

# Perella Department of Finance

## *Skill Specializations Applicable to Finance Careers*

	<i>Corporate Finance Analyst</i>	<i>Investment Banking Analyst</i>	<i>Sales &amp; Trading (Sales Focused)</i>	<i>Sales &amp; Trading (Quantitative)</i>	<i>Real Estate</i>	<i>Generalist</i>
<i>Potential Employers</i>	Public Corporations; Private Corp.; Advisory Services	Investment Banks (IBD, Equity Research); Private Equity Funds	Investment Banks (Sales/Trading); Financial Advisors; Stock Brokers; Hedge Funds	Investment Banks (Sales/Trading); Hedge Funds; Proprietary Trading	Commercial Real Estate Developers; Appraisers; Banks	Non-Finance and Miscellaneous Finance Focused Jobs including Management Consulting
<i>Target Audience</i>	Students who strive to understand internal financial workings of a business, are self starters, and work well under pressure	Students with strong analytical abilities, desire to work in M&A and valuation, don't mind long hours and work well under pressure	Students with good people skills; quick on your feet; degree of persistence and a strong desire to understand capital markets	Students with good computational and computing skills coupled with a solid background in finance, economics, and accounting	Students who desire to work directly in real-estate market; have entrepreneurial bent; independent workers; interested in management and have good people skills	Students who desire a well rounded education in basics of accounting and economics without any one specialization

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<i>Typical entry level and Job titles/Fields</i>	Financial Analyst in the following areas: planning and budgeting, treasury, working capital management, supply chain	Valuation and M&A analysis, Industry Coverage Analyst, Junior Equity Research Associate, portfolio analyst	Securities Trader (Fundamental), Stock Broker, Institutional Sales Representative, Portfolio Analysis, Private Wealth Management Analyst	Proprietary Trader, Junior Trader (Quantitative), Fixed income analyst, Product development analyst (fixed income / derivatives)	Junior property analyst / manager, real estate consultant, salesperson, property broker, real estate development	Business Analyst within management consulting company, other finance related jobs not easily pigeonholed into specific categories
<i>Potential Assignments</i>	Supply Chain Management, Planning and Budgeting, Capital Investment and allocation	Financial Statement Analysis, Valuation, M&A	Financial sales including stocks, bonds, derivatives, and insurance products, portfolio management, and private wealth management	Risk management through hedging, algorithmic trading, probabilistic analysis, quantitative training	Real estate development, sales, and management	Application of financial principles to various projects including business case design, financial statement analysis, and client interviews
<i>Extra Skills Needed</i>	All students require a good working knowledge of the Microsoft Suite including Excel, PowerPoint, Word, and Access. In addition students may find it useful to obtain knowledge of Microsoft Visual Basic (VBA). For Computational analysts a firm knowledge of financial programming languages is a must. For those students working closely with financial markets Bloomberg, Thomson, and CQG certification will be valuable.					

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<b>Finance Core</b> (2 Courses)	<b>All students must take Fin 323 (Investments) and FIN328 (Corporate Financial Policy)</b>					
<b>Finance Depth</b> (3 Courses)	<b>Fin 324</b> Security Analysis and Portfolio Management <b>Fin 335</b> Advanced Topics- Valuation, M&A, or Modeling <b>Fin 333</b> Global Finance	<b>Fin 324</b> Security Analysis and Portfolio Management <b>Fin 335</b> Advanced Topics- Valuation or M&A <b>Fin 330</b> Financial Markets and Institutions	<b>Fin 324</b> Security Analysis and Portfolio Management <b>Fin 336</b> Derivatives and Management of Risk <b>Fin 377</b> Advanced topics Management of Risk <b>Fin 377</b> Advanced topics Investments <b>Fin 330</b> Financial Markets and Institutions	<b>Fin 336</b> Derivatives and Management of Risk <b>Fin 377</b> Advanced topics Fixed Income <b>Fin 324</b> Security Analysis and Portfolio Management <b>Fin 330</b> Financial Markets and Institutions	<b>Fin 336</b> Real Estate Finance <b>Fin 377</b> Advanced Topics- Fixed Income <b>Fin 335</b> Advanced Topics- Valuation or Modeling	<b>Fin 330</b> Financial Markets and Institutions <b>Fin 335/Fin 377</b> Advanced Topics <b>Fin 333</b> Global Finance

