

## ***Possible careers paths for Finance majors***

### **• Private equity**

- Private equity generally refers to investing in privately owned firms. Companies involved in private equity may invest in early stage or mid-stage start up companies. This type of investing is sometimes called angel financing or venture capital. Private equity firms may also buy-out established firms in what are called leveraged buyouts (LBOs).
- If you are considering a career in private equity, we suggest the following courses:

- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:603 Investment Analysis and Management
- 22:390:604 Financial Institutions and Markets

### **At least two of the following:**

- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:611 Analysis of Fixed Income Securities
- 22:390:613 Financial Statement Analysis
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management

### **Other courses that may interest you beyond your career path:**

- 22:390:605 Advanced Financial Management
- 22:390:612 Small Business Finance
- 22:390:654 Special Topics: Investment Banking
- 22:390:664 Special Topics: Mergers and Acquisitions

### **Online resources available:**

- Buyouts [www.buyoutsnewsletter.com/](http://www.buyoutsnewsletter.com/)
- European Venture Capital Association [www.evca.com/](http://www.evca.com/)
- Investor Dealers Digest [www.iddmagazine.com/](http://www.iddmagazine.com/)
- Institutional Investor [www.institutionalinvestor.com/default.asp](http://www.institutionalinvestor.com/default.asp)
- National Venture Capital Association [www.nvca.org](http://www.nvca.org)
- Private Equity Analyst [privateequity.dowjones.com/](http://privateequity.dowjones.com/)
- Private Equity Week [www.privateequityweek.com/](http://www.privateequityweek.com/)
- Small Business Investment Companies [www.nasbic.org](http://www.nasbic.org)
- The Vault.com [www.vault.com/](http://www.vault.com/)
- Venture Capital Institute [www.vcinstitute.org/](http://www.vcinstitute.org/)

## ***Possible careers paths for Finance majors***

- Venture One [www.ventureone.com](http://www.ventureone.com)
- Venture Reporter [www.venturereporter.net/](http://www.venturereporter.net/)
- Venture Wire [www.venturecapital.dowjones.com/](http://www.venturecapital.dowjones.com/)
- Kholberg Kravis & Roberts [www.kkr.com](http://www.kkr.com)
- The Blackstone Group [www.blackstone.com](http://www.blackstone.com)
- Texas Pacific Group [www.texaspacificgroup.com](http://www.texaspacificgroup.com)

## ***Possible careers paths for Finance majors***

- **Hedge fund management**

- At one time hedge funds were so named because they engaged in strategies to reduce the risk of investments. Today the term hedge fund refers to any unregulated investment fund (mutual funds are the regulated cousins of hedge funds). The size of these funds can be anywhere from \$1 million in assets under management to well over \$1 billion. As a hedge fund manager you will decide on what proportion of your funds assets to place in different classes of securities (cash, bonds, stocks, domestic versus foreign) or you may “bet” on the direction of interest rates or an industry.
- If you are considering a career in Hedge fund management, we suggest the following courses:

- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:603 Investment Analysis and Management
- 22:390:604 Financial Institutions and Markets

### **At least two of the following**

- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:611 Analysis of Fixed Income Securities
- 22:390:613 Financial Statement Analysis
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management

### **Other courses that may interest you beyond your career path:**

- 22:390:605 Advanced Financial Management
- 22:390:612 Small Business Finance
- 22:390:656 Special Topics: Finance and Technology
- 22:390:654 Special Topics: Investment Banking
- 22:390:664 Special Topics: Mergers and Acquisitions

### **Online resources available:**

- Buyouts [www.buyoutsnewsletter.com/](http://www.buyoutsnewsletter.com/)
- Hedge Fund Information Portal [www.hedgeco.net/](http://www.hedgeco.net/)
- Hedge Fund Conferences [www.hedgefundconferences.com/](http://www.hedgefundconferences.com/)
- Investor Dealers Digest [www.iddmagazine.com/](http://www.iddmagazine.com/)
- Institutional Investor [www.institutionalinvestor.com/default.asp](http://www.institutionalinvestor.com/default.asp)

## ***Possible careers paths for Finance majors***

- The Vault.com [www.vault.com/](http://www.vault.com/)
- Hedgefund.Net [www.hedgefund.net](http://www.hedgefund.net)
- Wikipedia Hedge Fund article [www.en.wikipedia.org/wiki/Hedge\\_fund](http://www.en.wikipedia.org/wiki/Hedge_fund)

## ***Possible careers paths for Finance majors***

- **Commercial Lending**

- Loan officers are responsible for lending money to businesses and individuals. Your office may be in a local bank, or you may have responsibility for all loans to a particular region of the world or an industry.
- If you are considering a career in Commercial Lending, we suggest the following courses:

- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:604 Financial Institutions and Markets
- 22:390:605 Advanced Financial Management

**At least two of the following:**

- 22:390:612 Small Business Finance
- 22:390:613 Financial Statement Analysis
- 22:390:612 Small Business Finance
- 22:390:656 Special Topics: Finance and Technology
- 22:390:611 Analysis of Fixed Income Securities

**Other courses that may interest you beyond your career path:**

- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 
- 22:390:613 Financial Statement Analysis
- 22:390:654 Special Topics: Investment Banking
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management
- 22:390:664 Special Topics: Mergers and Acquisitions

**Online resources available:**

- The American Banker [www.americanbanker.com](http://www.americanbanker.com)
- American Banking Assoc. [www.aba.com](http://www.aba.com)
- The Vault [www.vault.com/](http://www.vault.com/)

## ***Possible careers paths for Finance majors***

### **• Corporate Treasury Management**

- Treasury management refers to the management of a firm's holdings in and trading in government and corporate bonds, currencies, financial futures, options and derivatives, and the financial risk associated with these holdings. Banks and large corporations all have treasury management areas.
- If you are considering a career in Treasury Management, we suggest the following courses:

- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:603 Investment Analysis and Management
- 22:390:604 Financial Institutions and Markets

#### **At least two of the following:**

- 22:390:603 Investment Analysis and Management
- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:656 Special Topics: Finance and Technology
- 22:390:611 Analysis of Fixed Income Securities

#### **Other courses that may interest you beyond your career path:**

- 22:390:605 Advanced Financial Management
- 22:390:612 Small Business Finance
- 22:390:613 Financial Statement Analysis
- 22:390:654 Special Topics: Investment Banking
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:664 Special Topics: Mergers and Acquisitions
- 22:390:658 Special Topics: Applied Portfolio Management

#### **Online resources available:**

- The Association for Financial Professionals [www.afponline.org/](http://www.afponline.org/)
- Treasury Management Association of New York [www.tmany.org/index.htm](http://www.tmany.org/index.htm)
- WSJ Career Journal [www.careerjournal.com/](http://www.careerjournal.com/)
- The Vault.com [www.vault.com/](http://www.vault.com/)

## ***Possible careers paths for Finance majors***

### **• Sales and Trading**

- Sales and trading encompasses a broad spectrum of jobs within an investment bank or brokerage house. Salespeople generate new business by obtaining clients for the firm. Traders concentrate on developing systems and strategies for executing orders to buy and sell securities. Knowledge of the operations of markets is essential to a good trader.
- If you are considering a career in sales and trading, we suggest the following courses:

- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:603 Investment Analysis and Management
- 22:390:604 Financial Institutions and Markets

### **At least two of the following:**

- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:611 Analysis of Fixed Income Securities
- 26:390:662 Investment Analysis and Portfolio Theory
- 22:390:658 Special Topics: Applied Portfolio Management
- 22:390:656 Special Topics: Finance and Technology

### **Other courses that may interest you beyond your career path:**

- 22:390:605 Advanced Financial Management
- 22:390:612 Small Business Finance
- 22:390:613 Financial Statement Analysis
- 22:390:654 Special Topics: Investment Banking
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:664 Special Topics: Mergers and Acquisitions

### **Online resources available:**

- Investor Dealers Digest [www.iddmagazine.com/](http://www.iddmagazine.com/)
- Institutional Investor [www.institutionalinvestor.com/default.asp](http://www.institutionalinvestor.com/default.asp)
- The Vault.com [www.vault.com/](http://www.vault.com/)

## ***Possible careers paths for Finance majors***

- **Investment Management**

- Investment Management is the umbrella under which the investment of assets is performed. See the careers listed for Private Equity, Hedge Fund Management, and Mutual Fund Management for more detailed descriptions.

## ***Possible careers paths for Finance majors***

### **• Investment analysis**

- This career involves research and identifying good investment opportunities. Prior to Regulation Fair Disclosure, this was a large area of many investment banks that would make this research available to their clients. Regulation FD has made in-house research less profitable and investment banks are starting to outsource this function to small firms and other countries. There is a cottage industry in research that is yet to fully develop. Some firms involved in asset management (Private Equity, Hedge Fund Management, and Mutual Fund Management) rely on in-house analysis
- If you are considering a career in investment analysis, we suggest the following courses:
  - 22:390:522 Financial Management (full-time)  
or
  - 22:390:587 Financial Management (part-time)
  - 22:390:603 Investment Analysis and Management
  - 22:390:604 Financial Institutions and Markets

### **At least two of the following:**

- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:611 Analysis of Fixed Income Securities
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management

