

TO: Dr. Gregory Fulkerson, Chair, College Curriculum Committee  
FROM: Dr. Michael McAvoy, Chair, Department of Economics, Finance and Accounting  
DATE: March 6, 2018  
RE: Proposed Changes in Finance Concentration, Amended

I amend the proposed change to the Business Economics major, Finance concentration. The original proposal stated that the degree requirements are 45 hours of upper division credits. The amended proposal states that the degree requirements are 48 hours of upper division credits.

The Department of Economics, Finance and Accounting requests the following revisions to the Business Economics major with the Finance concentration to be effective beginning for the 2018 fall semester (September 1, 2018). The Business Economics major was recently re-registered through SUNY and SED. These proposed changes affect less than 30 percent of the curriculum for the Business Economics major with the Finance concentration. Once the College Curriculum Committee, and Senate (if necessary) approve the revisions, the changes are ready for the catalog.

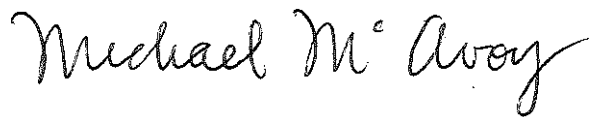
This proposal was developed in consultation with stakeholders from and for the programs housed within the School of Economics and Business. Following the Department bylaws and School *Policies and Procedures*, the faculty members from the Department and the School of Economics and Business have favorably reviewed this proposal. The primary problem with the current Finance concentration is its lack of focus in the finance subject. Our stakeholders emphasized the need for direction, effective communication, and practice in Microsoft Excel tools.

Students who complete the finance concentration develop data analytic, financial modeling, and effective communication skills. Emphases include Bloomberg terminal use and practice of Microsoft Excel tools. This concentration prepares students for careers in financial institutions, markets, and services, including as financial analyst, financial broker, wealth management advisor, trader, sales person, banker, among others. The concentration also provides background preparation for students who will pursue graduate study. Key prerequisite courses include Financial Accounting (ACCT 100), Principles of Macroeconomics (ECON 112), Corporation Finance (FINC 231), and Introduction to Spreadsheet Applications (INTD 107). The concentration is designed to be completed during the junior and senior years when students may enroll in investment management and an elective during the fall semester, then complete portfolio management and the capstone course corporate financial strategy during the spring semester.

The current and proposed Finance concentration require the completion of Investment Management (FINC 233). The Department proposes changes in the Finance concentration requirements, but not for the Business Economics degree requirements. The proposal focuses the concentration curriculum into Finance courses and away from related subjects in Accounting and Economics. The proposed curriculum requires students to complete Portfolio Management (FINC 333) and Corporate and Financial Strategy (FINC 331), the latter course becoming the capstone course for the concentration. Senior Seminar in Economics (ECON 390) is removed as the required capstone course.

The electives change for the proposed Finance concentration revision. International Finance (ECON 335) is no longer one of the required options, but remains as an elective option. As before, students may complete any other 300-level Finance elective (FINC 30E). The following subjects are removed from the choice of electives: Intermediate Accounting I (ACCT 311), Money and Banking (ECON 331), Econometrics (ECON 373). These are courses that include material connected to the study of Finance, but are not focused in the study of Finance.

The justification is observed above. You will find attached our proposal for the Business Economics major, Finance concentration, with the related proposed 4-year planner.

A handwritten signature in black ink that reads "Michael M. Avey". The signature is written in a cursive style with a small dot above the letter 'i' in "Michael".

c: Dr. Wade Thomas, Dean, Dr. Lisa Flynn, EFA Representative College Curriculum Committee

CURRENT

Finance Concentration

Professional Accounting, Business Economics, and Economics majors are eligible for this concentration. Building upon economics, finance and accounting foundations, students choose from courses that provide in-depth preparation in internal financial management, banking and financial institutions, or trading and markets.

**Course Requirements** (Fall 2007)

FINC 233	Investment Management	3 s.h.
ECON 390	Senior Seminar in Economics*	3 s.h.
Select one of the following:		3 s.h.
FINC 333	Portfolio Management	
ECON 335	International Finance	
Select one of the following:**		3 s.h.
ACCT 311	Intermediate Accounting I	
ECON 331	Money and Banking	
ECON 373	Econometrics	
FINC 300-394	Any 300 level finance elective	
<b>TOTAL</b>		<b>12 s.h.</b>

\* Must be taken in residence

\*\* Students can complete the concentration by taking both FINC 333 and ECON 335.

