The objective of the department is to prepare students for entry-level positions in the field of finance. Five areas of emphasis are available within this major.

The undergraduate finance program deals with the theory, organization and operations of the financial system from both the social and managerial perspectives. Students are expected to develop expertise in making organizational and personal judgments and decisions involving financial data. Additionally, students present their analyses in both written and oral form.

Students may select and complete one or more of the following emphases: Corporate Finance, Financial Planning and Insurance, General Finance, Investment Analysis, and Institutional Finance.

**Admission to a Major in the College of Business.** Admission to a major in the College of Business typically occurs at the beginning of the student’s junior year. The student may choose to pursue a degree in one or more of the following COB majors: Accounting, Finance, International Business, Management, or Marketing. Multiple criteria will be considered for admission to a major in the College of Business. Admission is competitive; meeting minimum requirements does not guarantee admission. Deadlines for application are: October 1 for Spring Semester and March 1 for Fall Semester.

**Criteria Considered for Admission to a Major in the College of Business**
1. Cumulative (Including Transfer) Grade Point Average: minimum 2.7
2. Credits and Courses: 33 completed credits of the 44 general education requirements
3. Completion of the following courses: IT 101, MATH 130, ACCT 217, BLAW 200, MGMT 200, Second Year Experience 201, ECON 201, ECON 202, ECON 207.

**Policies/Information**

**Academic Advising.** Students will initially receive their advising from the professional advisors in the College of Business Advising Center. When a student applies to the College of Business, he/she will be assigned a faculty advisor in the major area of study. Questions regarding the assignment of advisors can be answered in the College of Business Advising Center, 151 Morris Hall, 507-389-2963.

**College of Business Laptop Program.** Students enrolled in College of Business courses numbered 200 and above are required to have a notebook computer. The College highly recommends that students purchase their COB laptop at the Campus Computer Store allowing them to utilize the full range of benefits of the Laptop Program. Students choosing not to purchase the recommended laptop must have their laptop inspected to be sure that it meets a minimum standard specification requirement and take responsibility for keeping said laptop in operational order at all times. Students using a non-recommended laptop are eligible for only a limited number of the full array of benefits offered by the Laptop Program. For further information, please refer to the College of Business section at the front of this bulletin or visit the College website at www.cob.mnsu.edu.

**College of Business Policies.** Students who are business minors, non-business majors or those who are not seeking a four year degree may take up to 24 credits in the College of Business. Students must be admitted to the College of Business to be granted a Bachelor of Science degree in any College of Business major.

**Residency.** Transfer students must complete a minimum of 30 resident credits at the upper division (300-400) level in the College of Business at Minnesota State Mankato.

Transfer students pursuing a major or minor in the College of Business must complete at least 50% (one-half) of their major or minor coursework at Minnesota State Mankato.

No more than three of the required nine courses in a track may be transferred from another university and be applied toward the Finance degree, if a student is to be awarded a degree in finance from Minnesota State Mankato.

**GPA Policy.** Students must earn a minimum grade point average of 2.0 (“C”) on the total courses taken in the College of Business and a 2.25 overall GPA to meet graduation requirements.

**P/N Grading Policy.** No more than one-fourth of a student’s major shall consist of P/N grades.

**Assessment Policy.** The College of Business believes that the ongoing assessment of its programs makes a vital contribution to the quality of those programs and to student learning. Student participation is an important and expected part of the assessment process.

**Internships.** Students are encouraged to participate in business and industrial organizations through internship programs. Internships are available during the junior and senior years. Students interested in internships should interview early with the internship coordinator for enrollment in this program.

**Student Organizations.** The Finance Club provides students with a direct link to professionals employed in finance positions. This is a professional and social club and all majors are welcome.

Delta Sigma Pi is a coeducational business fraternity organized to further the camaraderie of business students and professionals. Delta Sigma Pi provides members the opportunity to network with current business students and alumni throughout the United States.

The Council of Student Business Organizations (COSBO), which is comprised of the presidents of the nine organizations and the college representative to the Student Senate, works directly with the Dean’s office in the coordination of activities of the various organizations and sponsors activities of their own.

