

Department of Finance

(Wilson College of Business)

business.uni.edu/finance

The Department of Finance offers the following programs:

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 (for Business Majors) (p. 3)
- Real Estate (for Non-Business Majors) (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)
- Financial Analysis (graduate certificate) (p. 5)

Note: Students majoring in Finance and/or Real Estate must satisfy the Wilson College of Business admission requirements before they can officially declare their major. A copy of the Admission, Retention, and Graduation Policy may be obtained from UNIBusiness Advising in the Wilson College of Business or at <https://business.uni.edu/students/advising/uni-college-business-policies>. 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 3000-level) business courses only. Enrollment in upper division (3000/4000-level) business courses requires satisfactory completion of the Wilson College of Business admission requirements and any course prerequisites.

Finance and Real Estate majors *may* declare a double major, and/or major and minor within the Wilson College of Business, subject to the approval of the other Wilson College of Business departments involved. Finance and Real Estate majors minoring within the Wilson College of Business 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.

All students majoring in business must complete 50% of their major coursework in the Wilson College of Business at UNI. Major coursework would include any undergraduate, credit-bearing, graded course taught in the Wilson College of Business at UNI. Business courses taken at UNI as credit/no credit do not qualify. A minimum of 10 credits must be upper division (3000-4000 level courses). 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, MKTG xxxx, MGMT xxxx, FIN xxxx, and ECON xxxx 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 Wilson College of Business limits the number of courses that can be counted towards major specific requirements across the College. The College will allow students to double count one major specific course between majors, with the following exceptions. These exceptions include major combinations which allow two double-counted courses:

- MIS/Business Analytics
- Real Estate/Finance: Financial Management or Investments
- Business Analytics/Economics: Business Economics

This guideline is not applicable to the business core. There are no limitations to the number of courses that can be double-counted towards minors and/or certificates within the College.

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

Bachelor of Arts Degree Programs

Finance Major

The Finance major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required Business Core:

Business Administration, Interdepartmental:		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
BUSINESS 2000	Business Professionals in Training	0
Accounting:		
ACCT 2120	Principles of Financial Accounting	3
ACCT 2130	Principles of Managerial Accounting	3
Marketing:		
MKTG 2110	Principles of Marketing	3
Management:		
MGMT 2080	Introduction to Information Systems	3
MGMT 3100	Legal and Social Environment of Business	3

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MGMT 3154	Operations Management	3
MGMT 3965/5965	Organizational Behavior	3
MGMT 4175	Strategic Management	3
Finance:		
FIN 3130/5130	Corporate Finance	3
Economics:		
ECON 1011	Statistics for Business Analytics	3
ECON 2090	Decision Analytics	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
Mathematics:		
STAT 1772	Introduction to Statistical Methods	3
Required Finance:		
FIN 3135	Intermediate Financial Management	3
FIN 3160/5160	Principles of Investments	3
FIN 4145	Advanced Financial Management	3
Emphasis Requirements		9
Students select one area of emphasis below		
Total Hours		60

Emphases:

Financial Management

Electives		9
Finance:		
FIN 3032/5032	International Financial Management	
FIN 3050	Risk Management and Insurance	
FIN 3065/5065	Fixed Income Analysis	
FIN 3125	Real Estate Finance *	
FIN 3170/5170	Commercial Bank Management	
FIN 3210	Financial Modeling and Analytics	
Economics:		
ECON 2132	Money and Banking	
Total Hours		9

Investments

Required

Finance:		
FIN 4150/5150	Securities Analysis	3
FIN 4155/5155	Options and Futures	3
Electives		3
Finance:		
FIN 3065/5065	Fixed Income Analysis	
FIN 3125	Real Estate Finance *	
FIN 3210	Financial Modeling and Analytics	

Accounting:		
ACCT 3120	Intermediate Accounting I	
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 UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required business core

Business Administration, Interdepartmental:		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
BUSINESS 2000	Business Professionals in Training	0
Accounting:		
ACCT 2120	Principles of Financial Accounting	3
ACCT 2130	Principles of Managerial Accounting	3
Marketing:		
MKTG 2110	Principles of Marketing	3
Management:		
MGMT 2080	Introduction to Information Systems	3
MGMT 3100	Legal and Social Environment of Business	3
MGMT 3154	Operations Management	3
MGMT 3965/5965	Organizational Behavior	3
MGMT 4175	Strategic Management	3
Finance:		
FIN 3130/5130	Corporate Finance	3
Economics:		
ECON 1011	Statistics for Business Analytics	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
ECON 2090	Decision Analytics	3
Mathematics:		

