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
- Real Estate

**Minors**
- Finance (for Business and Non-Business Majors)
- Real Estate-Business
- Real Estate

**Program Certificates**
- Financial Analysis
- Financial and Real Estate Sales for Business Majors (also listed in Department of Marketing)

**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 http://business.uni.edu/web/pages/currentstudents/advisingcenter-collegeservices.cfm. Prior to completion of the admission requirements, students may sign an intent to major in Finance or Real Estate and be classified as a prospective (pre) major. Pre-Finance and Pre-Real Estate majors may enroll in lower division (below 100/3000-level) business courses only. Enrollment in upper division (100/3000/4000-level) business courses and MKTG 2110 (130:101) requires satisfactory completion of the CBA admission requirements and any course prerequisites.

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 majoring 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. Students must take at least 50% of the course work required for the degree outside the College of Business Administration. Up to nine hours of economics (excluding ECON 1021 (920:020)) are included, and six hours of statistics may be counted as outside the College of Business Administration. 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 xxxx/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 UNI Business 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>Course</th>
<th>Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS 1000 (100:010)</td>
<td>Introductory Seminar for Business Professionals</td>
<td>0</td>
</tr>
<tr>
<td>BUSINESS 2000 (100:020)</td>
<td>Business Professionals in Training</td>
<td>0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 2120 (120:030)</td>
<td>Principles of Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 2130 (120:031)</td>
<td>Principles of Managerial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 2110 (130:101)</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 2080 (150:080)</td>
<td>Introduction to Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3100 (150:100)</td>
<td>Legal and Social Environment of Business</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3153 (150:153)</td>
<td>Organizational Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 3154 (150:154)</td>
<td>Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 4175 (150:175)</td>
<td>Business Policy and Strategy</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3130/5130 (160:151g)</td>
<td>Corporate Finance</td>
<td>3</td>
</tr>
</tbody>
</table>

**Economics:**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 1011 (920:070)</td>
<td>Statistics for Business Analytics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 1021 (920:020)</td>
<td>Decision Analytics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 1041 (920:053)</td>
<td>Principles of Macroeconomics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 1051 (920:054)</td>
<td>Principles of Microeconomics</td>
<td>3</td>
</tr>
</tbody>
</table>

**Required Finance**
FIN 3135 (160:161) | 3 | Intermediate Financial Management
FIN 3160/5160 (160:152g) | 3 | Principles of Investments
FIN 4145 (160:171) | 3 | Advanced Financial Management

**Emphasis Requirements**

Students select one area of emphasis below

Total Hours 57

**Emphases:**

**Financial Management**

Electives 9

Finance:

FIN 3032/5032 (160:158g) | International Financial Management
FIN 3034 (160:154) | Financial Information Systems and Analysis
FIN 3055 (160:163) | Insurance Company Operations
FIN 3065/5065 (160:157g) | Fixed Income Analysis
FIN 3125 (160:141) | Real Estate Finance *
FIN 3170/5170 (160:153g) | Commercial Bank Management
FIN 4150/5150 | Securities Analysis 3
FIN 4155/5155 | Options and Futures 3

Economics:

ECON 2132 (920:113) | Money and Banking

Total Hours 15

**Investments**

**Required**

Finance:

FIN 4150/5150 | Securities Analysis 3
FIN 4155/5155 | Options and Futures 3

Electives 3

Finance:

FIN 3032/5032 (160:158g) | International Financial Management
FIN 3034 (160:154) | Financial Information Systems and Analysis
FIN 3065/5065 (160:157g) | Fixed Income Analysis
FIN 3125 (160:141) | Real Estate Finance *
FIN 3170/5170 (160:153g) | Commercial Bank Management

Total Hours 9

**Personal Wealth Planning**

**Required Courses**

FIN 3040 | Introduction to Personal Financial Planning

FIN 4040 | Personal Wealth Management
FIN 4270 | Applications of Financial Planning

Total Hours 9

* Students who major in both Finance and Real Estate may not use FIN 3125 (160:141) to satisfy the requirements of the Finance major.

** In addition to the required 57 hours, ECON 1021 (920:020) and ECON 1011 (920:070) have as a prerequisite STAT 1772 (800:072) or equivalent. STAT 1772 (800:072) will satisfy Category 1C of the Liberal Arts Core.