### **Other courses that may interest you beyond your career path:**

- 22:390:605 Advanced Financial Management
- 22:390:612 Small Business Finance
- 22:390:613 Financial Statement Analysis
- 22:390:654 Special Topics: Investment Banking
- 22:390:664 Special Topics: Mergers and Acquisitions

### **Online resources available:**

- Investor Dealers Digest [www.iddmagazine.com/idd/](http://www.iddmagazine.com/idd/)
- Institutional Investor [www.institutionalinvestor.com/default.asp](http://www.institutionalinvestor.com/default.asp)
- The Vault.com [www.vault.com/](http://www.vault.com/)
- William Sharpe eText [www.stanford.edu/~wfsharpe](http://www.stanford.edu/~wfsharpe)

## ***Possible careers paths for Finance majors***

### **• Mutual Fund Management**

- Mutual funds are the regulated cousins of hedge funds. Managing these funds involves on deciding on what proportion of your funds assets to place in different classes of securities (cash, bonds, stocks, domestic versus foreign). You may also seek to identify undervalued firms, good growth opportunities, or which sector of an economy will outperform others. The strategies are almost as numerous as there are mutual fund companies.
- If you are considering a career in mutual fund management, we suggest the following courses:

- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:603 Investment Analysis and Management
- 22:390:604 Financial Institutions and Markets

### **At least two of the following:**

- 22:390:603 Investment Analysis and Management
- 22:390:604 Financial Institutions and Markets
- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:611 Analysis of Fixed Income Securities
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management

### **Other courses that may interest you beyond your career path:**

- 22:390:605 Advanced Financial Management
- 22:390:612 Small Business Finance
- 22:390:613 Financial Statement Analysis
- 22:390:654 Special Topics: Investment Banking
- 22:390:664 Special Topics: Mergers and Acquisitions

### **Online resources available:**

- Investor Dealers Digest [www.iddmagazine.com/](http://www.iddmagazine.com/)
- Institutional Investor [www.institutionalinvestor.com/default.asp](http://www.institutionalinvestor.com/default.asp)
- IPO Monitor [www.ipomonitor.com](http://www.ipomonitor.com)
- Small Business Investment Companies [www.nasbic.org](http://www.nasbic.org)
- The Vault.com [www.vault.com/](http://www.vault.com/)

## ***Possible careers paths for Finance majors***

- The Inversement Co. Institute [www.ici.org](http://www.ici.org)

# ***Possible careers paths for Finance majors***

## **• Mergers and Acquisitions**

- People involved in mergers and acquisitions do jobs similar to investment analysts except the focus is on synergies, cost savings, and coinsurance effects that may result from combining firms in similar or dissimilar industries.
- If you are considering a career in mergers and acquisitions, we suggest the following courses:

- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:603 Investment Analysis and Management
- 22:390:605 Advanced Financial Management

### **At least two of the following:**

- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:611 Analysis of Fixed Income Securities
- 22:30:654 Special Topics: Investment Banking
- 22:390:664 Special Topics: Mergers and Acquisitions

### **Other courses that may interest you beyond your career path:**

- 22:390:612 Small Business Finance
- 22:390:613 Financial Statement Analysis
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management

### **Online resources available:**

- Buyouts [www.buyoutsnewsletter.com/](http://www.buyoutsnewsletter.com/)
- Institutional Investor [www.institutionalinvestor.com/default.asp](http://www.institutionalinvestor.com/default.asp)
- Investor Dealers Digest [www.iddmagazine.com/](http://www.iddmagazine.com/)
- IPO Monitor [www.ipomonitor.com](http://www.ipomonitor.com)
- Private Equity Analyst [privateequity.dowjones.com/](http://privateequity.dowjones.com/)
- The Vault.com [www.vault.com/](http://www.vault.com/)
- Venture Reporter [www.venturereporter.net/](http://www.venturereporter.net/)

# ***Possible careers paths for Finance majors***

- **Long Term Corporate Finance**

- People involved in this career help a firm decide which projects to invest in, what mix of securities the firm should maintain, and what the firm's dividend policy should be.
- If you are considering a career in long term corporate finance, we suggest the following courses:

- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:603 Investment Analysis and Management
- 22:390:605 Advanced Financial Management

**At least two of the following:**

- 22:390:613 Financial Statement Analysis
- 22:390:664 Special Topics: Mergers and Acquisitions
- 22:390:611 Analysis of Fixed Income Securities

**Other courses that may interest you beyond your career path:**

- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:612 Small Business Finance
- 22:390:654 Special Topics: Investment Banking
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management