STAT 1772	Introduction to Statistical Methods	3
Required Real Estate and Finance		
FIN 3110	Principles of Real Estate	3
FIN 3115	Real Estate Law and Brokerage	3
FIN 3120	Real Estate Appraisal and Investment	3
FIN 3125	Real Estate Finance *	3
FIN 3135	Intermediate Financial Management	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

Finance:		
FIN 3130/5130	Corporate Finance *	3
FIN 3160/5160	Principles of Investments **	3

Electives 9

Finance:		
FIN 3032/5032	International Financial Management **, ***	
FIN 3050	Risk Management and Insurance	
FIN 3055	Insurance Company Operations **, ***	
FIN 3065/5065	Fixed Income Analysis **	
FIN 3125	Real Estate Finance **, ***	
FIN 3135	Intermediate Financial Management **	
FIN 3170/5170	Commercial Bank Management **, ***	
FIN 4150/5150	Securities Analysis **, ***	
FIN 4155/5155	Options and Futures **, ***	

Economics:		
ECON 2132	Money and Banking	

Total Hours 15

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

* These courses require the following prerequisites: ACCT 2120; both STAT 1772 (or equivalent) and ECON 1011, or MATH 1421; ECON 1041; ECON 1051. These courses count toward the Business Core requirements for all Business majors.

**These courses require a C- or better in FIN 3130/5130.

**These courses require the following prerequisite: ACCT 2130.

ACCT 2130 counts toward the Business Core requirements for all Business majors.

Finance Minor (for Non-Business Majors)

Required

Accounting:		
ACCT 2120	Principles of Financial Accounting	3
Economics/Mathematics:		3-6
Both		
ECON 1011	Statistics for Business Analytics	

and

STAT 1772	Introduction to Statistical Methods	
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OR ONLY

MATH 1421	Calculus II	
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Economics:

ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3

Finance:

FIN 3130/5130	Corporate Finance	3
FIN 3160/5160	Principles of Investments *	3

Electives 9

Finance:		
FIN 3032/5032	International Financial Management *, **	
FIN 3050	Risk Management and Insurance	
FIN 3055	Insurance Company Operations *, **	
FIN 3065/5065	Fixed Income Analysis *	
FIN 3125	Real Estate Finance *, **	
FIN 3135	Intermediate Financial Management *	
FIN 3170/5170	Commercial Bank Management *, **	
FIN 4150/5150	Securities Analysis *, **	
FIN 4155/5155	Options and Futures *, **	

Economics:		
ECON 2132	Money and Banking	

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.

**These courses require the following prerequisite: ACCT 2130.

Real Estate Minor (for Business Majors)

Required

Finance:		
FIN 3110	Principles of Real Estate	3
FIN 3115	Real Estate Law and Brokerage	3

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FIN 3120	Real Estate Appraisal and Investment	3
FIN 3125	Real Estate Finance	3
Electives from the following		3
Marketing:		
MKTG 3113/5113	Consumer Behavior	
MKTG 3153	Professional Selling	
MKTG 3156	Services Marketing	
Finance:		
FIN 3055	Insurance Company Operations	
FIN 3170/5170	Commercial Bank Management	
Technology:		
TECH CM 1000	Fundamentals of Construction Management Materials & Methods	
Economics:		
ECON 3253/5253	Urban and Regional Economics	
Geography:		
GEOG 2120	North American Cities	
GEOG 4170/5170	Climate Action Planning	
Total Hours		15

Available to majors in: Accounting, Business Teaching, Economics-Business Economics Emphasis, Finance, Management, Management Information Systems, and Marketing.

