

DEPARTMENT OF



FINANCE, INSURANCE
& REAL ESTATE



Fogelman College
of Business & Economics



YOUR MAJOR. YOUR CAREER.

MAJOR DECISION

SELECTING FINANCE AS YOUR FOCUS

Do you have an aptitude for math and thrive in a fast-paced, high-risk/high-reward environment? Are you inquisitive, outgoing and able to express your ideas clearly? If so, you should consider a degree in finance. And if you are interested in real estate enterprises – residential or commercial – then this is the right choice for you.



In addition to gaining a strong business acumen, you'll learn how to creatively solve problems using a number-driven approach. This degree will equip you with the solid business foundation that can be applied to industry; yet it will allow you to specialize your skills in order to distinguish you from other business majors.

A CAREER IN DEMAND

Careers in finance, insurance and real estate offer lucrative earning potential in a field that expects continued growth. Holding a degree in finance makes you adaptable to every industry, because the crux of any business is financial return for all stakeholders. Companies (including not-for-profit and profit-with-purpose sectors) rely on financial professionals to manage corporate assets and attract capital investment.

FINANCE RANKS HIGH AS DEGREE CHOICE & CAREER PATH

16%

Job Growth Rate for
Financial Managers
2022-32 (bls.gov/ooh)

3%

Job Growth Rate for
Real Estate Brokers &
Sales Agents
2022-32 (bls.gov/ooh)

5%

Job Growth Rate for Property
Appraisers & Assessors
2022-32 (bls.gov/ooh)

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OUR FACULTY

Faculty in the FIR department at the Fogelman College of Business & Economics (FCBE) bring professional experience in corporations, banks and financial institutions to provide deeper insight to the classroom.

Many of our faculty are prolific authors and have published research in prestigious finance publications. They inspire students to participate in academic research and student competitions to prepare them for careers or post-graduate degrees.

Our faculty are widely cited and internationally renowned. To highlight a few exciting initiatives, Dr. PK Jain is the Principal Investigator for the Robinhood Markets Financial Education for Student Athletes grant that UofM received among other universities such as Duke and UC Berkeley. FIR Assistant Professor and Dr. Kontantin Sololov, received the Dimension Fund Award for the best paper published in the *Journal of Finance*.

FIR faculty members include Professors Jeff Black, Allen Carrion, Fred Dewald, Jan Hanousek, Pankaj Jain, Shawn McFarland, Napoleon Overton, Allison Potter, Sabatino (Dino) Silveri, Konstantin Sokolov, Mark Sunderman, Tzveta Vateva and Velma Zahirovic-Herbert.

TIGER TALE STUDENT SPOTLIGHT



Kobe Smith

BBA, Finance, Business Economics '24

Officer | Beta Alpha Psi

"Throughout my time at the Fogelman College of Business & Economics I have had immense opportunities to learn and master educational content. Further digestion and comprehension of material can be enhanced through access to exceptional professors with industry experience within the college. FCBE offers a variety of options for students to grow professionally, including the several major specific clubs, and the CPCD Professional Programming. I would highly recommend the CPP for any student in FCBE, as the workshops, career advice, and internship programs they offer genuinely allow for students to get a head start in their career."

OUR PROGRAM

As a FIR major at FCBE, you'll study the theory, structure and techniques for making decisions that impact businesses, including acquisition of funds and capital budgeting. Our program provides the foundations of investment analysis, investment banking, trading market microstructure, commercial banking and financial institutions management, international finance and real estate. Plus, FIR majors can aim for holistic development by taking courses in accounting, economics and technology.

Bachelor of Business Administration (BBA) with Major in Finance

- Finance (BBA)
 - Includes tracks in corporate finance, banking, CFP® exam, CFA® Charterholder exam and FinTech
- Finance and Real Estate Concentration (BBA)
- Minors (available to business majors and non-business majors)
 - Banking and Financial Services; Business Finance; Property Management; Real Estate; Risk Management and Insurance

Master of Science in Business Administration (MSBA) with Concentration in Finance

Doctor of Philosophy (PhD) in Business Administration with Concentration in Finance

Program Tracks

- **Financial Analyst Track**
 - Six-course program can be incorporated into your FIR degree path to earn a certificate and prepare you to obtain a CFA® credential.
- **Financial Planning Track**
 - Six-course program endorsed by the national CFP Board* to meet educational core requirements to sit for the CFP® exam.
- **Professional Real Estate Track**
 - Six-course program, independent of a degree path, that provides enhanced foundational knowledge in real estate law, real estate finance, real estate appraisal and real estate investment. There is more to real estate than being a sales agent or broker. This track is offered both on-campus or online to best fit your schedule.

