Code # BU03

**New/Special Course Proposal-Bulletin Change Transmittal Form**

☒ **Undergraduate Curriculum Council** - Print 1 copy for signatures and save 1 electronic copy.

☐ **Graduate Council** - Print 1 copy for signatures and send 1 electronic copy to mmcginnis@astate.edu

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| ☒**New Course or** ☐ **Special Course (Check one box)***Please complete the following and attach a copy of the catalogue page(s) showing what changes are necessary.*  |

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| \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Enter date…**Department Curriculum Committee Chair** | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Enter date…**COPE Chair (if applicable)** |
| \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Enter date…**Department Chair:**  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Enter date…**General Education Committee Chair (If applicable)**   |
| \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Enter date…**College Curriculum Committee Chair** | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Enter date…**Undergraduate Curriculum Council Chair** |
| \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Enter date…**College Dean** | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Enter date…**Graduate Curriculum Committee Chair** |
|  | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Enter date…**Vice Chancellor for Academic Affairs** |

1. Proposed Course Prefix and Number (For variable credit courses, indicate variable range.)

FIN 4013

2. Course Title – if title is more than 30 characters (including spaces), provide short title to be used on transcripts. Title cannot have any symbols (e.g. slash, colon, semi-colon, apostrophe, dash, and parenthesis). Please indicate if this course will have variable titles (e.g. independent study, thesis, special topics).

Financial Wealth Management

3. Will this course be lecture only, lab only, lecture and lab, activity, dissertation, experiential learning, independent study, internship, performance, practicum, recitation, seminar, special problems, special topics, studio problems, student exchange, occupational learning credit, or course for fee purpose only (e.g. an exam)? Please choose one.

Lecture Only

4. What is the grade type (i.e. standard letter, credit/no credit, pass/fail, no grade, developmental)?

Standard Letter

5. Is this course dual listed (undergraduate/graduate)?

No, just undergraduate

6. Is this course cross listed? (If it is, all course entries must be identical including course descriptions. It is important to check the course description of an existing course when adding a new cross listed course.)

No

7. Brief course description (40 words or fewer) as it should appear in the bulletin.

Course applies financial planning topics to realistic scenarios and case studies involving personal and small business financial planning.

8. Indicate all prerequisites and if this course is restricted to a specific major, which major. (If a student does not have the prerequisites or does not have the appropriate major, the student will not be allowed to register).

a. Are there any prerequisites?

FIN 2013 or FIN4723. Co-Requisite or Pre-Requisite includes: ACCT 4013, LAW 4043, and ACCT 4163

b. Why?

Introductory knowledge levels of investments and / or personal finance is necessary to understand financial planning. Estate Planning, Business Organizational Law, and Tax knowledge is essential in completing financial plans for businesses and individuals

9. Course frequency(e.g. Fall, Spring, Summer). Not applicable to Graduate courses.

Spring

10. Contact Person (Name, Email Address, Phone Number)

Dr. Philip Tew, ptew@astate.edu , 870-972-3742

11. Proposed Starting Term/Year

Spring, 2015

12. Is this course in support of a new program? Yes

If yes, what program?

Minor in “Financial Wealth Management”

13. Does this course replace a course being deleted? No

If yes, what course?

N/A

Has this course number been used in the past? No

*Submit Course Deletion Proposal-Bulletin Change Transmittal Form.*

14. Does this course affect another program? No

If yes, provide contact information from the Dean, Department Head, and/or Program Director whose area this affects.

Enter text...

15. Justification should include:

a. Academic rationale and goals for the course (skills or level of knowledge students can be expected to attain)

Upon completion of this course, students should be able to provide financial advising expertise to clients with differing goals and starting points in their financial outlooks.

b. How does the course fit with the mission established by the department for the curriculum? If course is mandated by an accrediting or certifying agency, include the directive.

This course will allow students to develop skills necessary to interact with global leaders and entrepreneurs in a way that benefits both the student and their client.

c. Student population served.

Students majoring in Finance or Accounting which in their career will be involved in advising clients in regards to financial matters.

d. Rationale for the level of the course (lower, upper, or graduate).

As an upper level course, students will have needed to complete the basics of investments, and be currently taking tax, estate planning and business organization law so as to be able to draw knowledge from all of these sources as well as general education received to determine proper financial planning techniques for individuals and small businesses.

16. Outline (The course outline should be topical by weeks and should be sufficient in detail to allow for judgment of the content of the course.)

