

# FINANCE

## College of Business Administration

### Program Description

The College of Business Administration (COB) offers a broad professional education in Business. The Bachelor of Science program offers students a choice of 9 concentrations by which they may focus their goals. Additionally, the COB's Business Honors program provides an alternative path to its most capable students to prepare them for management opportunities. All students must choose a concentration to complete their requirements for the baccalaureate degree. Students who are uncertain about which concentration to choose are encouraged to select the General Management concentration, as it is the most comprehensive. The structure of the General Management concentration also provides an overlap with the other concentrations, thus making changes in focus possible. Students who wish a more customized program may elect to complete the requirements for additional concentrations as well. For example, students may elect dual concentrations such as General Management and Management of Human Resources and Organizational Behavior. For information about program options, please visit our website at: Undergraduate Programs | Sacramento State (csus.edu) (<https://www.csus.edu/college/business-administration/undergraduate/>).

The College also offers Minors in Business Administration, Management of Human Resources and Organizational Behavior, Marketing, Real Estate and Land Use Affairs, and Risk Management and Insurance. A Minor in Business Administration is valuable to the student majoring in another area who wishes to supplement his/her knowledge with a business background.

### Degree Programs

BS in Business Administration (Finance) (<http://catalog.csus.edu/colleges/business-administration/finance/bs-in-business-administration-finance/>)

MBA (Finance) (<http://catalog.csus.edu/colleges/business-administration/finance/mba-finance/>)

Minor in Real Estate and Land Use Affairs (<http://catalog.csus.edu/colleges/business-administration/finance/minor-in-real-estate-and-land-use-affairs/>)

Minor in Risk Management and Insurance (<http://catalog.csus.edu/colleges/business-administration/finance/minor-in-risk-management-and-insurance/>)

### Career Possibilities

Account Executive · Actuary · Adjuster · Appraiser Asset Manager · Assessor · Bank Examiner · Banking Consultant · Budget Analyst · Claims Investigator · Commercial Broker · Commodity Broker · Compensation Insurance · Contractor/Builder · Disability Insurance Officer · Economic Development Analyst · Employee Benefits Specialist · Estate Planner · Escrow Officer · Estate Planner · Executive Controller · Finance Administrator · Financial Consultant · Financial Operations Officer · Financial Planner · Financial Statistician · Insurance Examiner/Officer · Insurance Account Executive · Investment Analyst/Officer · Life Underwriter · Land Developer · Land Use Planner · Leasing Manager · Leasing Representative · Lease Negotiator/Site Selection · Loan Officer · Mortgage Broker · Mortgage Loan Counselor · Planning Commissioner · Portfolio Manager · Property Manager · Real Estate Broker · Real

Estate Lending Officer (Residential or Commercial) · Real Estate Market Research Analyst · Real Estate Securities Analyst · Real Estate Syndicator · Realty Consultant · Right of Way Agent · Sales Representative · Securities Analyst · Site Feasibility Consultant · Title Officer · Treasurer

### Contact Information

#### Office of the Dean

Tahoe Hall 1010  
 Email: [cob@csus.edu](mailto:cob@csus.edu)  
 Phone: (916) 278-6578  
 College of Business Website (<https://www.csus.edu/college/business-administration/>)  
 Jean-Francois Coget, Dean  
 Mylah Nurse, Executive Assistant to the Dean  
 Eileen Aiello, Budget Analyst  
 Ale Reiher, Administrative Coordinator  
 Tim Richter, Director of Development

#### Office of the Associate Dean for Faculty Support

Tahoe Hall 2130  
 (916) 278-5577  
 Jaydeep Balakrishnan, Associate Dean  
 Angela Park-Girouard, Administrative Analyst  
 Jeannie Hansen, Faculty Personnel Analyst

Jordan Smith, AD Support Specialist

#### Office of the Associate Dean for Academic Programs

Tahoe Hall 2028  
 (916) 278-6463  
 Pingsheng Tong, Associate Dean  
 Shelly Bingel, Administrative Analyst  
 Maryam Sabet, Academic Programs Coordinator & Enrolment Specialist

#### Office of Student Engagement

Tahoe Hall 1030  
 (916) 278-BIZZ (2499)