ONLINE ON YOUR TIME

Earn your BBA in FIR online through UofM Global. Take classes anytime, anywhere. Scholarships and payment plans are available to qualified applicants.



WHAT DOES "AACSB ACCREDITED" MEAN?

1. Accreditation means FCBE goes through a rigorous process of evaluation and scrutiny every five years to demonstrate engagement, innovation and impact. It is the gold-standard of business school excellence, an honor earned by less than 5% of business schools worldwide.
2. FCBE is committed to develop, implement and maintain the highest level of quality education delivered to its students.
3. The work that you do at FCBE prepares you to make an immediate impact on the world upon graduation – whether you're beginning at a Fortune 500 company, working remotely from home or exercising your entrepreneurial spirit to start your own business.

*Bureau of Labor Statistics, Occupational Outlook Handbook, bis.gov/oo

OCCUPATION OPPORTUNITIES

- Credit Analyst
- Equity Analyst
- Financial Advisor
- Financial Analyst
- Financial Planner
- Financial Service Jobs
- Hedge Fund Analyst
- Hedge Fund Manager
- Investment Advisor
- Investment Banker
- Life Insurance & Annuities Producer
- Mortgage Broker
- Portfolio Manager
- Private Banker
- Property Manager
- Quantitative Analyst
- Real Estate Analyst
- Real Estate Development
- Real Estate Investment
- Real Estate Finance
- Real Estate Loan Officer
- Risk Manager
- Securities Sales
- Stockbroker/Commodities Sales
- Trust Officers
- Underwriter

FROM CLASSROOM TO CAREER

FIR majors at the Fogelman College of Business & Economics have unique access to networking opportunities and internships.

- **Financial Infrastructure Stability and Cyber-security (FISC) Center**
 - Interdisciplinary research consortium on financial infrastructure stability and big data analytics
- **Cook Analytics & Trading Lab**
 - Students replicate a Wall Street trading environment using Bloomberg terminals with many training and certification opportunities.
 - Bloomberg, WRDS, TAQ and 28 FISC Data workshops available
- **Center for Professional Career Development (CPCD)**
 - Offers business etiquette, ethics, resume building, mock interviewing and career counseling
 - Internship and career fairs held in the spring and fall
- **Internships with Major Companies through Fogelman Internship Network (FIN)**
- **Student Programs & Professional Organizations**
 - TVA Portfolio, TVA Business Case, Bloomberg Trading Challenge
- **Student Programs & Professional Organizations**
 - The Fogelman Finance Club
 - Futures in Finance Program
 - CFA Institute Investment Research Challenge
 - Tennessee Valley Authority (TVA) Student Managed Portfolio
 - Lambda Alpha Real Estate Fraternity

SCHOLARSHIPS

- **FCBE offers approximately \$450,000 in scholarships, including departmental scholarships available to Finance, Insurance & Real Estate majors.**



DR. PK JAIN

PhD, CFA, CFP®

Chair & Professor

Department of Finance, Insurance & Real Estate

pjain@memphis.edu

FCBE FACTS AND FEATURES

- **Nationally Ranked**
- **No. 1 Online MBA**
- **AACSB Accredited**
(prestigious; granted to fewer than 5% of schools worldwide)
- **Customizable MBA**
- **Complete Professional Program**
- **Cook Analytics and Trading Lab**
- **Customer NeuroInsight Research Lab**
(EEG, eye tracking, automated facial expression recognition, GSR, HR/HRV, pupillometry)
- **Network of More Than 30,000 Alumni**
- **100 Full-time Faculty**
Nearly 90% hold doctoral degrees (including multiple Chairs of Excellence professors)
- **Partnerships**
FedEx Center for Supply Chain Management, FedEx Institute of Technology (STEP), PSI Center for Workplace Diversity and Inclusion, the Methodist LeBonheur Center for Healthcare Economics



Department of Finance,
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