PROPOSED

Finance Concentration (Effective August 25, 2018)

Students who complete the finance concentration develop data analytic, financial modeling, and effective communication skills. Emphases include Bloomberg terminal use and practice of Microsoft Excel tools.

This concentration prepares students for careers in financial institutions, markets, and services, including positions as financial analyst, financial broker, wealth management advisor, trader, sales person, banker, among others. The concentration also provides background preparation for students who will pursue graduate study.

Key prerequisite courses include Financial Accounting (ACCT 100), Principles of Macroeconomics (ECON 112), Corporation Finance (FINC 231), and Introduction to Spreadsheet Applications (INTD 107). The concentration is designed to be completed during the junior and senior years when students may enroll in investment management and an elective during the fall semester, then complete portfolio management and the capstone course corporate financial strategy during the spring semester.

**Course Requirements**

FINC 233	Investment Management	3 s.h.
<i>(Prerequisite(s): ACCT 100 or (ACCT 11E and ACCT 101) or (ACCT 11E and 12E); and ECON (ECON 112 or ECON 110) with a grade of "C" or better; STAT 101 or PSYC 110; and INTD 107 or CSCI 100 and a major in PACC, BSEC, ECON or a minor in BUS.)</i>		
FINC 331	Corporate Financial Strategy*	3 s.h.
<i>(Prerequisite(s): JrS; ACCT 100 or (ACCT 11E and ACCT 101 ) or (ACCT 11E and ACCT 12E), ECON 112, FINC 231 all with a grade of "C" or better; STAT 101, (INTD 107 or CSCI 100); and a major in PACC, BSEC, or ECON)</i>		
FINC 333	Portfolio Management	3 s.h.
<i>(Prerequisite(s): JrS, FINC 233 with a grade of "C" or better and a major in PACC, BSEC, or ECON.)</i>		

Select one of the following: 3 s.h.

FINC 300-394 Any 300 level finance elective (except FINC 331 and FINC 333)

ECON 335 International Finance (Prerequisite(s): ECON 212 and JrS)

**TOTAL 12 s.h.**

The prerequisites are in parentheses.

\* Must be taken in residence.



