Department of Finance

(College of Business Administration)

business.uni.edu/finance

The Department of Finance offers the following undergraduate programs and program certificate. Specific requirements for these programs are listed within this Department of Finance section in the following order:

Undergraduate Majors (B.A.)

• Finance (p. 1)
• Real Estate (p. 2)

Minors

• Finance (for Business Majors) (p. 3)
• Finance (for Non-Business Majors) (p. 3)
• Real Estate-Business (p. 3)
• Real Estate (p. 4)

Program Certificates

• Commercial Banking (p. 4)
• Financial and Real Estate Sales for Business Majors (p. 5) (also listed in the Department of Marketing and Entrepreneurship)

Note: Students majoring in Finance and/or Real Estate must satisfy the College of Business Administration (CBA) admission requirements before they can officially declare their major. A copy of the Admission, Retention, and Graduation Policy may be obtained from UNI Business Advising in the College of Business Administration or at business.uni.edu/unibusiness-undergrad-opportunities-college-policies.

Finance and Real Estate majors may declare a double major, and/or major and minor within the College of Business Administration, subject to the approval of the other CBA departments involved. Finance and Real Estate majors minoring within the CBA must select minors designated for business majors. Finance majors cannot minor in Finance, and Real Estate majors cannot minor in Real Estate. However, Finance majors may double major or minor in Real Estate, and Real Estate majors may double major in Finance or minor in Finance. Also, not more than one emphasis area may be declared in Finance.

To graduate with a major in Finance or Real Estate from the College of Business Administration, a student must earn at least 50% of the business credit hours required for the major at UNI. A student must earn a 2.20 cumulative grade point average at UNI; and must earn an overall 2.20 grade point average in ACCT xxxx/120:xxx, MKTG xxx/130:xxx, MGMT xxxx/150:xxx, FIN xxxx/160:xxx, and ECON xxxx/920:xxx courses taken at UNI. Students given permission to graduate out-of-residence must earn a 2.20 or better in all courses approved and accepted for out-of-residence credit.

The Finance Department may impose additional admission requirements for students wishing to declare a minor or a second CBA major. Eligibility to declare a minor or a second CBA major is based on competitive GPA and space availability. Students may obtain a copy of these requirements from UNIBusiness Advising (CBB 5) in the College of Business Administration.

Bachelor of Arts Degree Programs

Finance Major

The Finance major requires a minimum of 120 total hours to graduate. This total includes Liberal Arts Core requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required Business Core:

<table>
<thead>
<tr>
<th>Business Administration, Interdepartmental:</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS 1000 (100:010) Introductory Seminar for Business Professionals 0</td>
</tr>
<tr>
<td>BUSINESS 2000 (100:020) Business Professionals in Training 0</td>
</tr>
<tr>
<td>Accounting:</td>
</tr>
<tr>
<td>ACCT 2120 (120:030) Principles of Financial Accounting 3</td>
</tr>
<tr>
<td>ACCT 2130 (120:031) Principles of Managerial Accounting 3</td>
</tr>
<tr>
<td>Marketing:</td>
</tr>
<tr>
<td>MKTG 2110 (130:101) Principles of Marketing 3</td>
</tr>
<tr>
<td>Management:</td>
</tr>
<tr>
<td>MGMT 2080 (150:080) Introduction to Information Systems 3</td>
</tr>
<tr>
<td>MGMT 3100 (150:100) Legal and Social Environment of Business 3</td>
</tr>
<tr>
<td>MGMT 3153 (150:153) Organizational Management 3</td>
</tr>
<tr>
<td>MGMT 3154 (150:154) Operations Management 3</td>
</tr>
<tr>
<td>MGMT 4175 (150:175) Business Policy and Strategy 3</td>
</tr>
<tr>
<td>Finance:</td>
</tr>
<tr>
<td>FIN 3130/5130 (160:151g) Corporate Finance 3</td>
</tr>
<tr>
<td>Economics:</td>
</tr>
<tr>
<td>ECON 1011 (920:070) Statistics for Business Analytics 3</td>
</tr>
<tr>
<td>ECON 1021 (920:020) Decision Analytics 3</td>
</tr>
<tr>
<td>ECON 1041 (920:053) Principles of Macroeconomics 3</td>
</tr>
<tr>
<td>ECON 1051 (920:054) Principles of Microeconomics 3</td>
</tr>
<tr>
<td>Mathematics:</td>
</tr>
<tr>
<td>STAT 1772 (800:072) Introduction to Statistical Methods 3</td>
</tr>
</tbody>
</table>
Department of Finance