**FINANCE BS**

**Required General Education**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 201</td>
<td>Principles of Macroeconomics (3)</td>
</tr>
<tr>
<td>ECON 202</td>
<td>Principles of Microeconomics (3)</td>
</tr>
<tr>
<td>MATH 130</td>
<td>Finite Mathematics and Introductory Calculus (4)</td>
</tr>
</tbody>
</table>

(Choose 3 credits)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>PHIL 120W</td>
<td>Introduction to Ethics (3)</td>
</tr>
<tr>
<td>PHIL 205W</td>
<td>Culture, Identity, and Diversity (3)</td>
</tr>
<tr>
<td>PHIL 222W</td>
<td>Medical Ethics (3)</td>
</tr>
<tr>
<td>PHIL 224W</td>
<td>Business Ethics (3)</td>
</tr>
<tr>
<td>PHIL 226W</td>
<td>Environmental Ethics (3)</td>
</tr>
<tr>
<td>PHIL 240W</td>
<td>Law, Justice &amp; Society (3)</td>
</tr>
</tbody>
</table>

**Prerequisites to the Major**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 217</td>
<td>Survey of Financial and Managerial Accounting (4)</td>
</tr>
<tr>
<td>ACCT 218</td>
<td>The Accounting Process (1)</td>
</tr>
<tr>
<td>BLAW 200</td>
<td>Legal, Political and Regulatory Envir. of Business (3)</td>
</tr>
<tr>
<td>ECON 207</td>
<td>Business Statistics (4)</td>
</tr>
<tr>
<td>FINA 201</td>
<td>Second Year Experience (0)</td>
</tr>
<tr>
<td>IT 101</td>
<td>Introduction to Information Systems (3)</td>
</tr>
<tr>
<td>MGMT 200</td>
<td>Introduction to MIS (3)</td>
</tr>
</tbody>
</table>

**Major Common Core**

Required of all College of Business Majors. (Choose 19 credits)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 362</td>
<td>Business Finance (3)</td>
</tr>
<tr>
<td>FINA 395</td>
<td>Personal Adjustment to Business (1)</td>
</tr>
<tr>
<td>IBUS 380</td>
<td>Principles of International Business (3)</td>
</tr>
<tr>
<td>MGMT 330</td>
<td>Principles of Management (3)</td>
</tr>
</tbody>
</table>
FINANCE

MGMT 346 Production and Operations Management (3)
MGMT 481 Business Policy and Strategy (3)
MRKT 310 Principles of Marketing (3)

Required Finance Major (choose 12 credits)
Required of all Finance Majors
FINA 460 Investments (3)
FINA 462 Strategic Financial Management (3)
FINA 464 Financial Institutions and Markets (3)
FINA 467 Insurance and Risk Management (3)

Major Emphasis (select one of the following options):

**Major Emphasis - CORPORATE FINANCE**
ACCT 218 The Accounting Process (1)
ACCT 300 Intermediate Financial Accounting I (3)
ACCT 310 Management Accounting I (3)
FINA 461 Short-Term Financial Management (3)
Electives
(Choose two of the following for a total of at least 6 credits)
ACCT 301 Intermediate Financial Accounting II (3)
ACCT 311 Management Accounting II (3)
ACCT 320 Accounting Information Systems (3)
ACCT 410 Business Income Tax (3)
ACCT 411 Individual Income Tax (3)
ECON 463 Applied Econometrics of Financial Markets (3)
FINA 463 Security Analysis (3)
FINA 480 Options and Futures (3)
FINA 493 Maverick Fund (3)
FINA 498 Internship (3)

**Major Emphasis - FINANCIAL PLANNING AND INSURANCE**
ACCT 218 The Accounting Process (1)
ACCT 411 Individual Income Tax (3)
FINA 459 Personal Financial Planning (3)
FINA 470 Personal Insurance (3)
Electives
(Choose two of the following for a total of at least 6 credits)
ACCT 410 Business Income Tax (3)
ECON 463 Applied Econometrics of Financial Markets (3)
FINA 458 Estate Planning (3)
FINA 463 Security Analysis (3)
FINA 466 Employee Benefit Planning (3)
FINA 477 Real Estate (3)
FINA 478 Real Estate Investment (3)
FINA 493 Maverick Fund (3)
FINA 498 Internship (3)
MRKT 412 Professional Selling (3)

**Major Emphasis - GENERAL FINANCE**
(Choose any five of the following, two of which must be FINA courses, for a total of at least 15 credits)
ACCT 218 The Accounting Process (1)
ACCT 300 Intermediate Financial Accounting I (3)
ACCT 301 Intermediate Financial Accounting II (3)
ACCT 310 Management Accounting I (3)
ACCT 311 Management Accounting II (3)
ACCT 410 Business Income Tax (3)
ACCT 411 Individual Income Tax (3)
ECON 463 Applied Econometrics of Financial Markets (3)
FINA 458 Estate Planning (3)
FINA 459 Personal Financial Planning (3)
FINA 461 Short-Term Financial Management (3)
FINA 463 Security Analysis (3)
FINA 466 Employee Benefit Planning (3)
FINA 470 Personal Insurance (3)
FINA 477 Real Estate (3)
FINA 478 Real Estate Investment (3)
FINA 480 Options and Futures (3)
FINA 482 Commercial Bank Management (3)
FINA 492 Study Tour (3)
FINA 493 Maverick Fund (3)
FINA 498 Internship (3)
MRKT 412 Professional Selling (3)

