

Business Administration-Ethics and Business Law, Finance

BLAW 304 Real Estate Law (4 credits)

Principles of law regarding real property with emphasis on contracts, sales and secured transactions regarding transfer of ownership, mortgages, land use, development, rental and professional liability. Offered in spring semester.

Prerequisites: Junior standing

BLAW 351 Environmental Law (4 credits)

Environmental law will survey relevant federal and state statutes and case law to examine how well they serve to maintain and improve the quality of the air, water, soil and life, and strike an appropriate balance between the present consumption of resources and their maintenance for future generations. The course also will explore emerging environmental trends and the formulation of environmental policy.

Prerequisite: Junior standing

BLAW 352 Gender Issues and the Law (4 credits)

This course will explore the principle that men and women stand as equals before the law. It will examine the ways in which courts and legislatures have interpreted the principle of equal opportunity to resolve gender issues in the workplace, as well as in other aspects of society that affect access to the workplace, including education, marriage, and the family. It also will provide an historical overview of the law of equal opportunity and will touch upon modern notions of feminist legal theory. This course fulfills the Human Diversity requirement in the core curriculum.

Prerequisite: Junior standing

BLAW 401 Legal Research, Advocacy, and Dispute Resolution (4 credits)

An examination of the nature of legal process and of the means the legal system adopts to resolve business disputes. The course will follow a problem-solving approach emphasizing critical thinking and oral and written legal advocacy skills. Topics include an overview of jurisprudence, the sources of law, business and the Constitution, the regulatory process, judicial and alternative dispute resolution, and the basics of legal research and written and oral advocacy.

Prerequisite: BLAW 301, 302, or 303 or consent of instructor

BLAW 402 Law of Electronic Commerce (4 credits)

An exploration of the evolving legal environment that shapes business strategy for conducting business online. Topics include global e-commerce regulatory schemes, issues of privacy, security and data protection, online payment and banking regulation, intellectual property considerations, and censorship and defamation concerns.

Prerequisite: BLAW 301, 302, or 303

Finance (FINC)

Opus College of Business

Department of Finance

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

Students who concentrate in finance receive preparation for the financial service industries or for financial departments of non-financial corporations. Financial service industries 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 (4 credits)

BUSN 200 Community Service (0 credit)

BUSN 201 Ethics and Practice: Foundations of Business (4 credits)

DSCI 301 Management of Organizations and Processes (4 credits)

FINC 321 Financial Management (4 credits)

MKTG 300 Principles of Marketing (4 credits)

Plus four credits from the following:

BLAW 301 Legal Environment of Business (4 credits)

BLAW 302 Business Law for Accounting (4 credits)

BLAW 303 International Business Law (4 credits)

Concentration Courses

FINC 324 Corporate Finance (4 credits)

FINC 325 Investments (4 credits)

Plus eight credits from the following:

FINC 410 Derivatives (4 credits)

FINC 430 Financial Intermediaries (4 credits)

Business Administration-Finance

FINC 440 Advanced Investments (4 credits)
FINC 450 International Financial Management (4 credits)
FINC 480 The Chief Financial Officer (4 credits)

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 (4 credits)
ECON 252 Principles of Microeconomics (4 credits)
QMCS 220 Statistics I (4 credits)

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 four credits from the following:

MATH 109 Calculus with Review II (4 credits)
MATH 111 Calculus for Business and Social Science (4 credits)
MATH 113 Calculus I (4 credits)

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

Plus four credits from the following:

COMM 100 Public Speaking (4 credits)
COMM 105 Communication in the Workplace (4 credits)
ENGL 200 or above
JOUR 215 Journalistic Writing in the Workplace (4 credits)
JOUR 311 Persuasion in Writing (4 credits)

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 students 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 (4 credits)
BLAW 304 Real Estate Law (4 credits)
BUSN 200 Community Service (0 credit)
BUSN 201 Ethics and Practice: Foundations of Business (4 credits)
DSCI 301 Management of Organizations and Processes (4 credits)
FINC 321 Financial Management (4 credits)
MKTG 300 Principles of Marketing (4 credits)

Concentration Courses

FINC 200 Real Estate Principles (4 credits)
FINC 360 Real Estate Property Management (4 credits)
FINC 460 Real Estate Finance and Investments (4 credits)
FINC 461 Real Estate Appraisal (4 credits)
FINC 470 Real Estate Development (4 credits)

Allied requirements

ECON 251 Principles of Macro-Economics (4 credits)
ECON 252 Principles of Micro-Economics (4 credits)
ECON 333 Regional and Urban Economics (4 credits)
QMCS 220 Statistics I (4 credits)

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 four credits from the following:

COMM 100 Public Speaking (4 credits)
COMM 105 Communication in the Workplace (4 credits)

Plus four credits from the following:

MATH 109 Calculus with Review II (4 credits)
MATH 111 Calculus for Business and Social Science (4 credits)
MATH 113 Calculus I (4 credits)

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 (4 credits)
COMM 222 Interpersonal Communication (4 credits)
COMM 240 Persuasion (4 credits)
COMM 325 Nonverbal Communication (4 credits)
ENTR 200 Foundations of Entrepreneurship (4 credits)
ENTR 360 Creativity and Change (4 credits)
MKTG 310 Professional Selling (4 credits)

Brokerage/Investment

QMCS 215 Rapid Application Development (4 credits)

Mortgage Finance

FINC 430 Financial Intermediaries (4 credits)

Appraisal

ECON 311 Forecasting (4 credits)
MKTG 340 Marketing Research (4 credits)
QMCS 215 Rapid Application Development (4 credits)

Property Management

ECON 311 Forecasting (4 credits)
GEOG 221 Computer Skills in Geography (4 credits)
GEOG 321 Geographic Information Systems (4 credits)
GEOG 330 Geography for Business and Planning (4 credits)
MKTG 360 Retailing and Retailing Services (4 credits)

Development

ECON 311 Forecasting (4 credits)
GEOG 221 Computer Skills in Geography (4 credits)
GEOG 321 Geographic Information Systems (4 credits)
GEOG 330 Geography for Business and Planning (4 credits)
MKTG 340 Marketing Research (4 credits)
MKTG 360 Retailing and Retailing Services (4 credits)
SOC 332 Urban Sociology (4 credits)

FINC 200 Real Estate Principles (4 credits)

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.

FINC 300 Finance for Non-Business Majors (4 credits)

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

FINC 321 Financial Management (4 credits)

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, BUSN 201, QMCS 220 (or MATH 314 for actuarial majors), ECON 251, 252, and junior standing

FINC 324 Corporate Finance (4 credits)

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)

FINC 325 Investments (4 credits)

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

Business Administration-Finance

FINC 360 Real Estate Property Management (4 credits)

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

FINC 410 Derivatives (4 credits)

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

FINC 430 Financial Intermediaries (4 credits)

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

FINC 440 Advanced Investments (4 credits)

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

FINC 442 Fixed Income Securities (4 credits)

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

FINC 450 International Financial Management (4 credits)

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

FINC 460 Real Estate Finance and Investment (4 credits)

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

FINC 461 Real Estate Appraisal (4 credits)

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

FINC 470 Real Estate Development (4 credits)

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

FINC 480 The Chief Financial Officer (4 credits)

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