Prerequisites: FINC 200 and 321

461 Real Estate Appraisal

Valuation of residential and commercial real estate using the cost, market and income approaches to value. Professional ethics and standards of professional appraisal practice explored. Professional quality narrative appraisal with comparable sales, depreciated cost and discounted cash flow analysis required.

Prerequisites: FINC 200 and 321

470 Real Estate Development

Capstone course integrating all functional areas of real estate for production of housing, commercial and industrial real estate. Use of market research, feasibility studies and market analysis in contract negotiation for project construction, marketing and management.

Prerequisites: FINC 460 or 461, ECON 333

480 The Chief Financial Officer

Case studies on the control and treasury functions, and an examination of the information gathering, analytical and decision-making process required of the CFO. Students prepare case briefs for class discussions and formal presentations. Case assignments require students to write extensively and challenge their analytical ability. It is recommended that finance majors take this course in their final semester.

Prerequisites: FINC 324, MATH 109 or 111 or 113

Legal Studies in Business (BLAW)

Erstling (chair), Kunkel, Malone, Marsnik; Brimmer, DeCourcy, Maccabee, Magidson, Vigil

Business law plays an increasingly prominent role in the workplace. The proliferation of laws, regulations, and legal decisions determining the limits of appropriate business behavior makes an understanding of law and legal process vital to the business professional.

Students graduating with a concentration in Legal Studies in Business will have explored in depth the nature of the legal environment of business and the ways in which legal rules and processes affect business decision making. Students will have developed critical-thinking and problem-solving skills by fostering an awareness of legal reasoning and legal analysis.

This concentration is relevant to all business administration students, but it is particularly appealing to those students interested in the more highly regulated fields of business and/or the role and nature of the legal process. While the concentration is not designed to be a pre-law program, it is attractive to students considering legal careers.

The concentration is structured to ensure that students receive both a solid grounding needed for the B.A. in Business Administration and an additional focus in business law.

Concentration in Legal Studies in Business

ACCT 205 Introduction to Accounting

BLAW 401 Legal Research, Advocacy, and Dispute Resolution