Real Estate Minor (for Non-Business Majors)

Required

Finance:		
FIN 3110	Principles of Real Estate	3
FIN 3115	Real Estate Law and Brokerage	3
FIN 3120	Real Estate Appraisal and Investment	3
Marketing:		
MKTG 2110	Principles of Marketing *	3
Electives from the following		3
Marketing:		
MKTG 3113/5113	Consumer Behavior	
MKTG 3153	Professional Selling	
MKTG 3156	Services Marketing	
Finance:		
FIN 3055	Insurance Company Operations **	
FIN 3125	Real Estate Finance **	
FIN 3130/5130	Corporate Finance **	
FIN 3170/5170	Commercial Bank Management **	
Technology:		
TECH CM 1000	Fundamentals of Construction Management Materials & Methods	

Economics:		
ECON 3253/5253	Urban and Regional Economics **	
Geography:		
GEOG 2120	North American Cities	
GEOG 4170/5170	Climate Action Planning **	
Total Hours		15

* In addition to the required 15 hours, MKTG 2110 has a prerequisite of either ECON 1031 or ECON 1041. ECON 1031 or ECON 1041 will satisfy the Quantitative Reasoning requirement of the UNIFI/General Education program.

**FIN 3125, FIN 3130/5130, FIN 3170/5170, FIN 3055, ECON 3253/5253, and GEOG 4170/5170 have additional prerequisites.

NOT available to majors in: Accounting, Business Teaching, Economics-Business Economics Emphasis, Finance, Management, Management Information Systems, Marketing, and Real Estate.

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	Real Estate Finance *	3
FIN 3170/5170	Commercial Bank Management *	3
Choose two courses from the following:		
Finance:		6
FIN 3110	Principles of Real Estate **	
FIN 3120	Real Estate Appraisal and Investment ***	
FIN 3065/5065	Fixed Income Analysis ****	
Total Hours		12

* These courses require the following prerequisites: ACCT 2120; ACCT 2130; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; junior standing.

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

***This course requires the following prerequisites: FIN 3110; junior standing.

****This course requires the following prerequisites:

ACCT 2120; C- or better in FIN 3130/5130; FIN 3160/5160; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; junior standing.

Certificate in Financial and Real Estate Sales for Business Majors

Required

Marketing:

MKTG 3153	Professional Selling	3
MKTG 3154	Sales Management	3

Finance:

FIN 3130/5130	Corporate Finance	3
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Electives from the following: 6

Finance:

FIN 3050	Risk Management and Insurance	
FIN 3110	Principles of Real Estate	
FIN 3160/5160	Principles of Investments	

Electives from the following: 3

Management:

MGMT 3974/5974	Business, Ethics, and Society	
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Communication and Media*:

COMM 3155	Professional and Public Communication	
COMM 4218	Persuasion	

Total Hours 18

* Prerequisite notes:

- 1) COMM 4218 has junior standing as a prerequisite.
- 2) COMM 3155 has COMM 1000 Oral Communication as a prerequisite. COMM 1000 will satisfy the Oral Communication requirement of the UNIFI/General Education program.
- 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.

Financial Analysis (graduate certificate)

The Graduate Certificate in Financial Analysis provides graduate students with essential knowledge and tools in preparation for careers in the Financial Management or Investments industries. This Certificate is for graduate students.

Business courses typically completed as an undergraduate (and recommended for this certificate):

ACCT 2120	Principles of Financial Accounting	3
STAT 1772	Introduction to Statistical Methods	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
ECON 1011	Statistics for Business Analytics	3

or MATH 1421	Calculus II	
FIN 3130/5130	Corporate Finance	3

Required:

Finance:

FIN 5160	Principles of Investments	3
FIN 6266	Financial Management and Markets *	3

Choose two courses from the following: 6

FIN 5032	International Financial Management	
FIN 5065	Fixed Income Analysis **	
FIN 5170	Commercial Bank Management	
FIN 5150	Securities Analysis **	
FIN 5155	Options and Futures **	

Total Hours 12

* This course requires consent of the MBA director.

**These courses have the following recommended prerequisite: FIN 5160.

Finance: Financial Management, B.A.

Objective 1: Students will demonstrate disciplinary content knowledge

1.1 Learners will demonstrate broad knowledge of the business disciplines

1.2 Learners will demonstrate understanding of the time value of money.

1.3 Learners will demonstrate understanding of risk and return.

1.4 Learners will demonstrate understanding of cost of capital.

Objective 2: Students will use quantitative skills to aid business decision making

2.1 Learners will display a broad set of quantitative skills as applied to business decision making across a wide range of business disciplines

2.2 Learners will find the optimal investments using capital budgeting techniques.

2.3 Learners will calculate common investment criteria and project cash flows associated with corporate project evaluation.

