

FINANCE AND BUSINESS LAW (FNBSLW)

Courses

FNBSLW 101 PERSONAL FINANCE 3 Units

This course is an introduction to personal finance and consumer education. It includes such topics as: personal and household resources; utilizing sources of consumer information and protection; handling the continuous decisions encountered with personal finance relative to goals; financial analysis; understanding insurance, income taxes, banking & borrowing (credit management); housing operation; and saving & investing.

FNBSLW 341 BUSINESS AND COMMERCIAL LAW 3 Units

An introduction to business and the law. Includes topics such as legal systems, court procedure, business torts and crimes, contracts and related areas of the Uniform Commercial Code, government regulation of business, and the ethical and legal rights and duties of individuals and businesses in our society.

PREREQ: MINIMUM JUNIOR STANDING AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 342 ADVANCED BUSINESS AND COMMERCIAL LAW 3 Units

This course provides an advanced study of the law for business or pre-law students, including an examination of the Uniform Commercial Code and the Law of Sales, Negotiable Instruments, Secured Transactions and Documents of Title. This course also includes a study of the Law of Business Entities and Creditor and Debtor Relations.

PREREQ: FNBSLW 341 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 344 BUSINESS FINANCE 3 Units

Problems of financing long-run funds requirements of the business enterprise to include reserve and dividend policies, promotion, expansion, combination of business, planning, planning of capital structure, legal forms of business enterprise.

PREREQ: ACCOUNT 244 AND (ECON 245 OR STAT 342) AND ((COBE MAJOR: 39 CREDITS IN PROGRESS AND 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA)) COREQ: (ECON 202 AND ITSCM 280) OR FINANCE MINOR

FNBSLW 345 INVESTMENTS 3 Units

A study of the various types of investments available, the markets in which they are traded, the techniques used to make sound investment decisions, and the factors which affect those decisions for various types of investors.

PREREQ: FNBSLW 344 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 348 REAL ESTATE 3 Units

Designed to integrate the theory and practice of real estate operations through a discussion of the following areas: Urban structure and urban growth, the urban economy, appraisal analysis, property development and real estate investments analysis.

PREREQ: ACCOUNT 244 AND ECON 245 AND ITSCM 280 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 360 FINANCIAL MARKETS AND INSTITUTIONS 3 Units

Survey of the workings of financial markets and institutions with a focus on the characteristics of financial instruments such as money market securities, debt securities, and equity securities. The class also examines the risks and regulations of the banking industry and other financial intermediaries (focusing on bank management), the determinants and the structure of interest rates, as well as the Federal Reserve's Monetary Policy in response to economic cycles and inflation.

PREREQ: FNBSLW 344 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 370 ENTREPRENEURIAL FINANCIAL MANAGEMENT 3 Units

A detailed study of the financial management problems confronting small business. This course includes topics such as development of financial plans and controls, financing a business, and working capital management.

PREREQ: FNBSLW 344 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 377 INTRODUCTION TO FINTECH 3 Units

FinTech" encompasses innovations in the financial sector driven by technology-enabled business models that transform how financial services are delivered and accessed. This includes disintermediation, the evolution of product and service creation, and addressing challenges related to privacy, regulation, and law enforcement. FinTech also introduces new opportunities for entrepreneurship and inclusive growth.

PREREQ: FNBSLW 344 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 387 SECURITIES INDUSTRY ESSENTIALS 3 Units

This course provides investment instruction in operations, trading, markets and regulation. Content directly mirrors the actual FINRA examination. Primary study topics include Understanding Products and Their Risks; Understanding Trading, Customer Accounts, and Prohibited Activities; Knowledge of Capital Markets; and Overview of Regulatory Framework. At the end of the course material, students will be prepared for the FINRA SIE Examination.

PREREQ: FNBSLW 344 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 401 ESSENTIALS OF FINANCIAL PLANNING *Repeatable* 3 Units

This course serves as an introduction to the occupational area of Financial Planning and surveys the following topics: determining financial objectives, formulating investment objectives, tax planning, insurance planning, and retirement and estate planning.

PREREQ: (COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA) COREQ: (PRIOR COMPLETION OR CONCURRENT ENROLLMENT IN FNBSLW 345) OR FINANCIAL SERVICES SALES CERTIFICATE

FNBSLW 402 ADVANCED RETIREMENT AND FINANCIAL PLANNING 3 Units

This course is an advanced study of the various disciplines in the financial planning industry, specializing in retirement planning for businesses and individuals. Students will further their understanding of the financial services industry through the exploration of the regulatory environment of the practices of financial planning and its integrated disciplines, such as investments and insurance.

PREREQ: FNBSLW 401

FNBSLW 410 MULTINATIONAL BUSINESS FINANCE 3 Units

Application of financial theory to multinational firms. The course includes an investigation of: determinants of international portfolio and direct investment, management of foreign exchange positions, a survey of the international financial environment, multinational credit institutions and markets and taxation.