Bonnie McDonald Beevers, Director

Maria Lindstrom, Coordinator Undergraduate Business Advising

Maggie Hansen, Coordinator Student Programs & Program Impact

Sanitta Coey, Administrative Analyst

Taylor Ainger, Administrative Support Coordinator

Stephanie Serrato Neumann, Academic Advisor

Ashley N. Torres, Academic Advisor

Patsy Jimenez, Integrated Academic Advisor

#### Undergraduate Business Advising Center

Tahoe Hall 1030  
 (916) 278-BIZZ (2499)  
 Website: <https://www.csus.edu/college/business-administration/undergraduate/> (<https://www.csus.edu/college/business-administration/undergraduate/>)

Email: cba-ugrad@csus.edu

**Graduate Programs Office**  
(iMBA, EMA, MSBA, MSF, MSA, Graduate Career Services)

Tahoe Hall 1020

Maleeha Mir Khan, Executive Director of Graduate Programs

Serena Hoffman, Graduate Programs Advisor

Claire Goldsby, Graduate Programs Coordinator

Maryanne Ruperto, Graduate Programs Specialist

**MBA Program Services (MPS)**

(916) 278-3354

Contact the MBA Program Services (<https://www.csus.edu/college/business-administration/graduate/mba.html>)

Jeanie Williams, Graduate Coordinator & MBA Advisor

Sophie Mills Duncan, Graduate Recruitment & Admissions Coordinator

Mandy Mangels, Graduate Programs Specialist

**Business Graduate Career Services**

Tahoe Hall 2065

(916) 278-7142

**FIN 10. Financial Literacy. 3 Units**

**General Education Area/Graduation Requirement:** Math Concepts & Quantitative Reasoning (B4)

**Term Typically Offered:** Fall, Spring, Summer

This course provides the tools necessary for students to make informed financial decisions. The course also provides a set of practical applications to help students understand the complexities of financial decision-making. Students who complete the course will be in a position to evaluate common financial services, evaluate and invest in financial securities, and improve their financial well-being.

**FIN 19. Real Estate Principles. 3 Units**

**Term Typically Offered:** Fall, Spring

Examination of real estate principles and practices necessary for the acquisition, financing, management, and disposition of real estate. Incidents of ownership, the brokerage business, state regulation and transactional ethics are emphasized.

**Note:** This course is required by the California Department of Real Estate prior to taking the real estate salesperson's examination.

**FIN 101. Business Finance. 3 Units**

**Term Typically Offered:** Fall, Spring

Study of principles of finance and their application to typical financial problems of business enterprises. Special emphasis on financial analysis, management of working capital, cost of capital, capital budgeting, long-term financing, dividend policy, and internal financing.

**FIN 134. Financial Management. 3 Units**

**Prerequisite(s):** FIN 101.

**Term Typically Offered:** Fall, Spring

Trends in the development of financial policy are analyzed and reports on specific aspects are presented in class. The student is placed in the position of the financial manager who must make decisions and implement them.

**FIN 135. Investments. 3 Units**

**Prerequisite(s):** FIN 101.

**Term Typically Offered:** Fall, Spring

Significant characteristics of numerous types of investments; securities markets and financial institutions; principles of investment analysis; investment management.

**FIN 136. Modern Portfolio Management. 3 Units**

**Prerequisite(s):** FIN 101.

**Term Typically Offered:** Fall, Spring

Asset management utilizing the major aspects of modern portfolio theory, portfolio construction and selection, portfolio performance evaluation, capital asset pricing models, and recent theoretical developments in asset pricing behavior.

**FIN 137. Financial Institutions and Markets. 3 Units**

**Prerequisite(s):** FIN 101.

**Term Typically Offered:** Fall, Spring

Designed to broaden understanding of the financial system to include the network of institutions which bring into existence the increasingly important substitutes for money in the traditional sense. Emphasis is given to flow of funds analysis within the context of emerging financial theories.

**FIN 138. Principles of Risk Management and Insurance. 3 Units**

**Prerequisite(s):** Must be a business major (any concentration) or Public Health major (Occupational Health & Safety concentration) or Real Estate & Land Use Affairs minor or a Risk Mgmt & Insurance minor

**Term Typically Offered:** Fall, Spring

Study of the concept of pure risk and its implications for decision making. Provides business students the basics of risk theory and its application to risk management or insurance purchasing using a personal consumer's viewpoint. Practical personalized examples and cases will be used to illustrate risk decision making, primarily on a personal basis, but also in selected business decisions. Topics include risk theory and applications, life insurance, medical coverage, property insurances, and liability insurances.