**Major Emphasis - INSTITUTIONAL FINANCE**
ACCT 218 The Accounting Process (1)
FINA 463 Security Analysis (3)
FINA 482 Commercial Bank Management (3)
Electives
(Choose three courses, one of which must be FINA 461 or FINA 477, for a total of at least 9 credits)
ACCT 300 Intermediate Financial Accounting I (3)
ACCT 301 Intermediate Financial Accounting II (3)
ECON 463 Applied Econometrics of Financial Markets (3)
FINA 461 Short-Term Financial Management (3)
FINA 470 Personal Insurance (3)
FINA 477 Real Estate (3)
FINA 478 Real Estate Investment (3)
FINA 480 Options and Futures (3)
FINA 493 Maverick Fund (3)
FINA 498 Internship (3)

**Major Emphasis - INVESTMENT ANALYSIS**
ACCT 218 The Accounting Process (1)
ACCT 300 Intermediate Financial Accounting I (3)
FINA 463 Security Analysis (3)
FINA 480 Options and Futures (3)
Electives
(Choose two of the following, for a total of at least 6 credits)
ACCT 301 Intermediate Financial Accounting II (3)
ACCT 411 Individual Income Tax (3)
ECON 463 Applied Econometrics of Financial Markets (3)
FINA 459 Personal Financial Planning (3)
FINA 466 Employee Benefit Planning (3)
FINA 470 Personal Insurance (3)
FINA 477 Real Estate (3)
FINA 478 Real Estate Investment (3)
FINA 493 Maverick Fund (3)
FINA 498 Internship (3)

Required Minor: None.

**FINANCIAL PLANNING MINOR**
Required for Minor (18 credits)
FINA 100 Personal Financial Management (3) OR FINA 362 Business Finance (3)
FINA 459 Personal Financial Planning (3)
FINA 467 Insurance and Risk Management (3)
(Choose at least three of the following)
FINA 458 FINA 460 FINA 463 FINA 464
FINA 466 FINA 470 FINA 477 FINA 478
FINA 497 P/N* ACCT 411 MRKT 412
* Instructor’s permission required.

COURSE DESCRIPTIONS

**FINANCE**

**FINANCE 100** (3) Personal Financial Management
Fundamental concepts of managing cash flows: preparation of personal budget, personal debt management, financial goal establishment, savings and investments, insurance.
Variable