**Online resources available:**

- WSJ Career Journal [www.careerjournal.com/](http://www.careerjournal.com/)
- Financial Executives International [www.fei.org/](http://www.fei.org/)
- CFO Magazine [www.cfo.com/](http://www.cfo.com/)
- The Vault.com [www.vault.com/](http://www.vault.com/)
- Stern, Stewart & Co. [www.sternstewart.com](http://www.sternstewart.com)

## ***Possible careers paths for Finance majors***

- **Quantitative research**

- Quantitative analysts use mathematical models to predict price movements or examine relationships between baskets of securities. Index arbitrage is one well-known form of quantitative analysis.
- If you are considering a career in quantitative research, we suggest the following courses or you may want to enroll in our Masters in Quantitative Finance program:
  -
- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:603 Investment Analysis and Management
- 22:390:604 Financial Institutions and Markets

### **At least two of the following:**

- 22:390:603 Investment Analysis and Management
- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:611 Analysis of Fixed Income Securities
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management

### **Other courses that may interest you beyond your career path:**

- 22:390:605 Advanced Financial Management
- 22:390:612 Small Business Finance
- 22:390:613 Financial Statement Analysis
- 22:390:654 Special Topics: Investment Banking
- 22:390:664 Special Topics: Mergers and Acquisitions

### **Online resources available:**

- WSJ Career Journal [www.careerjournal.com/](http://www.careerjournal.com/)
- The Vault.com [www.vault.com/](http://www.vault.com/)
- The Q-Group [www.q-group.org](http://www.q-group.org)
- The Chicago Quant Alliance [www.cqa.org/](http://www.cqa.org/)

## ***Possible careers paths for Finance majors***

### **• Structured Finance**

- Structured finance involves forming bundles of similar assets (such as bonds, car loans, mortgages, etc.) and restructuring the cash inflows to create new instruments with different cash outflows. Many times a single cash flow inflow is broken up into cash outflows that give certain classes of investors greater certainty as to the cash flows. This is the method by which mortgages are removed from the balance sheets of financial institutions allowing them to lend out additional funds and helping the economy grow.
- If you are considering a career in structured finance, we suggest the following courses:
  - 22:390:522 Financial Management (full-time)  
or
  - 22:390:587 Financial Management (part-time)
  - 22:390:603 Investment Analysis and Management
  - 22:390:604 Financial Institutions and Markets

### **At least two of the following:**

- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:611 Analysis of Fixed Income Securities
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management

### **Other courses that may interest you beyond your career path:**

- 22:390:605 Advanced Financial Management
- 22:390:612 Small Business Finance
- 22:390:613 Financial Statement Analysis
- 22:390:654 Special Topics: Investment Banking
- 22:390:664 Special Topics: Mergers and Acquisitions

### **Online resources available:**

- Securitization.Net [www.securitization.net/](http://www.securitization.net/)
- Asset Securitization Report [www.asreport.com/](http://www.asreport.com/)
- Commercial Finance Association [www.cfa.com/](http://www.cfa.com/)
- WSJ Career Journal [www.careerjournal.com/](http://www.careerjournal.com/)
- The Vault.com [www.vault.com/](http://www.vault.com/)

## ***Possible careers paths for Finance majors***

- **Derivatives**

- Careers in derivatives involve the pricing and trading of securities that are based on other underlying assets. Options, swaps and futures are examples of derivatives. New products are being developed all the time that allow market participants to hedge positions in assets or speculate on the future direction in the prices of those assets.
- If you are considering a career in derivatives, we suggest the following courses:

- 22:390:522 Financial Management (full-time)  
or
- 22:390:587 Financial Management (part-time)
- 22:390:603 Investment Analysis and Management
- 22:390:604 Financial Institutions and Markets

### **At least two of the following:**

- 22:390:608 Portfolio Management
- 22:390:609 Options/Derivatives
- 22:390:611 Analysis of Fixed Income Securities
- 22:390:644 Special Topics: Financial Security Analysis
- 22:390:658 Special Topics: Applied Portfolio Management

### **Other courses that may interest you beyond your career path:**

- 22:390:605 Advanced Financial Management
- 22:390:612 Small Business Finance
- 22:390:613 Financial Statement Analysis
- 22:390:654 Special Topics: Investment Banking
- 22:390:664 Special Topics: Mergers and Acquisitions

### **Online resources available:**

- Futures Industry Association [www.futuresindustry.org/](http://www.futuresindustry.org/)
- International Association of Financial Engineers [www.iafe.org/](http://www.iafe.org/)
- International Swaps and Derivatives Association [www.isda.org/](http://www.isda.org/)
- WSJ Career Journal [www.careerjournal.com/](http://www.careerjournal.com/)
- The Vault.com [www.vault.com/](http://www.vault.com/)