

UGA Relevant Coursework and Descriptions

FINA 3000 Financial Management: The basic concepts and analytical tools of finance in both corporate finance and investments. Topics include risk and return, financial institutions, efficient markets, valuation theory, capital budgeting, portfolio theory, cost of capital, and international finance.

FINA 4000 Financial Institutions & Markets: The operations and functions of domestic and international finance markets and institutions. The determinants of bond prices and the level and structure of interest rates. Techniques for measuring and managing risk in financial markets. This course, which focuses on money and capital markets, has three objectives for student learning: Students will learn to interpret and assess the importance of money, credit, and interest rates in a financial system in terms of the functions of capital markets. Students will be able to evaluate firms' balance sheets and debt and equity concentrating on market value versus book value. Students will learn to evaluate the myriad of innovative financial instruments that exist between plain-vanilla debt(bonds)and equity (common stock). The overall objective is for the student to be able to evaluate these important elements of the financial system.

FINA 4050 Capitalism: Introduction to the economic concept of capitalism. The student will study capitalism and other alternative societal mechanisms for resource allocation, including socialism and a mixed economy. The mechanism will be readings both critical and supportive of capitalism as an economic system, including moral, efficiency, and ethical views. Capitalism must first be defined and put in a historical context. The student will develop an understanding of capitalism where decisions about production and allocation are determined mainly by private decisions and exchanges in a market. We will also discuss alternative methods of allocation. The role of private property and state decision making in various areas will be discussed. Capitalism and alternative systems will then be analyzed in terms of the efficiency of the resource allocation, the method of resource allocation, the moral and ethical components of resource allocation under various systems. Throughout the course, both historical and modern examples will be essential to the analysis.

FINA 4200 Corporate Finance Theory: Development of a framework that is useful for understanding a broad range of important corporate financial decisions. Substantial emphasis will be placed on discussion of the determinants of corporate financing and payout policies, alternative methods of security issuance, and mergers and acquisitions. This course covers major topics in corporate finance, including capital budgeting, cost of capital, capital structure, dividend policy, valuation models and other special topics. The courses' objective is to provide the student with the theoretical background and a framework for considering corporate finance problems and issues.

FINA 4205 Mergers and Acquisitions: Application of corporate finance concepts to mergers and acquisitions and corporate governance. The topics will include Mergers and Acquisitions, Corporate Governance, and Restructurings. The

tools, techniques, and theories of finance are applied to actual business decisions. Students will learn to apply corporate finance concepts to mergers and acquisitions (M&A), corporate restructuring, and corporate governance. Students will consider principles tied to market efficiency and valuation and examine the impact of technology and politics on corporate organization and performance.

FINA 4210 Applied Corporate Finance: Corporate financial decision making by applying the tools, techniques, and theories of finance to actual business decisions. This course develops a student's ability to make financial decisions. Specifically, a student learns to gather information in light of theory and standard practice and arrive at value-creating decisions. In addition to identifying value-creating decisions, students must be able to communicate the basis to both sophisticated and unsophisticated audiences. This course covers the following topics: ratio analysis, cost of capital, capital budgeting, mergers and acquisitions, dividend policy, short-term and long-term financial policy, and the corporate finance implications of market efficiency.

FINA 4310 Survey of Investments: A study of the securities markets, investor objectives, introduction to portfolio theory and the analytical tools of portfolio management, and an examination of investment alternatives. Students will build and manage a security portfolio for analysis as an experiential learning tool. To expose the student to an analytical treatment of investment theory, including the concepts of portfolio management and valuation. The course includes a study of the role of risk in asset pricing, the implications of asset-pricing models, and the application of these asset-pricing models to real data.

FINA 4320 Derivative Security Markets: The markets for futures, options, and other derivative securities. The mechanics of trading, regulation, pricing, hedging, and risk management using derivatives. This course is an introduction to derivative security markets including the valuation of derivatives, derivative trading strategies, and the management of corporate risk with derivatives.