**Required Finance:**
- FIN 3160/5160 (160:152g) Principles of Investments 3
- FIN 4145 (160:171) Advanced Financial Management 3

**Emphasis Requirements**
Students select one area of emphasis below

**Total Hours** 60

**Emphasizes:**

**Financial Management**

**Electives** 9

**Finance:**
- FIN 3032/5032 (160:158g) International Financial Management
- FIN 3050 (160:162) Risk Management and Insurance
- FIN 3065/5065 (160:157g) Fixed Income Analysis
- FIN 3125 (160:141) Real Estate Finance *
- FIN 3170/5170 (160:153g) Commercial Bank Management

**Economics:**
- ECON 2132 (920:113) Money and Banking

**Investments**

**Required**

**Finance:**
- FIN 4150/5150 Securities Analysis 3
- FIN 4155/5155 Options and Futures 3

**Electives** 3

**Finance:**
- FIN 3065/5065 (160:157g) Fixed Income Analysis
- FIN 3125 (160:141) Real Estate Finance *

**Total Hours** 9

**Personal Wealth Management**

**Required Courses**
- FIN 3040 Introduction to Personal Wealth Management 3
- FIN 4040 Principles of Personal Wealth Management 3
- FIN 4270 Applications of Personal Wealth Management 3

**Total Hours** 9

* FIN 3125 (160:141) can be used by double majors in Finance and Real Estate to satisfy the requirements of both majors. This does not apply to the Personal Wealth Management emphasis of the Finance major.

**Real Estate Major**

The Real Estate major requires a minimum of 120 total hours to graduate. This total includes Liberal Arts Core requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

**Required business core**

**Business Administration, Interdepartmental:**
- BUSINESS 1000 (100:010) Introductory Seminar for Business Professionals 0
- BUSINESS 2000 (100:020) Business Professionals in Training 0

**Accounting:**
- ACCT 2120 (120:030) Principles of Financial Accounting 3
- ACCT 2130 (120:031) Principles of Managerial Accounting 3

**Marketing:**
- MKTG 2110 (130:101) Principles of Marketing 3

**Management:**
- MGMT 2080 (150:080) Introduction to Information Systems 3
- MGMT 3100 (150:100) Legal and Social Environment of Business 3
- MGMT 3153 (150:153) Organizational Management 3
- MGMT 3154 (150:154) Operations Management 3
- MGMT 4175 (150:175) Business Policy and Strategy 3

**Finance:**
- FIN 3130/5130 (160:151g) Corporate Finance 3

**Economics:**
- ECON 1011 (920:070) Statistics for Business Analytics 3
- ECON 1021 (920:020) Decision Analytics 3
- ECON 1041 (920:053) Principles of Macroeconomics 3
- ECON 1051 (920:054) Principles of Microeconomics 3

**Mathematics:**
- STAT 1772 (800:072) Introduction to Statistical Methods 3

**Required Real Estate and Finance**

**Finance:**
- FIN 3110 (160:140) Principles of Real Estate 3
- FIN 3115 (160:143) Real Estate Law and Brokerage 3
- FIN 3120 (160:142) Real Estate Appraisal and Investment 3
- FIN 3125 (160:141) Real Estate Finance * 3
- FIN 4190 Advanced Real Estate Cases 3

**Total Hours** 60

* FIN 3125 (160:141) can be used by double majors in Real Estate and Finance to satisfy the requirements of both majors. This does not apply to the Personal Wealth Management emphasis of the Finance major.
### Minors

#### Finance Minor (for Business Majors)

This minor is NOT available to majors in Finance.