- FIN 139. Business Property and Liability Insurance. 3 Units**  
**Prerequisite(s):** FIN 138 or instructor permission.  
**Term Typically Offered:** Fall, Spring
- Concentrated and analytical approach to the study of property and liability loss exposures for the business enterprise. While the emphasis is on the different types of business insurance coverage's, a risk management approach and examples are used. Topics include business property insurances; liability, especially workers' compensation; the SMP and CGL contracts; business auto, crime coverage's; bonds; transportation insurance; consequential coverage's; and capacity and other related marketplace problems. Case studies and problems, as well as a computer analysis are used. The course is an excellent supplement for insurance, finance, real estate and pre-law majors, small business owners, and anyone who will be making business financial decisions, or providing insurance products in the insurance industry. Successfully completing FIN 138 and 139 substitutes for the one-year experience requirement for those interested in taking the Insurance Broker's Licensing Exam.
- FIN 140. Employee Benefits. 3 Units**  
**Prerequisite(s):** FIN 138 or instructor permission.  
**Term Typically Offered:** Fall, Spring
- Intensive and analytical examination of the employee benefit planning environment and its risk exposures. Using a risk management approach, the topical areas studied include mandatory programs, especially OASDHI and ERISA; health care; group life and disability; retirement income and capital accumulation plans; paid time off; family-centered benefits; flexible benefits and cafeteria plans; and benefit cost information. Case studies and extensive contact with the business community as well as team projects are required. This is an important class for specialists in human resources management, especially personnel, pre-law, and health care or those who will be providing insurance products to fulfill employment benefit needs.
- FIN 141. Managerial Real Estate Law. 3 Units**  
**Prerequisite(s):** FIN 19  
**Term Typically Offered:** Fall, Spring
- Examination of the decision making process in land utilization transactions relative to the minimization of risks of legal confrontation. Traditional conflicts underlying real estate transactions are examined and principles of preventive law are derived. The management of litigation and transaction attorneys is considered. Court remedies that are pertinent to land utilization transactions are analyzed and compared to nonjudicial alternatives.
- FIN 142. Real Estate Finance. 3 Units**  
**Prerequisite(s):** FIN 19 or ACCY 121 or FIN 101 or ENGR 140; Business Majors only  
**Term Typically Offered:** Fall, Spring
- Examination of the mechanisms of real estate finance, sources of funds, loan contracts, principles of mortgage risk analysis, and the role of group equity investment. The evolution of secondary mortgage markets, government policy, and market interference will be investigated from a risk management standpoint.
- FIN 143. Real Estate Investment. 3 Units**  
**Prerequisite(s):** FIN 19 or ACCY 121 or FIN 101 or ENGR 140; business majors only  
**Term Typically Offered:** Fall, Spring
- Analyzes non-financial and financial factors influencing investment decision making in income producing property. Topics include: location and its linkages; methods of estimating demand for real estate; methods for evaluating competing supply; use of market analysis in decision making; development of cash flow statements, alternative investment criteria, risk, legal, financing, and tax analysis, operating, financing investment and reversion decisions.
- FIN 144. Real Estate Market Analysis. 3 Units**  
**Prerequisite(s):** FIN 19 or FIN 101; must be Business Major (any concentration) or Real Estate and Land Use Minor.  
**Term Typically Offered:** Fall, Spring
- Introduction to real estate markets, economic analysis of property markets, and impact of local governments on real estate markets. Topics include space and asset markets; location, land use and competitive bidding; land markets, housing markets, and site selection; economic growth and real estate markets, office, retail, and industrial markets; impact of local governments on real estate markets; tools of market analysis, computer applications and geographic information systems.
- FIN 145. Real Estate Development and Land Use. 3 Units**  
**Prerequisite(s):** FIN 19 or FIN 101; must be Business Major (any concentration) or Real Estate and Land Use Minor.  
**Term Typically Offered:** Fall, Spring
- Process of real estate development and the federal and state laws that regulate development. Topics may include creating industrial real estate, office space, shopping centers, and hotel/recreation facilities, strategy, market and feasibility analysis; site planning/design; capital cost analysis; construction; financial structuring; federal and state laws that regulate environment impact; land use and real estate development. Emphasis on case studies and a project analysis.
- FIN 149. Real Estate Analytics. 3 Units**  
**Prerequisite(s):** FIN 19 or FIN 101; must be Business Major (any concentration) or Real Estate and Land Use Minor.  
**Term Typically Offered:** Fall, Spring
- Examines contemporary and emerging issues in real estate trends, space and asset market equilibrium, land use controls and regulation, market analysis, mortgage markets, property markets, real estate cycles, real estate development, real estate finance and investments, real estate securities, and/or real estate taxation. Use of computer software and applications are emphasized to understand real estate analytics and geographic information systems applications to real estate data.
- FIN 150. Capstone in Professional Financial Planning. 3 Units**  
**Prerequisite(s):** ACCY 171, FIN 135, FIN 136, FIN 138 and FIN 140; FIN 136 and/or FIN 140 may be taken concurrently.  
**Term Typically Offered:** Spring only
- This course will engage the student in critical thinking and decision-making about personal financial management topics in the context of the financial planning process. The purpose of this course is to refine and develop skills needed for personal financial planners when working with individuals, families, and business owners in meeting financial needs and objectives.