FINA 4340 Fixed Income Security and Analysis: Explores the analytical concepts required to price and hedge fixed income securities, with an emphasis on government bonds, swaps, and Eurodollar futures contracts. We will also discuss credit risk models and pricing. Throughout, the emphasis in the class will be on practical applications using current data and securities. This class explores the analytical concepts required to price and hedge interest rate and credit risk, with an emphasis on U.S. treasury bonds and their term structure, interest rate swaps, and Eurodollar futures contracts. In addition, we will discuss models of credit risk and learn to price credit default swaps, risky sovereign debt, and simple securitized assets. The emphasis in this class will be on constructing models to accurately value and understand these complex products, using current data and actual securities. Interest rate risk is a technically demanding area and

credit risk management is even more so. Students should be extremely comfortable with basic statistical concepts (such as variance, correlation, linear regression, and distributions) and fundamental financial ideas (principally time value of money and compounding). Most importantly, students will develop even more fluency with a spreadsheet program (usually Microsoft Excel), which will be essential to solve the problem sets assigned in the course. In general, the class will follow the pattern of developing both the theory and institutional details of the products and models, followed by a period in which we will build (at least basic) implementations in a spreadsheet environment.

FINA 4920 Financial Modeling: An introduction to current practices in financial modeling. Students will learn how to apply financial models with financial data to perform analysis. This hands-on course provides the skills to apply the theories, concepts, and spreadsheet tools to develop effective financial analysis and decision-making. This course requires students to articulate, implement, and reflect on knowledge learned in this and other core finance courses through real-world application. The real-world applications offered, through the lens of financial modeling, are a core component of almost all finance-related employment. Students will be challenged to create and also reflect on the learning experiences offered. The course provides a hands-on (CREATIVE) experience in applied finance. Emphasis will be on building financial modeling and the use of real-world data to evaluate the common financial problems encountered in Corporate Finance and Investment. Students will draw on the theories they have seen in their Finance classes to build their own interactive financial model from "scratch" (no templates) to practice blending accounting, finance, and Excel skills. In other words, students must develop an original response using real economic data. Examples of project topics include, but are not limited to, retirement planning, mortgage planning, portfolio management, option pricing, and the valuation of a publicly traded company. The projects reflect skills and the type of work many will be asked to perform at their workplaces upon graduation. The faculty member will provide mentorship by giving feedback for these projects. A reflective learning opportunity will also be provided to students enrolled in this course. Students will be required to provide peer (student-to-student) review/critique of projects. Each student will provide a written reflection to the instructor based on the critiques of their own project.

BUSN 4000 Predictive Model Optimization: Focuses on calculus, statistical inference, predictive modeling, and optimization. Special attention will be given to the foundations of these topics and to the modeling and application of these tools within all the functional areas of business. A student who completes this class will be able to: 1. recognize the principles that underlie causal inference. 2. employ statistical methods to predict organizational and market outcomes. 3. apply the concept of the derivative to determine optimal outcomes.

MSIT 3000 Statistical Analysis for Business I: Application of statistics to business. Descriptive statistics, sampling procedures, random variables, sampling distributions of the means and proportions, estimation and inference, simple linear regression, an introduction to multiple regression,

and categorical data models are emphasized. A current statistical software package for microcomputers is utilized to analyze business data.

ACCT 2101 Principles of Accounting I: Basic accounting systems, concepts, and principles. The primary goals of this course are to develop an understanding of the accounting process and to summarize and communicate information useful in making economic decisions. This is the first course in Principles of Accounting. It will cover the basic accounting systems, concepts, and principles. The primary goals for the course are to: 1. Develop an understanding of the accounting process and to summarize and communicate information useful in making economic decisions. 2. Familiarize students with the preparation, analysis, and interpretation of financial statements. The knowledge and skills you will develop in this class will be useful for ALL disciplines. Whether your future career goals relate to Finance, Marketing, Management or any other area, Accounting WILL play a very important role in your professional life. Accounting is the common language of business, and hence is a required course in every business school.

ACCT 2102 Principles of Accounting II: Basic managerial accounting systems, concepts, and principles. The analysis, interpretation, and reporting of cost data for management's decision-making needs. Cost-volume-profit analysis, budgeting, and performance reporting are discussed as they relate to other business disciplines. The objective of this course is to introduce you to basic managerial accounting terminology, concepts, and practices. This course will discuss the analysis, interpretation, and reporting of management accounting information in conjunction with the flow of costs through the value chain, commonly used product costing systems, the impact of cost behavior on budgets and cash flows, planning and forecasting, management's decision-making needs, and performance evaluation.