**Required**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3130/5130</td>
<td>Corporate Finance *</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3160/5160</td>
<td>Principles of Investments **</td>
<td>3</td>
</tr>
</tbody>
</table>

**Electives**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3032/5032</td>
<td>International Financial Management **</td>
<td></td>
</tr>
<tr>
<td>FIN 3034 (160:154)</td>
<td>Financial Information Systems and Analysis **</td>
<td></td>
</tr>
<tr>
<td>FIN 3050 (160:162)</td>
<td>Risk Management and Insurance</td>
<td></td>
</tr>
<tr>
<td>FIN 3055 (160:163)</td>
<td>Insurance Company Operations **</td>
<td></td>
</tr>
<tr>
<td>FIN 3065/5065</td>
<td>Fixed Income Analysis **</td>
<td></td>
</tr>
<tr>
<td>FIN 3125 (160:141)</td>
<td>Real Estate Finance **</td>
<td></td>
</tr>
<tr>
<td>FIN 3135 (160:161)</td>
<td>Intermediate Financial Management **</td>
<td></td>
</tr>
<tr>
<td>FIN 3170/5170</td>
<td>Commercial Bank Management **</td>
<td></td>
</tr>
<tr>
<td>FIN 4150/5150</td>
<td>Securities Analysis **</td>
<td></td>
</tr>
<tr>
<td>FIN 4155/5155</td>
<td>Options and Futures **</td>
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</tbody>
</table>

**Economics:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 2132</td>
<td>Money and Banking</td>
<td></td>
</tr>
</tbody>
</table>

**Total Hours** 15

*Note:* All 3000- and 4000- level courses require junior standing.

* These courses require the following prerequisites: ACCT 2120 (120:030); both STAT 1772 (800:072) (or equivalent) and ECON 1011 (920:070), or MATH 1421 (800:061); ECON 1041 (920:053); ECON 1051 (920:054). These courses count toward the Business Core requirements for all Business majors.

** These courses require a C- or better in FIN 3130/5130 (160:151g).

*** These courses require the following prerequisite: ACCT 2130 (120:031). ACCT 2130 (120:031) counts toward the Business Core requirements for all Business majors.

#### Finance Minor (for Non-Business Majors)

**Required**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2120 (120:030)</td>
<td>Principles of Financial Accounting</td>
<td>3</td>
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</table>

**Electives**

<table>
<thead>
<tr>
<th>Course</th>
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<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 1011</td>
<td>Statistics for Business Analytics</td>
<td></td>
</tr>
<tr>
<td>STAT 1772</td>
<td>Introduction to Statistical Methods</td>
<td></td>
</tr>
<tr>
<td>MATH 1421</td>
<td>Calculus II</td>
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</tbody>
</table>

**Finance:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3110 (160:140)</td>
<td>Principles of Real Estate</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3115 (160:143)</td>
<td>Real Estate Law and Brokerage</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3120 (160:142)</td>
<td>Real Estate Appraisal and Investment</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3125 (160:141)</td>
<td>Real Estate Finance</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Hours** 27-30

*Note:* All 3000- and 4000- level courses require junior standing.

* These courses requires a C- or better in FIN 3130/5130 (160:151g).

** These courses require the following prerequisite: ACCT 2130 (120:031).

#### Real Estate Minor-Business

**Required**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3110 (160:140)</td>
<td>Principles of Real Estate</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3115 (160:143)</td>
<td>Real Estate Law and Brokerage</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3120 (160:142)</td>
<td>Real Estate Appraisal and Investment</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3125 (160:141)</td>
<td>Real Estate Finance</td>
<td>3</td>
</tr>
</tbody>
</table>
Electives from the following 3

Marketing:
- MKTG 3113/5113 (130:106g) Consumer Behavior
- MKTG 3153 (130:153) Personal Selling
- MKTG 3156 (130:178) Services Marketing

Finance:
- FIN 3055 (160:163) Insurance Company Operations
- FIN 3170/5170 (160:153g) Commercial Bank Management