**FIN 160. Student Investment Fund Management. 3 Units**

**Prerequisite(s):** FIN 134, FIN 135, or FIN 136 with a final posted grade of B- or higher or FIN 101 with a final posted grade of A- or higher; must be in Bachelor of Science in Business Administration major or minor  
**Term Typically Offered:** Fall, Spring

Students will manage a real investment portfolio by applying theories of investment analysis and portfolio management. Topics include economic analysis, valuation theories, risk measurement and management, performance measurement, and benchmarking.

**FIN 190. Multinational Business Finance. 3 Units**

**Prerequisite(s):** FIN 101 or instructor permission. Prior additional course in finance or international business recommended but not required.  
**Term Typically Offered:** Fall, Spring

Principles of international financial management. Issues covered include the international environment of financial management, uses of foreign exchange spot, forward, futures, options, and swap markets, foreign exchange risk management, international investment and financing decisions.

**FIN 194. Cooperative Education Experiences in Real Estate. 6 - 12 Units**

**Prerequisite(s):** FIN 19, FIN 142 and a minimum overall GPA of 2.5; Business major only  
**Term Typically Offered:** Fall, Spring

In-depth supervised work experience in Real Estate and Land Use Affairs. This supervised work experience allows the student to become familiar with the practices of the real estate industry and/or governmental agencies.

**Note:** Open to all upper division students subject to permission. Petitions can be obtained from the Student Affairs Office, Tahoe 2065.

Credit/No Credit

**FIN 195. Internship In Finance. 3 Units**

**Prerequisite(s):** Minimum Sacramento State GPA of 2.5.  
**Term Typically Offered:** Fall, Spring

Supervised work experience in business, governmental or service agencies for the purpose of increasing student understanding of the nature and scope of their operations. Supervision is provided by the faculty and the cooperating agencies.

**Note:** Open to upper division students, subject to permission of the Finance Area. Petitions can be obtained from the Student Affairs Office, Tahoe 2065. Open to declared business administration majors only.

Credit/No Credit

**FIN 195A. Internship in Real Estate and Land Use Affairs. 3 - 6 Units**

**Prerequisite(s):** FIN 19 and FIN 142. Minimum Sacramento State GPA of 2.5 required; open to declared business administration majors only  
**Term Typically Offered:** Fall, Spring

Supervised work experience in business, governmental or service agencies for the purpose of increasing student understanding of the nature and scope of their operations. Supervision is provided by the faculty and the cooperating agencies. Open to upper division students, subject to permission. Petitions can be obtained from the Student Affairs Office, Tahoe 2065.

Credit/No Credit

**FIN 196A. Exper Offer Finance. 3 Units**

**Prerequisite(s):** FIN 135 with a final posted grade of B- or higher and instructor's consent.

**Term Typically Offered:** Fall, Spring

Students will manage a real investment portfolio by applying theories of investment analysis and portfolio management. Topics include economic analysis, valuation theories, risk measurement and management, performance measurement, and benchmarking.

**FIN 199. Special Problems in Finance. 1 - 3 Units**

**Term Typically Offered:** Fall, Spring

Individual projects or directed reading for students qualified to carry on independent work.

**Note:** Admission requires approval of the instructor and the Associate Dean. Petitions can be obtained from the Undergraduate Business Advising Center, Tahoe 1030.

