

# FINANCE MAJOR

## Banking and Financial Services Concentration

FIR 1220 - Personal Financial Management is recommended for all finance majors during the Freshman year.

### WHAT YOU CAN DO WITH IT

Whether working in private industry, government, or for non-profit organizations, you can:

- Become a Vice President of Commercial Lending serving the financing needs of business, which may lead to being a Bank President
- Manage savings institutions, credit unions and finance companies
- Conduct securities analysis, manage mutual funds, advise investors, and design optimal investment portfolios
- Design and promote financial products for insurance companies, banks, securities firms and other financial institutions
- Analyze the profitability of alternative investment options and make recommendation of likely investment outcomes

### CAREER OPPORTUNITIES

This concentration will provide students with basic problem-solving and analytical tools necessary to be successful in banking, savings institutions, credit unions, securities firms and investment banks, mutual funds management, managing insurance services firms and finance companies. Banking and Financial services is a rigorous and highly respected field of study that prepares students for career options including VP of Commercial Lending, Bank Manager, Investment Banker, Financial Analyst, Securities Trader, Portfolio Manager, Bank Regulator and Financial Executive. Future employment opportunities in financial services areas are expected to grow at a faster than average rate for business professionals.

### SCHOLARSHIPS and INTERNSHIPS

Many scholarship opportunities are available for qualified students majoring in finance with a concentration in banking and financial services. Paid student internships with banks and financial services institutions are strongly encouraged and are an integral part of the concentration.

### Course Requirements Major (24 hours)

Valid Catalog: 2015

*A minimum 2.25 GPA is required in the major.*

#### Required Courses: (18 hours)

FIR 3720 (3)	Financial Markets (Prerequisite: FIR 3410)
FIR 4440 (3)	Managerial Finance (Prerequisite: FIR 3410)
FIR 4710 (3)	Commercial Banking (Prerequisite: FIR 3410)
FIR 4720 (3)	Management of Financial Institutions (Prerequisites: FIR 3410)
FIR 4911 (3)	Internship in Finance (2.75 GPA, 15 hours completed in Upper Division Core)

FIR 3710 (3) Investments (Prerequisite: FIR 3410)

#### OR

FIR 4730 (3) Financial Analysis and Certifications (Prerequisite: FIR 3410)

#### Choose 2 courses as directed: (6 hours)

ECON 3610 (3)	Money and Banking (Prerequisite: ECON 2010)
FIR 3310 (3)	Real Estate Principles
FIR 3810 (3)	Principles of Risk and Insurance
FIR 4011 (3)	Estate Planning and Law of Taxation
FIR 4310 (3)	Real Estate Law
FIR 4320 (3)	Real Estate Finance
FIR 4331 (3)	Stock Portfolio Management – TVA Investment Challenge
FIR 4350 (3)	Real Estate Investment Principles
FIR 4610 (3)	Cases in Managerial Finance (Prerequisite: FIR 4440)
FIR 4810 (3)	Property and Liability Insurance
FIR 4870 (3)	Risk Management (Prerequisite: FIR 3410)

**Minor for Business majors:** FIR 3720, FIR 4710, FIR 4720

**Minor for Non-Business majors:** ACCT 2010; ECON 2010, 2020; FIR 3410, 3720, 4710, 4720

**Department Chair:** Dr. P.K. Jain, (901) 678-5930, pjain@memphis.edu

**FINANCE MAJOR: Banking and Financial Services Concentration**  
**Typical 4 year sequence**

**FRESHMAN Year**

	Hours		Hours
ENGL 1010 <sup>1</sup>	3	ENGL 1020 <sup>1</sup> (ENGL 1010)	3
FIR 1220 or Elective <sup>2</sup>	3	Humanities <sup>1</sup>	3
Humanities <sup>1</sup>	3	ECON 2020	3
Elective <sup>2</sup>	1-3	MIS 2749	3
MATH 1710 (if needed) <sup>2</sup>	3	MATH 1830 (MATH 1710)	3
Semester Total	13-15	Semester Total	15

**SOPHOMORE Year**

	Hours		Hours
ACCT 2010	3	ACCT 2020 (ACCT 2010; MATH 1710 or 1830)	3
ENGL 2201 or 2202 <sup>1</sup> (ENGL 1010, 1020)	3	Natural Science with lab <sup>1</sup>	4
COMM 2381 <sup>1</sup>	3	History <sup>1</sup>	3
Natural Science with lab <sup>1</sup>	4	ECON 2010	3
SCMS 2710 (MATH 1830) or MATH 1530	3	Elective <sup>2</sup>	3
Semester Total	16	Semester Total	16

**JUNIOR Year**

	Hours		Hours
FIR 3410 (ACCT 2010, ECON 2020, SCMS 2710 or MATH 1530)	3	FIR 3710 (FIR 3410) <b>or</b> FIR 4730 (FIR 3410)	3
MIS 3210 (LD business core completed)	3	FIR 3720 (FIR 3410)	3
SCMS 3711 (SCMS 2710 or MATH 1530)	3	SCMS 3510 (SCMS 2710 or MATH 1530)	3
MGMT 3510 (MIS 2749)	3	FIR elective	3
ACCT 3130	3	MGMT 3110	3
Semester Total	15	Semester Total	15

**SENIOR Year**

	Hours		Hours
FIR 4440 (FIR 3410)	3	FIR 4720 (FIR 3410)	3
FIR 4710 (FIR 3410)	3	FIR 4911 (2.75 GPA, 15 hr completed in UD core)	3
History <sup>1</sup>	3	FIR elective	3
International Business <sup>3</sup>	3	MGMT 4710 (MGMT 3110; 3510; graduating senior)	3
MKTG 3010	3	Elective <sup>2</sup>	3
Semester Total	15	Semester Total	15

**(Prerequisites)**

**Effective catalog: 2015**

**TOTAL Hours: 120-122**

**Total hours required for graduation: 120**

<sup>1</sup>General Education Requirements

<sup>2</sup>Electives can be any lower or upper division course offered by the University. Any course specific prerequisites must be met. Student may apply no more than two semester hours of physical activity courses to the minimum degree requirements of 120 hours

<sup>3</sup>Student must select one of the following: ACCT 4625; ECON 4350, 4351; FIR 4550; MIS 4310; MGMT 4510, 4810; MKTG 4530. Course will satisfy both the Major Elective Requirement and the International Business Requirement in the Upper Division Core if selected course is within the student's designated major. If the student uses this course for both the International Business Requirement in the UD Core and a major elective, the student may need an additional 3 hour elective to meet the minimum 120 hours for graduation.