Technology:
- TECH CM 1000 Introduction to Construction Processes

Economics:
- ECON 3253/5253 (920:148g) Urban and Regional Economics

Geography:
- GEOG 3120 (970:104) North American Cities
- GEOG 4170/5170 (970:168g) Regional Analysis and Planning **
- GEOG 4180/5180 (970:121g) Locational Analysis for Business

Total Hours 15


Real Estate Minor

Required

Finance:
- FIN 3110 (160:140) Principles of Real Estate 3
- FIN 3115 (160:143) Real Estate Law and Brokerage 3
- FIN 3120 (160:142) Real Estate Appraisal and Investment 3

Marketing:
- MKTG 2110 (130:101) Principles of Marketing * 3

Electives from the following 3

Marketing:
- MKTG 3113/5113 (130:106g) Consumer Behavior
- MKTG 3153 (130:153) Personal Selling
- MKTG 3156 (130:178) Services Marketing

Finance:
- FIN 3055 (160:163) Insurance Company Operations **
- FIN 3125 (160:141) Real Estate Finance **
- FIN 3130/5130 (160:151g) Corporate Finance **
- FIN 3170/5170 (160:153g) Commercial Bank Management **

Economics:
- ECON 3253/5253 (920:148g) Urban and Regional Economics

Geography:
- GEOG 3120 (970:104) North American Cities
- GEOG 4170/5170 (970:168g) Regional Analysis and Planning **
- GEOG 4180/5180 (970:121g) Locational Analysis for Business

Total Hours 15

* In addition to the required 15 hours, MKTG 2110 has a prerequisite of either ECON 1031 (920:024) or ECON 1041 (920:053), ECON 1031 (920:024) or both ECON 1041 (920:053) and ECON 1051 (920:054) will satisfy Category 5B of the Liberal Arts Core.

** FIN 3125 (160:141), FIN 3130/5130 (160:151g), FIN 3170/5170 (160:153g), FIN 3055 (160:163), ECON 3253/5253 (920:148g), and GEOG 4170/5170 (970:168g) have additional prerequisites.


Program Certificate

The University of Northern Iowa makes available, in addition to traditional programs, the opportunity for students to earn program certificates. Program certificates provide an alternative to programs leading to a degree, a major, or a minor; they certify that an individual has completed a program approved by the university. For information on the following program certificate, contact the Department of Finance or the Office of the Registrar, which serves as the centralized registry.

Certificate in Commercial Banking

The Commercial Banking Certificate provides students with essential knowledge and tools in preparation for careers in the Commercial Banking industry. This Certificate is for Finance majors, Real Estate majors, and Finance / Real Estate double majors.

Required:

Finance:
- FIN 3125 (160:141) Real Estate Finance * 3
- FIN 3170/5170 (160:153g) Commercial Bank Management * 3

Choose two courses from the following:

Finance:
- FIN 3110 (160:140) Principles of Real Estate **
- FIN 3120 (160:142) Real Estate Appraisal and Investment **
FIN 3065/5065  Fixed Income Analysis  ****

Total Hours  12

* These courses require the following prerequisites:
  ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing.

** This course requires the following prerequisite: junior standing.

*** This course requires the following prerequisites: FIN 3110 (160:140); junior standing.

**** This course requires the following prerequisites: ACCT 2120 (120:030); C- or better in FIN 3130/5130 (160:151g); FIN 3160/5160 (160:152g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing.

Certificate in Financial and Real Estate Sales for Business Majors

Required

Marketing:
- MKTG 3153 (130:153) Personal Selling  3
- MKTG 3154  Sales Management  3

Finance:
- FIN 3130/5130 (160:151g) Corporate Finance  3

Electives from the following:  6

Finance:
- FIN 3050 (160:162) Risk Management and Insurance
- FIN 3110 (160:140) Principles of Real Estate
- FIN 3160/5160 (160:152g) Principles of Investments

Management:
- MGMT 3974/5974 (150:174g) Business, Ethics, and Society  3

Communication and Media*:
- COMM 3155 (48C:173) Business and Professional Oral Communication
- COMM 4218 (48C:178) Persuasion
- COMM 4355 (48C:141g) Listening

