

FINANCE

What can I do with this degree?

AREAS	EMPLOYERS	PREPARATION
<p>CORPORATE AND PUBLIC FINANCE</p> <ul style="list-style-type: none"> • Financial Analysis • Cash Management • Credit Management • Budget Analysis • Investment Management • Investor Relations • Financial Reporting • Payroll • Benefits • Real Estate • Risk Management 	<ul style="list-style-type: none"> • Private businesses of all sizes and types • State and local government entities • Federal agencies including: <ul style="list-style-type: none"> • Internal Revenue Service • Treasury Department • Schools and universities • Non-profit organizations • Foundations • Hospitals 	<ul style="list-style-type: none"> ❖ Complete a related internship. ❖ Develop strong computer skills, including spreadsheets, databases, and presentation software. ❖ Sharp analytical skills are crucial in this industry. ❖ Earn an MBA to reach the highest levels of corporate finance.
<p>BANKING</p> <ul style="list-style-type: none"> • Corporate Credit Analysis • Commercial Lending • Trust Management • Capital Services and Mergers & Acquisitions • Mortgage Loans • Originations and Packaging • Branch Management • Operations • Cash Management • Credit Scoring and Risk Management • Private Banking 	<ul style="list-style-type: none"> • Commercial banks • Credit unions • Savings and loan associations • Savings banks • Mortgage banks • Captive finance companies • Regulatory agencies including: <ul style="list-style-type: none"> • Federal Reserve, FDIC, OCC, OTS 	<ul style="list-style-type: none"> ❖ Develop a solid background in business including marketing and accounting. ❖ Get experience through part-time, summer or internship positions in a financial service firm. ❖ Develop strong interpersonal and communication skills in order to work well with a diverse clientele.
<p>INSURANCE</p> <ul style="list-style-type: none"> • Claims Analysis • Underwriting • Risk Management • Sales • Actuarial Science • Loss Control 	<ul style="list-style-type: none"> • Life insurance firms • Property and casualty insurance firms • Commercial banks • Savings banks 	<ul style="list-style-type: none"> ❖ Complete an internship with an insurance agency. ❖ Talk to professionals in the industry to learn more about claims, underwriting, and risk management. ❖ Many good, entry-level positions exist in these areas. ❖ Initiative and sales ability are necessary to be a successful agent or broker. ❖ Develop strong communication skills, as many positions require interaction with others and the ability to explain information clearly and concisely. ❖ Take additional statistics classes to prepare for a career in actuarial science. Prepare to take the first in a series of actuarial examinations.

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PERSONAL FINANCIAL PLANNING <ul style="list-style-type: none"> • Sales • Customer Service • Operations • Portfolio Management 	<ul style="list-style-type: none"> • Brokerage firms • Trust companies • Financial partnerships • Multi-line insurance firms • Sole practitioners 	<ul style="list-style-type: none"> ❖ Gain experience in sales. ❖ Must be highly motivated and entrepreneurial. ❖ Research how one obtains the Certified Financial Planner (CFP) designation. ❖ Develop a solid personal network.
REAL ESTATE <ul style="list-style-type: none"> • Residential Brokerage • Commercial Sales • Appraisals • Property Management • Real Estate Portfolio Management 	<ul style="list-style-type: none"> • Real estate brokers • Commercial banks • Appraisal firms • Apartment and condominium complexes • Real estate investment trusts • Mutual funds 	<ul style="list-style-type: none"> ❖ Obtain sales experience through part-time, summer or internship positions. ❖ Research how to become a real estate broker through the National Association of Realtors. ❖ Develop an entrepreneurial spirit. ❖ Research apprenticeships in appraisal.
STRATEGIES		LINKS
<ul style="list-style-type: none"> • Quantitative skills are extremely important. Take additional courses in math, statistics, and accounting. • Many positions in finance require the ability to analyze and interpret data. • Develop strong interpersonal and communication skills. Cultivate an eye for detail. • Gain experience through internships, summer and part-time positions. • Read the Wall Street Journal and other financial news magazines to stay abreast of current events and to learn more about the industry. • Join student professional associations in the field of finance. • Several professional designations and licenses, e.g. Chartered Financial Analyst or Certified Financial Planner, are available to finance professionals working in a particular area. Earning these designations may help one obtain advanced positions. 		<p><u>Information for Accounting, Finance and H.R. Students</u></p> <p><u>Insurance Information Institute</u></p> <p><u>Real Estate Careers</u></p> <p><u>Financial News</u></p> <p><u>Budget Analyst from the Occupational Outlook Handbook</u></p> <p><u>Financial Managers from the Occupational Outlook Handbook</u></p> <p><u>Loan Officers from the Occupational Outlook Handbook</u></p> <p><u>Real Estate Brokers and Sales Agents from the Occupational Outlook</u></p> <p><u>Securities, Commodities, and Financial Services Sales Agents</u></p>