

**380 Entrepreneurship in Practice**

Students will integrate experiences from placements in entrepreneurial companies with required readings, class discussion, and class assignments related to their placement experience. Students will complete 100 hours of 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 and junior standing

**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. Students are expected to have a proficiency in computer spreadsheet programming.

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

**Finance (FINC)**

Vang (chair), Barabanov, Beckmann, Cha, Daugherty, Hamilton, Jaiswal-Dale, Jithendranathan, Mohanty, Samarakoon, Shovein, M. Sullivan

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**

**Business Core Courses**

- ACCT 205 Introduction to Accounting
- BUS 200 Community Service (0 credit)
- BUS 201 Ethics and Practice: Foundations of Business
- FINC 321 Financial Management
- MGMT 301 Management of Organizations and Processes
- MKTG 300 Principles of Marketing

*Plus one of:*

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

**Concentration Courses**

- FINC 324 Corporate Finance
- FINC 325 Investments

*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

*Plus:*

Four additional credits at the 300-level or above in the College of Business (may be a FINC course)

**Allied requirements**

- ECON 251 Principles of Macroeconomics
- ECON 252 Principles of Microeconomics
- QMCS 220 Statistics I

*Note:* QMCS 220 should be completed by the end of the sophomore year. Transfer students who have not had an equivalent course must complete this course by the end of their first semester, junior year.

## College of Business

*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.

*Plus one of:*

ECON 311	Forecasting
ECON 315	Empirical Methods in Economics
ECON 335	Money, Financial Markets and Economics
ECON 346	Country and Area Studies in 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

### Major in Real Estate Studies (B.S.)

The Bachelor of Science degree in the multidisciplinary field called real estate finds an ideal foundation in a liberal arts education. It provides a quality real estate program with a core in the general functional and operational areas of business. The program is designed to develop students as better citizens able to make responsible decisions benefiting society. Employers prefer to hire student who are knowledgeable of their discipline and operate within a moral and ethical framework of values. Graduates of the program can find employment as mortgage loan officers, appraisers, commercial/investment brokers and property managers.

#### Business Core Courses

ACCT 205	Introduction to Accounting
BLAW 304	Real Estate Law
BUS 200	Community Service (0 credit)
BUS 201	Ethics and Practice: Foundations of Business
FINC 321	Financial Management
MGMT 301	Management of Organizations and Processes
MKTG 300	Principles of Marketing

#### Concentration Courses

FINC 200	Real Estate Principles
FINC 360	Real Estate Property Management
FINC 460	Real Estate Finance and Investments
FINC 461	Real Estate Appraisal
FINC 470	Real Estate Development

#### Allied requirements

ECON 251	Principles of Macro-Economics
ECON 252	Principles of Micro-Economics
ECON 333	Regional and Urban Economics
QMCS 220	Statistics I

*Note:* QMCS 220 should be completed by the end of the sophomore year. Transfer students who have not had an equivalent course must complete this course by the end of their first semester, junior year.

*Plus one of:*

COMM 100	Public Speaking
COMM 105	Communication in the Workplace

*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.

*Plus:*

Eight credits chosen from the following lists chosen with the approval of the Real Estate adviser.

#### General Real Estate (apply to all areas)

COMM 220	Small Group Communication
COMM 222	Interpersonal Communication
COMM 240	Persuasion

COMM 325	Nonverbal Communication
ENTR 200	Foundations of Entrepreneurship
ENTR 252	Creating the 21st Century
ENTR 360	Creativity and Change
MKTG 310	Professional Selling

**Brokerage/Investment**

QMCS 215	Rapid Application Development
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**Mortgage Finance**

FINC 430	Financial Intermediaries
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**Appraisal**

ECON 311	Forecasting
MKTG 340	Marketing Research
QMCS 215	Rapid Application Development

**Property Management**

ECON 311	Forecasting
GEOG 221	Computer Skills in Geography
GEOG 321	Geographic Information Systems
GEOG 330	Geography for Business and Planning
GEOG 430	Urban Geography
MKTG 360	Retailing and Retailing Services

**Development**

ECON 311	Forecasting
GEOG 221	Computer Skills in Geography
GEOG 321	Geographic Information Systems
GEOG 330	Geography for Business and Planning
GEOG 430	Urban Geography
MKTG 340	Marketing Research
MKTG 360	Retailing and Retailing Services
SOC 332	Urban Sociology

**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. Not open to business majors.

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 (or MATH 314 for actuarial majors), 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, and MATH 109 or 111 or 113 (may be taken concurrently)

**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

## College of Business

### 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. Offered in fall semester.

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 324 or 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 investment 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. Offered in spring semester.

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. Offered in fall semester.

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. Offered in spring semester.

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.

Prerequisites: FINC 324, MATH 109 or 111 or 113