LEGL 2700 Legal and Regulatory Environment Business: The legal and regulatory environment of business, emphasizing why legal duties are placed on the business community and how managers should appropriately respond to them. Covers legal institutions, constitutional law, common law, and public law. Law can be viewed as a vast set of theories of liability. An individual or entity is subject to civil or criminal liability, or has a right to a civil remedy, only if there is a legal theory that, when applied to facts that can be proved in court, provides for the imposition of that liability, or provides a remedy. The legal environment of business consists of the set of those theories applicable to engaging in business. As those theories change over time, the legal environment of business changes. The objective of this course must be more modest than preparing each student to engage in his or her career without resort to seeking the advice of counsel. Nevertheless, only with some familiarity with the substance of applicable legal rules can one determine that a particular factual pattern presents legal issues that warrant seeking the advice of legal counsel. This course (i) introduces students to legal principles pertinent to business, to allow them to recognize the existence of legal issues arising from business practice; (ii) provides knowledge to facilitate business decision making in matters involving legal issues that are customarily addressed without reference to legal counsel; (iii) provides knowledge of the framework, structure and content of the legal and regulatory environment of business to allow

knowledgeable and effective interaction with legal and other regulatory professionals; and (iv) introduces pertinent ethical considerations.

ECON 2105 Principles of Macroeconomics: Explanations of economic growth and the business cycle, aimed at shedding light on economy-wide problems such as inflation and unemployment, with special attention to the role played by monetary and fiscal policies. Macroeconomics is the study of how choices made by people, firms, and governments affect the aggregate national and global economies. Macroeconomics topics include national income, unemployment, money, inflation, economic growth, business cycles, and monetary and fiscal policy. This course enables students to understand and analyze many important contemporary macroeconomic policy debates.

ECON 2106 Principles of Microeconomics: Laws governing the use of scarce resources by producers and consumers in market economies, with emphasis on the role played by prices. The consequences of government involvement in the economy are studied, with examples taken from current policy issues. Microeconomics is the study of the choices made by people and firms in response to the constraints they face and the incentives they feel. The market system - made up of independent producers and consumers - is a particular focus: how it operates, what it does well, and what it doesn't. Another focus is how government involvement affects the economy.

ECON 2200 Economic Development of U.S.: The United States' growth and transformation into an industrialized nation, exploring the contributions of diverse cultural groups. The rise of the corporation, slavery, government regulation, banking, transportation, the economic role of women and minorities, the Great Depression, and rapid post-World War II growth. Basic microeconomic and macroeconomic analysis is used to explain the growth and history of the American Economy. Focus is placed on the factors that led to the United States becoming an industrial power. Both major events and the roles of various cultural groups are studied from America's origin to the present day.

CSCI 1100 Topics in Computing: Fundamental concepts of computing and information science and their application to everyday computer use. Topics include data representation, addressing and mapping, network protocols, standards, data exchange, encryption and security, mathematical modeling, and data modeling. Hands-on labs emphasize problem-solving using software to collect and analyze data and evaluate and present results. Students should be able to conceptualize problems in terms of information science and identify the appropriate computer software for solving those problems. Given appropriate domain knowledge, students should be able to construct the appropriate mathematical model or data model for the problem, perform analyses, and critically evaluate results. Students should be able to construct presentation software documents to report problem solutions using narrative, numerical, and graphical presentation formats. They should also be able to create Web pages, conforming to accepted standards, and develop Web page scripts using standard software design methodology.

REAL 4000 Real Estate: The basic principles and analytical techniques related to the study of real estate - its practices, institutions, and participants.

Topics focus on issues related to property rights, urban economics, market analysis, and brokerage, with an emphasis on decisions related to investment, asset management, and debt financing. This course covers the fundamentals of real estate including investments, finance, law, and valuation. Special consideration is given to understanding the role of real estate within the economy and its importance to non-real estate firms. This is an interdisciplinary course designed to provide every student with an introduction to the field of real estate and to provide a basis for more advanced real estate courses to those students who wish to take additional real estate courses.

FHCE 3200 Personal Finance: Cash flow management and consumption expenditures, credit and debt, simple applications of personal income taxes, risk management, property and health insurance, and employee benefits. This course will help the student manage his or her personal financial resources by acquiring knowledge that will enable the student to: Set financial goals, prepare financial statements, and set up a personal budget. Stretch income through effective planning and wise use of credit. Minimize tax liability through appropriate and optimal application of tax laws. Protect income and property through the effective use of insurance.

MGMT 3000 Principles of Management: Management functions and processes as applied to organizations and to individuals in organizations. Topics to be covered include strategy, job and organization design, ethics and social responsibility, diversity, global influences, leadership, motivation, human resource management, and organizational change. Other emerging managerial issues may be introduced.

MARK 3000 Principles of Marketing: Examination of the ways organizations satisfy consumer and organizational needs and wants for products and services. Emphasis is placed on how the elements of the marketing mix are used to provide customer satisfaction in the marketing of goods and services, both domestically and internationally.