Week 1 - Overview of the general concept of Wealth Management and of the primary Financial Statements. Chapter 1

Week 2 - Ethical Issues in Wealth Management – Discussion of the Fiduciary Standards set forth by the industry and applicable federal and state law that governs wealth managers. Chapter 2

Week 3 - Client Goals / Constraints – Discussion of determination of financial, legal, time, and moral goals and constraints of clients or individuals seeking wealth management expertise. Initial discussion of project relating to individual wealth management plan. Chapter 3

Week 4 – Risk Analysis - Analysis of idiosyncratic and systematic risk of individual assets, as well as the risk associated with portfolios of assets. Chapter 4

Week 5 – Risk Analysis continued. Use of case studies

Week 6 – Investment Theory - Discussion and Analysis of different financial and real asset investment options, as well as contractual investment options. Chapter 6

Week 7 – Midterm Exam

Week 7 - Asset Allocation – Analysis of matching client needs and constraints (timing and economic) with proper asset classes (financial, real, future contracts). Chapter 7

Week 8 – Asset Allocation continued. Use of Case Studies.

Week 9 - Portfolio Optimization – Use of metrics to determine the ways to maximize profitability given a set risk preference. Chapter 8

Week 10 - Tax Issues – Discussion of tax issues that impact portfolio decisions Chapter 9

Week 11 - Small Business Wealth Planning – Discussion and analysis of protection and continuity of assets which are primarily located within a privately held business. Chapter 10

Week 12 - Retirement Planning – Analysis of individual’s needs and wants upon retirement, current financial position, and the path to which the client must follow to achieve retirement goals. Chapter 11

Week 13 - Discussion of active and passive management techniques as it relates to the complete portfolio. Chapter 12

Week 14 - Performance Measures – Analysis of metrics to be used to measure risk, return, and efficiency of assets, portfolios, and portfolio managers

Week 15 – Final Exam

17. Course requirements (e.g. research papers, projects, interviews, tests, etc.)

The course will involve two (2) major research projects: the development of a complete financial plan for a family in a “real-world” scenario, as well as development of a business plan for a small business. In addition, the students will be assessed by exams, and computer model developments.

18. Special features (e.g. labs, exhibits, site visitations, etc.)

N/A

19. Department staffing and classroom/lab resources (Will this require additional faculty, supplies, etc.?)

This will not require additional faculty

20. What is the primary intended learning goal for students enrolled in this course?

The primary learning goal is for students to be able to use a variety of resources to determine what financial plan best meets the expectations and wants of their individual and small business clients.

21. Reading and writing requirements:

a. Name of book, author, edition, company and year

The New Wealth Management: The Financial Advisor’s Guide to Managing and Investing Client Assets by Evensky, Horan, Robinson, and Ibbotson. Wiley Publishing 2013.

b. Number of pages of reading required per week: 20-30

c. Number of pages of writing required over the course of the semester: 50-60

22. High-Impact Activities (Check all that apply)

☒Collaborative assignments

☐Research with a faculty member

☐Diversity/Global learning experience

☐Service learning or community learning

☐Study abroad

☐Internship

☒Capstone or senior culminating experience

☐Other Explain: Enter text...

23. Considering the indicated primary goal (in Box #20), provide up to three outcomes that you expect of students after completion of this course.

**Outcome #1:** (For example, what will students who meet this goal know or be able to do as a result of this course?)

Ability to create a personal financial plan for individuals or families, and present the findings of the plan in a clear manner to a potential “client”.

Learning Activity:(For example, what instructional processes do you plan to use to help students reach this outcome?)

Use of case-studies to develop the requisite skills needed to develop a personal financial plan.

Assessment Tool: (For example, what will students demonstrate, represent, or produce to provide evidence of their learning?)

Students will produce a personal financial plan for a family or individual which will take into account different goals, objectives, constraints, and timing issues for that family or individual.

*(Repeat if needed for additional outcomes 2 and 3)*

**Outcome #2:**

Ability to create from start to completion a complete business plan for a new start-up small business

Learning Activity:

Use of problems, lectures, and case studies to determine the issues facing small businesses that must be addressed accurately in their business plans

Assessment Tool:

Students will produce a complete business plan for a new “start-up” small business.

**Outcome #3**:

Ability to accurately, concisely, and fully communicate orally to potential clients the projected information regarding their financial plan for the future.