Credit/No Credit

**FIN 200. Financial Reporting and Analysis. 3 Units**

**Term Typically Offered:** Fall, Spring

Designed for business students with prior knowledge of accounting who intend to use corporate financial statements intensively in valuation, credit or equity analysis, or strategic competitor analysis. Topics include inventory, pensions, business combination, income tax and other current issues for their impacts on financial statement. Emphasis on financial statement analysis and interpretation of financial disclosures for improving risk assessment, forecasting, and decision-making.

**FIN 210. Financial Institution Management. 3 Units**

**Term Typically Offered:** Fall, Spring

Develop an understanding of the theory and practice of the management of financial institutions. Emphasis is placed on risk measurement and management. Financial institutions include commercial banks, investment banks, savings banks, credit unions insurance companies and financial companies such as mutual funds.

**FIN 220. Corporate Finance. 3 Units**

**Term Typically Offered:** Fall, Spring

Investigate the principles that corporations use in their investing, financing, and day-to-day management decisions. Topics include financial statement analysis, capital investment decision, capital structure, dividend policy, mergers and acquisitions, corporate governance and its impact on valuation.

**FIN 230. Equity Analyses. 3 Units**

**Term Typically Offered:** Fall, Spring

Covers advanced concepts and techniques essential to asset valuation. Key topics include, but not limited to, free cash flow, price multiples, asset-based and contingent claim valuations. Applications of various valuation techniques are emphasized. Provides a framework for selecting the most appropriate model for specific circumstances.

**FIN 240. Fixed Income. 3 Units**

**Term Typically Offered:** Fall, Spring

Discuss a wide range of fixed income products. Topics include trading concepts and mechanics, pricing, duration, convexity, term structure of interest rates, and options embedded fixed income securities.

**FIN 250. Derivatives. 3 Units****Term Typically Offered:** Fall, Spring

Discuss major types of financial derivatives and derivative markets. Topics include forward contracts, futures, options, SWAP's and credit derivatives. Emphasis on characteristics, trading process, pricing, parity conditions, risk involved, and investment strategies for different financial derivatives.

**FIN 260. Alternative Investments. 3 Units****Term Typically Offered:** Fall, Spring

Discuss major types of alternative investments including real estate, hedge funds, commodities, private equity, and venture capital. Emphasis on the technical aspects and the performance analyses of alternative investments, their advantages and disadvantages, role of alternative investments, and strategies of selection.

**FIN 270. Portfolio Management. 3 Units****Term Typically Offered:** Fall, Spring

Cover topics of asset management utilizing the major aspects of Markowitz portfolio theory, Capital ASSET Pricing Model, and Arbitrage Pricing theory. Discuss the comprehensive approach, starting with portfolio construction and asset selection, following with portfolio performance evaluation, and concluding with rebalancing strategies. Introduce and utilize worksheet modeling techniques which are useful for portfolio management.

**FIN 280. Global Financial Markets. 3 Units****Term Typically Offered:** Fall, Spring

Cover advanced concepts and applied techniques essential to understand the mechanism of the global financial markets. Key topics include global capital allocation, international tax management, foreign exchange markets, derivatives, parity relationships, and others. Focuses on the core concepts and techniques are applied in the global financial markets using different case studies. Integrate the key principles of finance and extends them to a multinational setting. Topics follow the Chartered Financial Analyst (CFA) Level 1 and 2 Exam on equity valuation.

**FIN 299. Special Problems in Finance. 3 Units****Prerequisite(s):** Classified graduate status or instructor approval**Term Typically Offered:** Fall, Spring

Individual projects or directed reading for students qualified to carry on independent work.

**Note:** Enrollment requires approval of faculty member supervising work in addition to the approval of the Associate Dean for Graduate and External Programs; 6 units maximum; May be repeated for credit.

**FIN 500. Culminating Experience Project in Finance and Ethics. 3 Units**

**Prerequisite(s):** Advancement to candidacy; 12 units of any combination of the following courses: FIN 200, FIN 210, FIN 220, FIN 230, FIN 240, FIN 250, FIN 260, FIN 270 and FIN 280.

**Term Typically Offered:** Fall, Spring

Each student conducts an individual project to fulfill the culminating experience graduation requirement of the MS in Finance program as required in Title V of the CA Educational Code. The course also covers the ethical conducts and professional standards as outlined in CFA institute standards.

**Note:** May be repeated for credit