Total Hours  18

* Prerequisite notes:
1) COMM 4355 (48C:141g) and COMM 4218 (48C:178) have junior standing as their prerequisite.
2) COMM 3155 (48C:173) has COMM 1000 (48C:001) Oral Communication as a prerequisite. COMM 1000 (48C:001) is a Liberal Arts Core Category 1.B. required course that any business major pursuing this certificate would be required to complete.
3) The remaining certificate courses are business courses (i.e., Marketing, Finance, and Management) and all prerequisites for all courses would be required to complete as a business major for which this certificate is the intended audience.

Courses

FIN 1040 (160:055). Financial Skills for Smart Living — 3 hrs.
This course will prepare students for their own personal financial well-being in life. The course will cover the main topics of personal finance at a broad level including setting goals, budgeting, saving, investing, insurance, credit, loans, making home and automobile purchases, retirement planning, and estate planning. (Fall and Spring)

This course examines the effects of currency value changes on the cash flows and decisions of the firm. The course centers around how multinational corporations identify, assess, and manage risks associated with doing business internationally. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); FIN 3160/5160 (160:152g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall and Spring)

Study of financial information systems (FIS) from perspective of financial decision makers. Topics include information economics, information value and business performance, and financial analysis. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1011 (920:054); ECON 1010 (920:070); junior standing. (Variable)

FIN 3040. Introduction to Personal Wealth Management — 3 hrs.
The course provides students the necessary knowledge and skills to enter the financial services industry and meet the education eligibility requirements to become a Certified Financial Planner (CFP). The course will cover two main areas of the CFP Curriculum: 1) General Financial Planning Principles, Professional Conduct, and Regulation; and 2) Risk Management, Insurance, and Employee Benefits Planning. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1011 (920:054); ECON 1010 (920:070); junior standing. (Variable)

Fundamentals of risk and insurance as they apply to financial management. Prerequisite(s): junior standing. (Variable)

In-depth study of management issues unique to insurance operations and companies from a functional perspective. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in
FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070); junior standing. (Variable)

FIN 3065/5065 (160:157g). Fixed Income Analysis — 3 hrs.
Principles and tools used to value fixed income securities and manage the risk of bond portfolios. Prerequisite(s): ACCT 2120 (120:030); C- or better in FIN 3130/5130 (160:151g); FIN 3160/5160 (160:152g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Spring)

FIN 3080 (160:170). Special Problems — 1-3 hrs.
Credit determined at registration. Prerequisite(s): junior standing; consent of department head. (Variable)

FIN 3110 (160:140). Principles of Real Estate — 3 hrs.
Introduction to nature of real estate, its value, and related decision analysis. Includes appraisal, investment analysis, location theory, financing, legal characteristics, and development. Prerequisite(s): junior standing. (Fall and Spring)

FIN 3115 (160:143). Real Estate Law and Brokerage — 3 hrs.
Study of the law affecting real estate and its value, financing, conveyance, contractual obligations, and brokerage, including agency relationships. Prerequisite(s): FIN 3110 (160:140); junior standing. (Fall and Spring)

FIN 3120 (160:142). Real Estate Appraisal and Investment — 3 hrs.
Introduction to valuation techniques of real estate. Includes coverage of market analysis, highest and best use analysis, investment analysis and the three approaches to value. Prerequisite(s): FIN 3110 (160:140); junior standing. (Fall and Spring)

FIN 3125 (160:141). Real Estate Finance — 3 hrs.
Introduction to concepts, techniques, and instruments integral to the financing of real estate. Includes a discussion of financial markets and institutions related to real estate financing as well as alternative real estate financing. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall and Spring)

FIN 3130/5130 (160:151g). Corporate Finance — 3 hrs.
Introductory course in corporate finance relating to the role of the finance function within the corporate enterprise. Graduate students completing this course will be required to complete a graded, written case covering financial management and capital budgeting. Prerequisite(s): ACCT 2120 (120:030); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall, Spring, Summer)

