Department of Finance

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. 4) (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 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 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 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 College of Business, subject to the approval of the other College of Business departments involved. Finance and Real Estate majors minoring within the 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.

To graduate with a major in Finance or Real Estate from the College of Business, 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, 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 Finance Department may impose additional admission requirements for students wishing to declare a minor or a second College of Business major. Eligibility to declare a minor or a second 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 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:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>BUSINESS 1000</td>
<td>Introductory Seminar for Business Professionals</td>
</tr>
<tr>
<td>BUSINESS 2000</td>
<td>Business Professionals in Training</td>
</tr>
<tr>
<td>ACCT 2120</td>
<td>Principles of Financial Accounting</td>
</tr>
<tr>
<td>ACCT 2130</td>
<td>Principles of Managerial Accounting</td>
</tr>
<tr>
<td>MKTG 2110</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>MGMT 2080</td>
<td>Introduction to Information Systems</td>
</tr>
<tr>
<td>MGMT 3100</td>
<td>Legal and Social Environment of Business</td>
</tr>
<tr>
<td>MGMT 3154</td>
<td>Operations Management</td>
</tr>
<tr>
<td>MGMT 3965/5965</td>
<td>Organizational Behavior</td>
</tr>
<tr>
<td>MGMT 4175</td>
<td>Strategic Management</td>
</tr>
<tr>
<td>FIN 3130/5130</td>
<td>Corporate Finance</td>
</tr>
<tr>
<td>ECON 1011</td>
<td>Statistics for Business Analytics</td>
</tr>
<tr>
<td>ECON 2090</td>
<td>Decision Analytics</td>
</tr>
<tr>
<td>ECON 1041</td>
<td>Principles of Macroeconomics</td>
</tr>
<tr>
<td>ECON 1051</td>
<td>Principles of Microeconomics</td>
</tr>
<tr>
<td>STAT 1772</td>
<td>Introduction to Statistical Methods</td>
</tr>
</tbody>
</table>

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
Finances:
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
Finances:
FIN 4150/5150 Securities Analysis 3
FIN 4155/5155 Options and Futures 3
Electives 3
Finances:
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**

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

**Electives**: 9

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

**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.

Finances Minor (for Non-Business Majors)

**Required**

<table>
<thead>
<tr>
<th>Accounting:</th>
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<tbody>
<tr>
<td>ACCT 2120</td>
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</table>

<table>
<thead>
<tr>
<th>Economics/Mathematics:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 1011</td>
<td>Statistics for Business Analytics</td>
</tr>
<tr>
<td>STAT 1772</td>
<td>Introduction to Statistical Methods</td>
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**OR ONLY**

<table>
<thead>
<tr>
<th>MATH 1421</th>
<th>Calculus II</th>
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<tbody>
<tr>
<td>ECON 1041</td>
<td>Principles of Macroeconomics</td>
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</tr>
<tr>
<td>ECON 1051</td>
<td>Principles of Microeconomics</td>
<td>3</td>
</tr>
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</table>

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

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

**Economics:**

| ECON 2132      | Money and Banking |   |

**Total Hours**: 27-30

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

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

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

**Real Estate Minor -Business**

**Required**

<table>
<thead>
<tr>
<th>Finance:</th>
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</tr>
</thead>
<tbody>
<tr>
<td>FIN 3110</td>
<td>Principles of Real Estate</td>
</tr>
<tr>
<td>FIN 3115</td>
<td>Real Estate Law and Brokerage</td>
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<tr>
<td>FIN 3120</td>
<td>Real Estate Appraisal and Investment</td>
</tr>
<tr>
<td>FIN 3125</td>
<td>Real Estate Finance</td>
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</table>

**Electives from the following**

<table>
<thead>
<tr>
<th>Marketing:</th>
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<tbody>
<tr>
<td>MKTG 3113/5113</td>
<td>Consumer Behavior</td>
</tr>
<tr>
<td>MKTG 3153</td>
<td>Professional Selling</td>
</tr>
<tr>
<td>MKTG 3156</td>
<td>Services Marketing</td>
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<table>
<thead>
<tr>
<th>Finance:</th>
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</tr>
</thead>
<tbody>
<tr>
<td>FIN 3055</td>
<td>Insurance Company Operations</td>
</tr>
<tr>
<td>FIN 3170/5170</td>
<td>Commercial Bank Management</td>
</tr>
</tbody>
</table>

**Technology:**
Department of Finance

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>TECH CM 1000</td>
<td>Introduction to Construction Processes</td>
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</table>

Economics:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
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</thead>
<tbody>
<tr>
<td>ECON 3253/5253</td>
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Geography:

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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
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</thead>
<tbody>
<tr>
<td>GEOG 2120</td>
<td>North American Cities</td>
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<tr>
<td>GEOG 4170/5170</td>
<td>Climate Action Planning</td>
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Total Hours: 15


Real Estate Minor

Required

Finance:

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<tr>
<th>Course Code</th>
<th>Course Title</th>
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</tr>
</thead>
<tbody>
<tr>
<td>FIN 3110</td>
<td>Principles of Real Estate</td>
<td>3</td>
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<tr>
<td>FIN 3115</td>
<td>Real Estate Law and Brokerage</td>
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<td>FIN 3120</td>
<td>Real Estate Appraisal and Investment</td>
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Marketing:

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<tr>
<th>Course Code</th>
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<th>Hours</th>
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</thead>
<tbody>
<tr>
<td>MKTG 2110</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
</tbody>
</table>

Electives from the following: 3

Finance:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>FIN 3055</td>
<td>Insurance Company Operations</td>
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<td>FIN 3125</td>
<td>Real Estate Finance</td>
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<tr>
<td>FIN 3130/5130</td>
<td>Corporate Finance</td>
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</tr>
<tr>
<td>FIN 3170/5170</td>
<td>Commercial Bank Management</td>
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Technology:

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<tbody>
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Economics:

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<tbody>
<tr>
<td>ECON 3253/5253</td>
<td>Urban and Regional Economics</td>
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Geography:

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<tbody>
<tr>
<td>GEOG 2120</td>
<td>North American Cities</td>
<td></td>
</tr>
<tr>
<td>GEOG 4170/5170</td>
<td>Climate Action Planning</td>
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</table>

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.


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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3110</td>
<td>Principles of Real Estate</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3120</td>
<td>Real Estate Appraisal and Investment</td>
<td></td>
</tr>
</tbody>
</table>

Choose two courses from the following:

Finance:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 3055</td>
<td>Insurance Company Operations</td>
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</tr>
<tr>
<td>FIN 3125</td>
<td>Real Estate Finance</td>
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</tr>
<tr>
<td>FIN 3130/5130</td>
<td>Corporate Finance</td>
<td></td>
</tr>
<tr>
<td>FIN 3170/5170</td>
<td>Commercial Bank Management</td>
<td></td>
</tr>
</tbody>
</table>

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:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 3153</td>
<td>Professional Selling</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 3154</td>
<td>Sales Management</td>
<td>3</td>
</tr>
</tbody>
</table>
Finance:
FIN 3130/5130 Corporate Finance 3

Electives from the following: 6

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

Management:
MGMT 3974/5974 Business, Ethics, and Society

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

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
Department of Finance

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

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1.3 Learners will demonstrate understanding of risk and return.

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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

Courses

FIN 1040. 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 major 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; ACCT 2130; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; junior standing. (Fall and Spring)

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; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; junior standing. (Fall and Spring)

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; ACCT 2130; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011; junior standing. (Variable)

FIN 3065/5065. 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; 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. (Spring)

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

FIN 3110. 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. 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; junior standing. (Fall and Spring)

FIN 3120. 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; junior standing. (Fall and Spring)

FIN 3125. 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; ACCT 2130; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; junior standing. (Fall and Spring)

FIN 3130/5130. 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; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; 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; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; junior standing. (Fall and Spring)
FIN 3160/5160. 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; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; 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; ACCT 2130; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; junior standing. (Fall and Spring)

FIN 3179. 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)

This course aims to develop the financial modeling and analytical skills used in the application of financial theories to practical problems in fundamental analysis, investment analysis, and portfolio management. Students are expected to learn and use statistical tools in data analysis and predictions. Prerequisite(s): 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. (Fall and Spring)

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; ACCT 2130; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; 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; ACCT 2130; C- or better in FIN 3130/5130; FIN 3135; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; 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; ACCT 2130; 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. (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; ACCT 2130; 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. (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; ACCT 2130; FIN 3110; FIN 3115; FIN 3120; FIN 3125; C- or better in FIN 3130/5130; FIN 3135; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; 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; FIN 3040; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421; 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; ACCT 2130; C- or better in FIN 3130/5130; STAT 1772 or equivalent; ECON 1041; ECON 1051; ECON 1011 or MATH 1421. (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 or equivalent; consent of MBA Director. (Variable)

FIN 6285. Individual Readings — 1-3 hrs.
Directed readings and reports. Prerequisite(s): consent of MBA Director. (Variable)

FIN 6297. Practicum — 2 hrs.
Prerequisite(s): consent of MBA Director. (Variable)

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