<b>Business Economics Major with Finance Concentration (Current)</b>		<b>Business Economics Major with Finance Concentration (Proposed)</b>	
<b>Graduation Requirements</b>		<b>Graduation Requirements</b>	
120 s.h.		120 s.h.	
At least 60 s.h. of liberal arts credit		At least 60 s.h. of liberal arts credit	
At least 48 s.h. of upper division credit		At least 48 s.h. of upper division credit	
Maximum of 75 s.h. of coursework in the Department with no more than 60 s.h. in any one discipline		Maximum of 75 s.h. of coursework in the Department with no more than 60 s.h. in any one discipline	
<b>General Education</b>	<b>Credits</b>	<b>General Education</b>	<b>Credits</b>
Courses must be completed in 7 of 10 SUNY General Education areas, 2 of which must be Mathematics and Basic Communications, and a minimum of 30 s.h. of approved general education coursework must be completed	30	Courses must be completed in 7 of 10 SUNY General Education areas, 2 of which must be Mathematics and Basic Communications, and a minimum of 30 s.h. of approved general education coursework must be completed	30
<b>Required Courses with the Major</b>	<b>Credits</b>	<b>Required Courses with the Major</b>	<b>Credits</b>
ACCT 100: Financial Accounting	3	ACCT 100: Financial Accounting	3
ACCT 122: Managerial Accounting	3	ACCT 122: Managerial Accounting	3
ECON 111: Principles of Microeconomics	3	ECON 111: Principles of Microeconomics	3
ECON 112: Principles of Macroeconomics	3	ECON 112: Principles of Macroeconomics	3
ECON 211: Intermediate Microeconomic Theory	3	ECON 211: Intermediate Microeconomic Theory	3
ECON 212: Intermediate Macroeconomic Theory	3	ECON 212: Intermediate Macroeconomic Theory	3
FINC 231: Corporation Finance	3	FINC 231: Corporation Finance	3
LAW 222: Business Law	3	LAW 222: Business Law	3
MGMT 241: Fundamentals of Management	3	MGMT 241: Fundamentals of Management	3
MGMT 343: Organizational Behavior	3	MGMT 343: Organizational Behavior	3
MGMT 345: Strategic Management	3	MGMT 345: Strategic Management	3
MGMT 353: Production and operations Management	3	MGMT 353: Production and operations Management	3
MIS 351: Management Information Systems	3	MIS 351: Management Information Systems	3
MKTG 261: Fundamentals of Marketing	3	MKTG 261: Fundamentals of Marketing	3
<b>Required Work Total Credits</b>	<b>42</b>	<b>Required Work Total Credits</b>	<b>42</b>
<b>Courses in Related Areas</b>		<b>Courses in Related Areas</b>	
STAT 101: Introduction to Statistics	3	STAT 101: Introduction to Statistics	3
MATH 105: Pre-Calculus, or MATH 223: Calculus I	3-4	MATH 105: Pre-Calculus, or MATH 223: Calculus I	3-4
INTD 106: Fundamentals of Word Processing, INTD 107: Introduction to Spreadsheet Applications, INTD 108: Introduction to Database Applications, or CSCI 100: Introduction to Computing Technology	3	INTD 106: Fundamentals of Word Processing, INTD 107: Introduction to Spreadsheet Applications, INTD 108: Introduction to Database Applications, or CSCI 100: Introduction to Computing Technology	3
COMP 100: Composition	3	COMP 100: Composition	3
COMM 100: Introduction to Communication, COMM 110: Public Speaking, or COMM 225: Argumentation, or COMM 227: Small Group Communication	3	COMM 100: Introduction to Communication, COMM 110: Public Speaking, or COMM 225: Argumentation, or COMM 227: Small Group Communication	3
<b>Related Work Total Credits</b>	<b>15-16</b>	<b>Related Work Total Credits</b>	<b>15-16</b>
<b>Finance Concentration</b>		<b>Finance Concentration</b>	
FINC 233: Investment Management	3	FINC 233: Investment Management	3
ECON 390: Senior Seminar in Economics*	3	FINC 331: Corporate and Financial Strategy*	3
Select one of the following: FINC 333: Portfolio Management	3	FINC 333: Portfolio Management	3

ECON 335: International Finance			
Select one of the following:**		Select one of the following:	
ACCT 311: Intermediate Accounting I ECON 331: Money and Banking ECON 373: Econometrics FINC 30E: 300-level Finance elective	3	ECON 335: International Finance FINC 30E: 300-level Finance elective	3
* Must be taken in residence ** Students can complete the concentration by taking both FINC 333 and ECON 335		* Must be taken in residence	
<b>Concentration Work Total Credits</b>	12	<b>Concentration Work Total Credits</b>	12
<b>Business Economics with Finance Concentration – Total Credits</b>	69-70	<b>Business Economics with Finance Concentration – Total Credits</b>	69-70
Electives		Electives	
<b>Electives Total Credits (minimum)</b>	20-21	<b>Electives Total Credits (minimum)</b>	20-21
<b>Total Credits</b>	120	<b>Total Credits</b>	120

Economics, Finance and Accounting Department  
4-year Map Program Name: Business Economics, Finance Concentration  
Degree Award: BS

<b>SEMESTER 1</b>
ECON 111
CSCI 100 or INTD 106, 107 &108
COMP 100
<b>SEMESTER 2</b>
ECON 112
MATH 105 or 223
<b>SEMESTER 3</b>
ACCT 100
COMM 100 or 110 or 225 or 227
STAT 101
<b>SEMESTER 4</b>
ACCT 122
MGMT 241
MKTG 261
<b>SEMESTER 5</b>
ECON 211
FINC 231
<b>SEMESTER 6</b>
ECON 212
LAW 222
FINC 233
<b>SEMESTER 7</b>
MGMT 343
MGMT 353
ECON 335
<b>SEMESTER 8</b>
MIS 351
MGMT 345
FINC 331
FINC 333