Learning Activity:

A series of case studies will be utilized coupled with lectures to explain proper communication skills.

Assessment Tool:

Students will present to professor and non-professor faculty and industry members an oral assessment of the issues and proposed solutions of the individual and personal financial plan.

24. Please indicate the extent to which this course addresses university-level student learning outcomes:

* 1. Global Awareness

☐Minimally
☒Indirectly
☐Directly

* 1. Thinking Critically

☐Minimally
☐Indirectly
☒Directly

* 1. Using Technology

☐Minimally
☐Indirectly
☒Directly

**From the most current electronic version of the bulletin, copy all bulletin pages that this proposal affects and paste it to the end of this proposal.**

**To copy from the bulletin:**

1. Minimize this form.
2. Go to <http://registrar.astate.edu/bulletin.htm> and choose either undergraduate or graduate.
3. This will take you to a list of the bulletins by year, please open the most current bulletin.
4. Find the page(s) you wish to copy, click on the “select” button and highlight the pages you want to copy.
5. Right-click on the highlighted area.
6. Click on “copy”.
7. Minimize the bulletin and maximize this page.
8. Right-click immediately below this area and choose “paste”.
9. For additions to the bulletin, please change font color and make the font size larger than the surrounding text. Make it noticeable.
10. For deletions, strike through the text, change the font color, and enlarge the font size. Make it noticeable.

Finance (FIN)

FIN 3713.

Business Finance

Legal forms of American business organization, policies, meth

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ods, and institutions involved in financing business. The principles of financial management will

be studied with emphasis on the corporation, including cash flows, securities, financial structures,

expansion, and acquisitions. Prerequisite, ACCT 2133 or 2023. Fall, Spring, Summer.

FIN 3733.

Personal Finance

Concerned with management of the personal financial resources

of the individual and the family. Provides guidance for consumer purchasing and credit, personal

insurance, taxation, investing, estate planning, and social security. Designed for non-business

majors, course counts only as a free elective, except where required in major

. Demand.

FIN 3763.

Financial Institutions and Markets

An in depth study of financial institutions such

as banks, savings and loans, insurance companies and financial markets. Primary emphasis will

be on depository institutions. Prerequisite, FIN 3713. Fall, Spring.

FIN 3773.

Financial Risk Management

An in depth study of financial risks facing banks, such

risks as those arising from fixed income and foreign exchange investments will be covered. Fall.

FIN 3813.

International Financial Management and Banking

Study of financial concepts

and issues in banking as they relate to business decisions in a global economy

. Demand.

FIN 4013.

FINANCIAL WEALTH MANAGEMENT

Course applies financial planning topics to realistic scenarios and case studies involving personal and small business financial planning. Prerequisite, FIN 2013 or 4723. Co-Requisite or Pre-Requisite, ACCT 4013, ACCT 4163, and LAW 4043

FIN 4293.

New Venture Financing

Introduction to the dynamic challenges facing new busi

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ness ventures in securing financial backing to support growth and development. Venture capital,

internally generated funding and external sources of funding will be discussed along with debt and

equity financing. Demand.

FIN 4723.

Investments

Security investment, the tools of investment analysis, the formulation

of investment policy and the role of the individual investor in the economy. Prerequisite, FIN 3713.

Fall, Spring.

FIN 4743.

Managerial Finance

Emphasis on principles and tools for analysis and decision

making in working capital management. Studies include cash flow forecasting, inventory model

applications, sources and uses of funds analysis, trade credit policies, and techniques of short and

intermediate term sales forecasting. Prerequisite, FIN 3713. Spring.

FIN 4753.

Capital

Management

Analysis of the management aspects relating to the inflows

and outflows of permanent capital in business enterprises. Examines the management of long-term

assets, long-term credit, equity and internal financing. Corporate expansion including mergers,

acquisitions, corporate reorganization, and bankruptcies. Prerequisite: FIN 3713. Fall, Spring.

FIN 4763.

Bank Management

Principles used in the management of commercial banks, relat

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ing to loans, credit analysis, security portfolios, analysis and interpretations of Federal Reserve

regulations and publications. Prerequisite, FIN 3713. Fall.

FIN 4773.

Advanced Bank Management

Applications of financial management techniques to

ban management decisions through experiential learning opportunities. Computer based analysis,

simulations, and written and oral presentations. Prerequisite, FIN 4763. Spring