Examination of the tools, concepts, and theories of financial management. Topics include working capital management, capital budgeting, financial theory, and financial modeling. Prerequisite(s): ACCT 2120 (120:030); C- or better in FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall and Spring)

FIN 3160/5160 (160:152g). Principles of Investments — 3 hrs.
Investment decision making, analysis, and management. Includes descriptive analysis of various investment media, techniques of value analysis, and basic topics in portfolio management. Prerequisite(s): ACCT 2120 (120:030); C- or better in FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall and Spring)

Study of major decisions and policies involved in management of commercial banks in the context of asset/liability management. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall and Spring)

FIN 3179 (160:179). Cooperative Education in Finance — 1-3 hrs.
Compensated work experience in conjunction with an academic project conducted under faculty guidance. Offered on credit/no credit basis only. Prerequisite(s): 3.00 cumulative UNI GPA; consent of department head. (Fall, Spring, Summer)

The course provides students the necessary knowledge and skills to enter the financial services industry and meet the education eligibility requirements to become a Certified Financial Planner (CFP). The course will cover two main areas of the CFP Curriculum: 1) Tax Planning, and 2) Estate Planning. Prerequisite(s): ACCT 2120 (120:030); FIN 3040; C- or better in FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall and Spring)

In-depth examination of the tools, concepts, and theories of financial management. Topics include working capital management, capital budgeting, financial theory, and various appropriate analytical tools. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); FIN 3135 (160:161); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall and Spring)

FIN 4150/5150. Securities Analysis — 3 hrs.
Enables students to perform the tasks of a financial analyst in the investment environment. Focuses on equity analysis and portfolio management using different methods to value securities. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); FIN 3160/5160 (160:152g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Spring)

FIN 4155/5155. Options and Futures — 3 hrs.
Expands upon a basic understanding of financial derivatives learned in the Principles of Investments course to include pricing models and risk management techniques. It explores the workings of the derivative markets for options and futures as well as theoretical pricing aspects and models for those markets. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); FIN 3160/5160 (160:152g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall)
FIN 4190. Advanced Real Estate Cases — 3 hrs.
Students will apply the tools and concepts used in the analysis of real estate assets. Students as teams will analyze actual properties for their development or redevelopment potential and create a plan consistent with their analysis that will be presented to the owner/manager of the property. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); FIN 3110 (160:140); FIN 3115 (160:143); FIN 3120 (160:142); FIN 3125 (160:141); C- or better in FIN 3130/5130 (160:151g); FIN 3135 (160:161); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Spring)

FIN 4270. Applications of Personal Wealth Management — 3 hrs.
The course provides students the necessary knowledge and skills to enter the financial services industry and meet the education eligibility requirements to become a Certified Financial Planner (CFP). The course will cover two main areas of the CFP Curriculum: 1) Retirement Planning, and 2) Case Studies and Applications. Prerequisite(s): ACCT 2120 (120:030); FIN 3040; C- or better in FIN 3130/5130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061); junior standing. (Fall and Spring)

FIN 4410. CFA Review — 3 hrs.
This course focuses on topics needed to pass the CFA (Chartered Financial Analyst) Level I Exam. Primary areas include Ethics, Quantitative Methods, Economics, Corporate Finance, Equity Analysis and Fixed Income. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); C- or better in FIN 3130/5130 (160:151g); FIN 3160/5160 (160:152g); STAT 1772 (800:072) or equivalent; ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070) or MATH 1421 (800:061). (Spring)

In-depth examination of tools, concepts, theories, and analysis of managerial finance integrated with case applications. Students expected to apply concepts from managerial finance in analyzing, presenting, and discussing cases at an advanced level. Prerequisite(s): FIN 3130/5130 (160:151g) or equivalent; consent of MBA Director. (Variable)

Directed readings and reports. Prerequisite(s): consent of MBA Director. (Variable)

Prerequisite(s): consent of MBA Director. (Variable)

FIN 6299 (160:299). Research — 1-6 hrs.
Prerequisite(s): consent of MBA Director. (Variable)