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<b>Suggested Breadth Tracks (2 Course Minimum)</b>	<p><i>Financial Analysis Track</i></p> <p><b>Acct 315</b> Financial Accounting I <b>Acct 316</b> Financial Acct. II</p>	<p><i>Financial Analysis Track</i></p> <p><b>Acct 315</b> Financial Accounting I <b>Acct 316</b> Financial Acct. II</p> <p style="text-align: center;">OR</p> <p style="text-align: center;"><i>Financial Economics Track</i></p> <p><b>Eco 322</b> Competitor and Market Analysis <b>OR</b> <b>Eco 333</b> Economics of Business Decisions <b>Eco 203</b> Microfinance <b>OR</b> <b>Eco 339</b> Intern. Trade <b>OR</b> <b>Eco 340</b> International Finance</p>	<p><i>Financial Marketing Track</i> (must take 2)</p> <p><b>Mkt 319</b> Development and Marketing of new products <b>Mkt 320</b> Global Marketing <b>Mkt325/Eco325</b> Quantitative Marketing Analysis <b>MKT312</b> Marketing Research <b>MKT332</b> Sales Management</p>	<p><i>Analytical Finance Track</i> (must take 2)</p> <p><b>Math 205</b> Linear Methods <b>OR</b> <b>Math 242</b> Linear Algebra <b>Math 231</b> Probability and Statistics <b>OR</b> <b>Math 309</b> Theory of Probability <b>IE 316</b> Optimization Models and Applications <b>OR</b> <b>IE 339</b> Stochastic Models and Applications <b>OR</b> <b>Math 310</b> Random Processes and Applications</p>	<p><i>Real Estate Valuation Track</i> (must take all 3 courses)</p> <p><b>IPRE 301</b> Case Studies in Real Estate Value Creation <b>BUS 347</b> Practicum in Real Estate I <b>BUS 348</b> Practicum in Real Estate II</p>	<p><i>Expanded Finance Track</i></p> <p style="text-align: center;"><b>Must take 2 additional Finance electives</b></p> <p style="text-align: center;">OR</p> <p style="text-align: center;"><i>Financial Analysis Track</i></p> <p><b>Acct 315</b> Financial Accounting I <b>Acct 316</b> Financial Acct. II</p> <p style="text-align: center;">OR</p> <p style="text-align: center;"><i>Financial Economics Track</i></p> <p><b>Eco 322</b> Competitor and Market Analysis <b>OR</b> <b>Eco 333</b> Economics of Business Decisions <b>Eco 203</b> Microfinance <b>OR</b> <b>Eco 339</b> Intern. Trade <b>OR</b> <b>Eco 340</b> International Finance</p>

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<i>Suggested Electives</i>	<p><b>Acct 318</b> Analysis of Financial Statements</p> <p><b>Eco 322</b> Competitor and Market Analysis</p>	<p><b>Acct 318</b> Analysis of Financial Statements</p> <p><b>Eco 322</b> Competitor and Market Analysis</p> <p><b>Eco 357</b> Econometrics</p>	<p><b>Eco 358</b> Game Theory</p> <p><b>Mkt 331/BIS 331</b> Electronic Commerce</p> <p><b>Mkt 366</b> Marketing of Services</p>	<p><b>Math 334</b> Mathematical Statistics</p> <p><b>Math 338</b> Regression Analysis</p> <p><b>Eco 245</b> Statistical Methods II</p> <p><b>Eco 357</b> Econometrics</p> <p><b>Eco 358</b> Game Theory</p>		<p><b>Acct 318</b> Analysis of Financial Statements</p>

- *Additional areas* to prepare for include the various certifications (CFA-Chartered in Financial Analysis; CMA-Certified in Accounting Management; CTP-Certified Treasury Professional; CFP-Certified Financial Planner; insurance and real estate certifications; actuarial exams).
- *Skill set* to increase your marketability: Database certifications (Bloomberg, Thomson One, CQG), Microsoft Suite training programs
- *Additional activities*: Daily reading of the financial press (Wall Street Journal, Financial Times, Fortune, Business Week, Economist, etc.)