Objective 3: Students will display communication skills

3.1 Learners will demonstrate strong written communication skills as required for a business major

3.2 Learners will effectively deliver case analyses, both orally and in writing.

Objective 4: Students will be able to apply critical thinking skills

4.1 Learners will apply basic critical thinking skills as expected for all business majors

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4.2 Learners will effectively perform case analyses, which demonstrates disciplinary knowledge and application, ability to summarize quantitative analysis methods, and development of effectively constructed conclusions.

Objective 5: Students will understand the work value expectations of contemporary organizations

5.1 Learners will identify ethical components in business situations

5.2 Learners will display other work values such as professional demeanor, quality of effort, dependability, attitude, and initiative

Finance: Investments, B.A.

Objective 1: Students will demonstrate disciplinary content knowledge

1.1 Learners will demonstrate broad knowledge of the business disciplines

1.2 Learners will demonstrate understanding of the time value of money.

1.3 Learners will demonstrate understanding of risk and return.

1.4 Learners will demonstrate understanding of cost of capital.

Objective 2: Students will use quantitative skills to aid business decision making

2.1 Learners will display a broad set of quantitative skills as applied to business decision making across a wide range of business disciplines

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Objective 3: Students will display communication skills

3.1 Learners will demonstrate strong written communication skills as required for a business major

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Objective 4: Students will be able to apply critical thinking skills

4.1 Learners will apply basic critical thinking skills as expected for all business majors

4.2 Learners will effectively perform case analyses, which demonstrates disciplinary knowledge and application, ability to summarize quantitative analysis methods, and development of effectively constructed conclusions.

Objective 5: Students will understand the work value expectations of contemporary organizations

5.1 Learners will identify ethical components in business situations

5.2 Learners will display other work values such as professional demeanor, quality of effort, dependability, attitude, and initiative

Finance: Personal Wealth Management, B.A.

Objective 1: Students will demonstrate disciplinary content knowledge

1.1 Learners will demonstrate broad knowledge of the business disciplines

1.2 Learners will demonstrate understanding of the time value of money.

1.3 Learners will demonstrate understanding of risk and return.

1.4 Learners will demonstrate understanding of cost of capital.

Objective 2: Students will use quantitative skills to aid business decision making

2.1 Learners will display a broad set of quantitative skills as applied to business decision making across a wide range of business disciplines

2.2 Learners will find the optimal investments using capital budgeting techniques.

2.3 Learners will calculate common investment criteria and project cash flows associated with corporate project evaluation.

Objective 3: Students will display communication skills

3.1 Learners will demonstrate strong written communication skills as required for a business major

3.2 Learners will effectively deliver case analyses, both orally and in writing.

Objective 4: Students will be able to apply critical thinking skills

4.1 Learners will apply basic critical thinking skills as expected for all business majors

4.2 Learners will effectively perform case analyses, which demonstrates disciplinary knowledge and application, ability to summarize quantitative analysis methods, and development of effectively constructed conclusions.

Objective 5: Students will understand the work value expectations of contemporary organizations

5.1 Learners will identify ethical components in business situations

5.2 Learners will display other work values such as professional demeanor, quality of effort, dependability, attitude, and initiative

Real Estate, B.A.

Objective 1: Students will demonstrate disciplinary content knowledge

1.1 Learners will demonstrate broad knowledge of the business disciplines

1.2 Learners will demonstrate basic knowledge of the real estate field.

1.3 Learners will articulate the role of real estate as an investment for personal, private business and institutional holdings.

1.4 Learners will demonstrate familiarity with key risks and rewards associated with investing in and financing commercial real estate.

Objective 2: Students will use quantitative skills to aid business decision making

2.1 Learners will display a broad set of quantitative skills as applied to business decision making across a wide range of business disciplines

2.2 Learners will evaluate real estate opportunities using both quantitative and qualitative measures and make informed real estate finance and investment decisions.

Objective 3: Students will display communication skills

3.1 Learners will demonstrate strong written communication skills as required for a business student

3.2 Learners will effectively communicate a development plan for an actual parcel of real estate, both in writing and orally.

Objective 4: Students will be able to apply critical thinking skills

4.1 Learners will apply basic critical thinking skills as expected for all business majors

4.2 Learners will appropriately apply market analysis concepts and techniques in real estate development.

4.3 Learners will appropriately apply valuation concepts and techniques in the development of a real estate asset.

Objective 5: Students will understand the work value expectations of contemporary organizations

5.1 Learners will identify ethical components in business situations

5.2 Learners will display other work values such as professional demeanor, quality of effort, dependability, attitude, and initiative