PREREQ: FNBSLW 344 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 420 BANK MANAGEMENT 3 Units

Commercial banking principles and practices, comprehensively treated with emphasis on operations and administration, bank services, credit analysis, loan and investment policies, profit planning and control.

PREREQ: FNBSLW 344 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 421 BANKING REGULATION AND COMPLIANCE 3 Units

This course will introduce students to U.S. banking law, which has been described as the world's most bizarre, tangled financial regulatory system. Studying this material will give students an understanding of U.S. banking organizations' various, often complex, structures and the substantive regulations that apply to their activities. The material covered in this course will require students to question and shape arguments relating to the past, present, and future of financial regulatory law and policy. Additionally, this course will include various practical elements, such as understanding the multiple sources of banking law and compliance and reviewing specific actions regulators take.

PREREQ: ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA)) OR INSTRUCTOR CONSENT

FNBSLW 422 BANK LENDING AND CREDIT 3 Units

This course is designed to equip students with a solid foundation in commercial lending concepts, preparing them for the Credit Essentials Certificate examination at the end of the semester. This course will guide students through the process of prospecting a commercial business client, understanding the appropriate structure and terms for loan requests, and analyzing key trends in the client's financial data, industry, and management support. Furthermore, the course will provide insights into managing client relationships and identifying key characteristics of problem loans. Emphasis will also be placed on the development of professional written and verbal communication skills.

PREREQ: FNBSLW 344 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 430 FINANCIAL FUTURES AND OPTIONS Repeatable 3 Units

A study of financial futures and options. Course topics will include: characteristics of futures and options contracts, how the markets function, the ways in which the instruments are used and why, option valuation models, the cash-futures basis, and regulation.

PREREQ: FNBSLW 345 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 433 CREDITORS' RIGHTS AND BANKRUPTCY 3 Units

This course introduces the concepts of debtor and creditor rights, secured transactions, debt collection, and bankruptcy. It explores the methods by which creditors can seek satisfaction of debt through judicial process or in a debtor's bankruptcy and the methods by which debtors can seek relief from or discharge of debt.

PREREQ: FNBSLW 341 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 434 REAL ESTATE LAW 3 Units

This course introduces students to the principles of real estate law, with a focus on the rules and regulations governing real estate ownership, transactions, and development, including topics such as the nature of real and personal property, ownership rights and interests in real property, landlord/tenant law, contracts, finance, land use, water, and environmental law.

PREREQ: FNBSLW 341 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 442 ESTATES AND TRUSTS 3 Units

A study of the substantive and procedural laws relating to wills, estates, trusts, guardianships, fiduciaries, estate taxation, retirement, and end-of-life planning.

PREREQ: FNBSLW 341 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 443 EMPLOYMENT LAW 3 Units

This course is an overview of employment law and ethical issues involving employer-employee relationships. It includes topics such as the evolving rights, duties, and responsibilities that employees and employers have toward each other and the public; labor-management law and relations; occupational safety and health; hiring, employment contracts, accommodation, leave, and termination.

PREREQ: FNBSLW 341 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 444 CORPORATE FINANCIAL MANAGEMENT DECISIONS 3 Units

An advanced study of the requirements for and sources of funds in the business organizations. The course deals with both long and short-term aspects of finance with emphasis placed on analysis and decision making.

PREREQ: SENIOR STANDING AND FNBSLW 345 AND (B- OR BETTER IN FNBSLW 344) AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 446 INSURANCE 3 Units

Principles of risk and insurance and their applications to business management and personal affairs. Analysis of concepts and methods of handling risks; insurance carriers and contracts; survey of policies for fire insurance, business interruption, liability, automobile, life and health.

PREREQ: MINIMUM JUNIOR STANDING AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 455 CORPORATE GOVERNANCE AND ADMINISTRATIVE LAW 3 Units

Every business activity is affected by the issues of corporate governance and administrative law. This course will examine how modern corporations are governed and to whom they are responsible. The course explores business, financial, political, ethical, and legal issues affecting systems by which corporations are directed and controlled. Students will examine the nature of the corporation, the basic theory of the firm, the internal and external architecture of corporate governance, the role of regulatory authorities, models of corporate governance, principal-agent theory within the corporate context, as well as corporate culture, corruption, management and board compensation, sustainability, and conceptions of social responsibility.

PREREQ: FNBSLW 341 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 456 SECURITY ANALYSIS 3 Units

A detailed examination of the various classes of securities available for investors, and the development of techniques used to reach dependable conclusions as to the safety and attractiveness of a given security at the current market price or at some assumed price.

PREREQ: SENIOR STANDING AND FNBSLW 345 AND (B- OR BETTER IN FNBSLW 344) AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 457 REAL ESTATE DEVELOPMENT 3 Units

A course covering all phases of the site selection, development, marketing, and business organization. The course deals with both long and short-term leasing, financing, appraising, development of industrial parks, rehabilitation, investment in, management of, zoning and tax factors of industrial and corporate real estate.