**FINANCE 201** (0) Second Year Experience
Fall, Spring
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Description</th>
<th>Prerequisites</th>
<th>Terms Available</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINA 362</td>
<td>Business Finance</td>
<td>An introduction to finance relating to problems, methods, and policies in financing business enterprise.</td>
<td>Pre: ACCT 200, Jr. Standing</td>
<td>Fall, Spring</td>
</tr>
<tr>
<td>FINA 395</td>
<td>Personal Adjustment to Business</td>
<td>This course reviews the steps to prepare for future job placement. Topics include the preparation of a credentials file, interview skills, the creation of an effective resume and cover letter, the process of networking, the internship program, requirements for graduation, opportunity for travel studies and application for graduate studies.</td>
<td></td>
<td>Fall, Spring</td>
</tr>
<tr>
<td>FINA 458</td>
<td>Estate Planning</td>
<td>Principles and techniques for estate planning. Examination of various retirement plans available, and the legal and tax environment impacting an estate’s portfolio.</td>
<td>Pre: FINA 100 or FINA 362</td>
<td>Fall</td>
</tr>
<tr>
<td>FINA 459</td>
<td>Personal Financial Planning</td>
<td>Fundamental concepts of personal financial management: insurance, budgeting, credit, savings, investments, retirement and estate planning, and consumer debt management.</td>
<td>Pre: ACCT 411, FINA 467, FINA 460</td>
<td>Spring</td>
</tr>
<tr>
<td>FINA 460</td>
<td>Investments</td>
<td>Formulation of investment policy of individuals and institutions, factors influencing the values of securities, and techniques of portfolio selection and management.</td>
<td>Pre: FINA 362</td>
<td>Fall, Spring</td>
</tr>
<tr>
<td>FINA 461</td>
<td>Short-Term Financial Management</td>
<td>This course describes the nature and types of credit, instrument and agencies. It deals with the management and analysis of consumer and commercial credit and control.</td>
<td>Pre: FINA 362</td>
<td>Fall, Spring</td>
</tr>
<tr>
<td>FINA 462</td>
<td>Strategic Financial Management</td>
<td>Applications of financial principles and analytical tools through the use of case studies and problems from local businesses.</td>
<td>Pre: MGMT 305, FINA 362</td>
<td>Fall</td>
</tr>
<tr>
<td>FINA 463</td>
<td>Security Analysis</td>
<td>Tools and techniques to aid in individual and institutional portfolio management.</td>
<td>Pre: MGMT 305, FINA 362 and FINA 460</td>
<td>Spring</td>
</tr>
<tr>
<td>FINA 464</td>
<td>Financial Institutions and Markets</td>
<td>Introduction to money and capital markets, instruments and institutions. Consideration of the management problems of financial institutions.</td>
<td>Pre: FINA 362</td>
<td>Fall, Spring</td>
</tr>
<tr>
<td>FINA 466</td>
<td>Employee Benefit Planning</td>
<td>Fundamental concepts of employee benefits in relation to pertinent legislation, modern management techniques, and financial constraints that affect the formulation and implementation of a benefit plan.</td>
<td>Pre: FINA 100 or FINA 362</td>
<td>Spring</td>
</tr>
<tr>
<td>FINA 467</td>
<td>Insurance and Risk Management</td>
<td>Examination of the fundamentals of the insurance industry; the risk management process; and commercial insurance exposures and policies including commercial property, general liability, and workers’ compensation.</td>
<td></td>
<td>Fall, Spring</td>
</tr>
<tr>
<td>FINA 468</td>
<td>Commercial Property/Liability Insurance</td>
<td>Principles and practices of risk management in the recognition and treatment of exposure to potential financial loss and with primary emphasis on property and liability insurance for individuals and families.</td>
<td>Pre: FINA 467</td>
<td>Variable</td>
</tr>
<tr>
<td>FINA 469</td>
<td>International Business Finance</td>
<td>Financing investments and working capital management problems in multinational environments.</td>
<td>Pre: FINA 362</td>
<td>Variable</td>
</tr>
<tr>
<td>FINA 470</td>
<td>Personal Insurance</td>
<td>Examination of personal insurance exposures and policies including auto, health, home, and life.</td>
<td>Pre: FINA 467</td>
<td>Fall</td>
</tr>
<tr>
<td>FINA 471</td>
<td>Real Estate</td>
<td>Fundamental principles: valuation, brokerage, financing, law, property management, land descriptions and basic investment.</td>
<td>Pre: FINA 100 or FINA 362</td>
<td>Variable</td>
</tr>
<tr>
<td>FINA 472</td>
<td>Real Estate Investment</td>
<td>Property productivity analysis utilizing discount cash flow methodology, urban growth and taxation factors, and economic base analysis.</td>
<td>Pre: FINA 362</td>
<td>Variable</td>
</tr>
<tr>
<td>FINA 473</td>
<td>Executive Lectures</td>
<td>Guest lecturers and discussions with students by visiting senior executives of major companies coordinated by faculty. The course will include analysis of several individual companies. May be repeated.</td>
<td></td>
<td>Variable</td>
</tr>
<tr>
<td>FINA 480</td>
<td>Options and Futures</td>
<td>Trading practices and procedures utilizing these contracts in hedging and risk management policies for business.</td>
<td>Pre: FINA 362</td>
<td>Fall</td>
</tr>
<tr>
<td>FINA 491</td>
<td>In-Service</td>
<td></td>
<td></td>
<td>Fall, Spring</td>
</tr>
</tbody>
</table>
FINA 492 (1-3) Study Tour
Study tours are led by Minnesota State University, Mankato faculty and provide students with opportunities to visit companies and attend lectures by renowned experts from key sectors of economy, government, and business.
Prereq: Permission Required
Variable

FINA 493 (1-6) Maverick Fund
Students are responsible for generating investment ideas consistent with the Maverick Fund Investment Policy Statement.
Pre: FINA 362. Permission required. Students must apply to take this course and selected applicants will be granted permission to register. Application information and forms are available at http://cob.mnsu.edu/finc/.
Coreq: FINA 460
Fall, Spring

FINA 497 (1-9) Internship
Supervised experience in business, industry, state or federal institutions.
Prereq: Permission Required
Fall, Spring

FINA 498 (3) Internship
Supervised experience in business, industry, state or federal institutions.
Prereq: Permission Required
Fall, Spring

FINA 499 (1-3) Individual Study
Prereq: Permission Required
Fall, Spring