*** FIN 3034 (160:154) may be chosen if not selected as required course.

**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

**Required Real Estate and Finance**

FIN 3110 (160:140) | Principles of Real Estate 3
FIN 3115 (160:143) | Real Estate Law and Brokerage 3
### Minors

**Finance Minor (for Business and Non-Business Majors)**

**Required**

**Finance:**
- FIN 3130/5130 (160:151g) Corporate Finance * 3
- FIN 3160/5160 (160:152g) Principles of Investments 3

**Electives**

**Finance:**
- FIN 3032/5032 (160:158g) International Financial Management
- FIN 3034 (160:154) Financial Information Systems and Analysis
- FIN 3050 (160:162) Risk Management and Insurance
- FIN 3055 (160:163) Insurance Company Operations
- FIN 3125 (160:141) Real Estate Finance
- FIN 3170/5170 (160:153g) Commercial Bank Management
- FIN 4140/5140 (160:156g) Topics in Financial Management (sections 1, 2, 3, and 4)

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

**Total Hours** 15

*FIN 3130/5130 (160:151g) has additional prerequisites of ACCT 2130 (120:031); ECON 1041 (920:053); ECON 1051 (920:054) ECON 1011 (920:070) or equivalent.

**NOT** available to majors in Finance.

### 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
- FIN 3125 (160:141) Real Estate Finance 3

**Electives from the following**

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

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

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

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

**Technology:**
- TECH 1018 (330:018) Construction Resources

**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-Business

**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 *

**Economics:**
- ECON 2312 (920:113) Money and Banking

**Total Hours** 15

*FIN 3130/5130 (160:151g) has additional prerequisites of ACCT 2130 (120:031); ECON 1041 (920:053); ECON 1051 (920:054) ECON 1011 (920:070) or equivalent.

**NOT** available to majors in Finance.
Finance:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3055 (160:163)</td>
<td>Insurance Company Operations **</td>
</tr>
<tr>
<td>FIN 3125 (160:141)</td>
<td>Real Estate Finance **</td>
</tr>
<tr>
<td>FIN 3130/5130 (160:151g)</td>
<td>Corporate Finance **</td>
</tr>
<tr>
<td>FIN 3170/5170 (160:153g)</td>
<td>Commercial Bank Management **</td>
</tr>
</tbody>
</table>

Technology:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>TECH 1018 (330:018)</td>
<td>Construction Resources</td>
</tr>
</tbody>
</table>

Economics:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 3253/5253 (920:148g)</td>
<td>Urban and Regional Economics **</td>
</tr>
</tbody>
</table>

Geography:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEOG 3120 (970:104)</td>
<td>North American Cities</td>
</tr>
<tr>
<td>GEOG 4170/5170 (970:168g)</td>
<td>Regional Analysis and Planning **</td>
</tr>
<tr>
<td>GEOG 4180/5180 (970:121g)</td>
<td>Locational Analysis for Business</td>
</tr>
</tbody>
</table>

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.

Financial Analysis Certificate

Required

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 6266 (160:266)</td>
<td>Financial Management and Markets (MBA students) 3</td>
</tr>
<tr>
<td>or FIN 3135 (160:161)</td>
<td>Intermediate Financial Management</td>
</tr>
<tr>
<td>FIN 3160/5160 (160:152g)</td>
<td>Principles of Investments 3</td>
</tr>
</tbody>
</table>

Total Hours 15

NOTE: Course prerequisites will lengthen this certificate for non-business majors.

In order to receive the Financial Analysis Certificate, all candidates must participate in the department’s Financial Analysis Study Seminar, and pass the CFA® Level 1 exam administered by the CFA Institute. In addition, MBA students who are candidates for the Financial Analysis Certificate must participate in the department’s Level 2 Examination Review sessions and register to take the CFA® Level 2 examination administered by CFA Institute.

Certificate in Financial and Real Estate Sales for Business Majors

Required

Marketing:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 3153 (130:153)</td>
<td>Personal Selling 3</td>
</tr>
<tr>
<td>MKTG 3154</td>
<td>Sales Management 3</td>
</tr>
</tbody>
</table>

Finance:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3130/5130 (160:151g)</td>
<td>Corporate Finance 3</td>
</tr>
</tbody>
</table>

Electives from the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3050 (160:162)</td>
<td>Risk Management and Insurance</td>
</tr>
<tr>
<td>FIN 3110 (160:140)</td>
<td>Principles of Real Estate</td>
</tr>
<tr>
<td>FIN 3160/5160 (160:152g)</td>
<td>Principles of Investments</td>
</tr>
</tbody>
</table>

Electives from the following:

Management:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 3974/5974 (150:174g)</td>
<td>Business, Ethics, and Society</td>
</tr>
</tbody>
</table>

Communication Studies*:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMM 3155 (48C:173)</td>
<td>Business and Professional Oral Communication</td>
</tr>
<tr>
<td>COMM 4218 (48C:178)</td>
<td>Persuasion</td>
</tr>
<tr>
<td>COMM 4355/5355 (48C:141g)</td>
<td>Listening</td>
</tr>
</tbody>
</table>

Total Hours 18
Prerequisite notes:
1) COMM 4355/5355 (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.