PREREQ: FNBSLW 348 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 458 REAL ESTATE INVESTMENTS 3 Units

Examination of investment principles and tax considerations as they apply to real estate, specifically apartment houses, shopping centers, office buildings, urban development and vacant land.

PREREQ: FNBSLW 348 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 460 ADVANCED PROPERTY AND CASUALTY INSURANCE 3 Units

Consideration of advanced topics in property and casualty insurance. Among items covered are direct and indirect property coverages, inland marine insurance, liability coverage including its legal foundations, workmen's compensation, the general liability contract, crime coverages, surety and fidelity bonding and insurance regulation.

PREREQ: (COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA) COREQ: PRIOR COMPLETION OR CONCURRENT ENROLLMENT IN FNBSLW 446

FNBSLW 464 ADVANCED LIFE AND HEALTH INSURANCE AND PENSIONS 3 Units

Consideration of advanced topics in life and health insurance. Among topics covered are principles underlying life insurance, individual life insurance contracts, business uses of life insurance, fixed and variable annuities, individual health coverages, group insurance principles and uses and pensions.

PREREQ: (COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA) COREQ: PRIOR COMPLETION OR CONCURRENT ENROLLMENT IN FNBSLW 446

FNBSLW 472 FINANCIAL ANALYSIS WITH BLOOMBERG, FACTSET AND WALL STREET PREP 3 Units

The purpose of this course is to provide students with hands-on experience using the two primary data platforms used by the investment industry, Bloomberg and FactSet data services. Students will also complete Wall Street Prep's financial and valuation modeling training program as part of the course. While acquiring proficiency in the use of these premium services, students will learn the basics of sound financial statement modeling and investment analysis.

PREREQ: FNBSLW 345 AND ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA))

FNBSLW 484 APPLIED INVESTMENTS *Repeatable* 3 Units

Students will gain hands-on experience by managing a real portfolio of securities. After developing a group investment philosophy, they will analyze the current holdings, investigate other alternatives, and make buy and sell decisions as a group. Presentations of the students' research will be made to an advisory board made up of faculty and investment professionals.

PREREQ: ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 60 CREDITS AND 2.00 CUMULATIVE GPA)) AND DEPARTMENT CONSENT COREQ: PRIOR COMPLETION OR CONCURRENT ENROLLMENT IN FNBSLW 456

FNBSLW 490 WORKSHOP *Repeatable* 1-3 Units

Variable topics. Group activity oriented presentations emphasizing 'hands on' and participatory instructional techniques. Repeatable PREREQ: ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 2.00 CUMULATIVE GPA))

FNBSLW 491 TRAVEL STUDY *Repeatable* 1-3 Units

Variable topics. Faculty-led courses abroad.

PREREQ: JUNIOR STATUS, ADMISSION TO THE UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION

FNBSLW 493 INTERNSHIP *Repeatable* 1-3 Units

This is an opportunity for a finance student to gain practical experience in a business before graduation. The experience will supplement the students' academic work in preparation for a career in business. Repeatable for a maximum of 3 credits in the major. Department Consent required.

PREREQ: JR STATUS FINANCE, FINANCIAL PLANNING, INSURANCE, OR REAL ESTATE MAJOR, ADMISSION TO UPPER DIVISION BUSINESS COURSES 2.50 FOR BUSINESS MAJORS OR 60 CREDITS 2.00 FOR MINORS/NON-BUSINESS MAJORS WHICH THIS COURSE IS AN OPTION.

FNBSLW 496 SPECIAL STUDIES *Repeatable* 1-3 Units

Variable topics. Group activity. Not offered regularly in the curriculum but offered on topics selected on the basis of timeliness, need, and interest, and generally in the format of regularly scheduled Catalog offerings. Repeatable for a maximum of 3 credits in the major or 6 credits in the degree.

PREREQ: SENIOR STATUS, CONSENT OF DEPARTMENT CHAIR.
ADMISSION TO UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 UNITS AND 2.00 FOR MINORS/NON-BUSINESS MAJORS FOR WHOM THIS COURSE IS AN OPTION

FNBSLW 497 EXCHANGE STUDY *Repeatable* 1-12 Units

Variable topics. Repeatable to a maximum of 15 credits.

PREREQ: ((COBE MAJOR: 2.50 CUMULATIVE GPA) OR (NON-COBE MAJOR/MINOR/COBE MINOR: 2.00 CUMULATIVE GPA)) AND INSTRUCTOR CONSENT

FNBSLW 498 INDEPENDENT STUDY *Repeatable* 1-3 Units

Study of a selected topic or topics under the direction of a faculty member. Repeatable.

PREREQ: JUNIOR STATUS, ADMISSION TO THE UPPER DIVISION AND 2.50 COMBINED CUMULATIVE GPA FOR BUSINESS MAJORS OR 60 CREDITS AND 2.00 COMBINED CUMULATIVE GPA FOR MINORS/NON-BUSINESS MAJORS FOR WHICH THIS COURSE IS AN OPTION