

*In addition to the four required finance courses – BUAD 323, 324, 325, and 423--finance majors and minors need to take one or more elective courses to enrich their experience (minimum of 3 approved credits), choosing from BUAD 417 International Finance, BUAD 419 Valuation, BUAD 420 Financial History, designated BUAD 492 Special Topics offerings, or the various **Distinguish** courses described below. How will you differentiate your resume?*

Distinguish Student-Managed Investment Fund

BUAD 421, 3 Credits, MW 2:00 - 3:20 PM

Prof. Hugh Marble

The purpose of this course is to provide real-world portfolio management and security analysis experience through the management of the Mason School Student Managed Investment Fund (SMIF). Increased interaction with the investment community through the SMIF will provide enhanced learning opportunities and exposure to recent industry practices. Investment decisions will be made according to both quantitative and qualitative analysis performed by student investment teams. Different investment teams will focus on alternative financial models, industries, and/or sectors of the market. Each team will thoroughly research and present their analysis to the SMIF Executive Board. Security selection will be based on a diversified portfolio approach seeking to enhance risk-adjusted returns. The underlying investment theme of the fund will be based on the principles of “Fundamental Analysis.” Faculty and professional mentors will train students in the application of Fundamental Analysis and Security Selection through several lecture/workshop sessions. Faculty and professional mentors will also expose students to different investment styles and performance evaluation tools through assigned reading materials from academic and practitioner journals such as Journal of Portfolio Management and Financial Analyst Journal, and in-class discussions. Standard grading.

May be used to satisfy the Finance elective requirement for majors, minors, or concentrators

Application required at [2019 20DISTINGUISH APP](#) Select BUAD 421 SMIF (Spring Semester)

Prerequisite BUAD 323.

Distinguish Applied Financial Concepts

BUAD 422, 3 Credits MW 11:00AM -12:20 PM

Mr. Glenn Crafford

The goal of this course is to expose the student to practices and recent developments within several specialized areas of the financial services sector utilizing a case method format. The course will utilize cases from leading graduate business schools as well as original cases written by case sponsors. The case discussion will be led by senior executive finance industry practitioners serving as “Case Sponsors” under the direction of the Course Instructor. Students will be exposed to hands-on examples of real projects a new graduate could encounter while working at a top level corporate, consulting, or financial firm. Students will have the opportunity to interact with business executives in different areas of the financial services industry while receiving practical feedback about their case analyses. A collateral benefit of the course will be to assist students in refining their career interests. Key objectives are to develop the student’s problem-solving ability and written and oral communication skills through the quantitative and qualitative analysis of actual business situations. Students will gain experience accessing financial and business information, seeking experienced

advice, working in groups, and synthesizing data into useful and actionable analyses. The course instructor is W&M alumnus Mr. Glenn Crafford, whose long career in investment banking includes serving as Managing Director in mergers and acquisitions with Deutsche Bank. Standard grading.

May be used to satisfy the Finance elective requirement for majors, minors, or concentrators

Prerequisites: BUAD 323

Highly Recommended: at least one additional finance course beyond 323, *Training the Street*

Application required at [2019_20DISTINGUISH APP](#) Select BUAD 422 Applied Financial Concepts

Distinguish Fundamentals of Hedge Fund Management

BUAD 426, 1 credit, January 2020

Mr. Matthew Siano, Esq.

Fundamentals of Hedge Fund Management is a multi-faceted course that gives students a broad overview of the hedge fund industry and what is needed to launch your own hedge fund(s) and hedge fund manager(s). It is designed to provide students with an overview of hedge funds, including (i) typical structures; (ii) primary internal and external parties; (iii) key regulatory, legal and ethical considerations; and (iv) selected managerial considerations for those interested in establishing a hedge fund manager and managing hedge funds. This course is not designed to teach students particular trading strategies, but instead focuses on the question: "What does it take to be a successful entrepreneur in the hedge fund industry?" Students will receive 1 credit; grading is Pass/Fail. The course instructor is W&M alumnus Matthew B. Siano, Esq, Managing Director & General Counsel for Two Sigma Investments, LLC et. al., in New York. This course will be taught at the beginning of the Spring 2020 semester, prior to the first day of scheduled classes. The class schedule is: Saturday, January 18: 12 noon-6 pm; Sunday, January 19: 12 noon - 8 pm; Monday, January 20: 9 am - 1 pm. Course participants are required to complete a team project during the following week and the teams will make a presentation summarizing their completed project on Sunday, January 26. Attendance at all sessions is mandatory.

Pre-requisite: BUAD 323 or instructor permission.

Highly Recommended: *Training the Street*

Application required at [2019_20DISTINGUISH APP](#) Select BUAD 426 Hedge Fund Management

Elective credit toward the degree

BUAD 492 Special Topics Finance-related Electives Offered Spring 2020:

BUAD 492-03, ST - Private & Public Insurance long Term Care, 1 credit weekend course, cross-listed with Public Policy (application required, [2019_20DISTINGUISH APP](#))

BUAD 492-11, ST - Financing Entrepreneurial Ventures, 3 credits, Laura Markley, Managing Director and CFO at NRV

BUAD 492-12, ST - Real Estate Finance, 3 credits, Professor Michael Seiler

BUAD 492-13, ST - Causal Inference in Business, 3 credits, Professor Vlad Atanasov

Additional 1-credit special courses may also be offered in the spring

The Boehly Center is excited to announce a **new** Spring 2020 course designed for students interested in the intersection of business and policy. A new section of BUAD Special Topics called Policy Research Seminar will be led by Professor John Gilmour, Director of the W&M Public Policy Program. This course will give students real world financial modeling experience applying business analytics to a timely public policy issue, Social Security Reform. 10 students from Business and 10 from Public Policy will be selected, and will have the opportunity to work with members of Todd Boehly's Eldridge Industries strategy team, culminating in presentations to policy makers and members of Congress in DC. We are seeking students from diverse academic backgrounds to contribute to this project: accounting, finance, business analytics, economics, government, public policy, etc.

BUAD 492-08/PUBL 491-01: Policy Research Seminar

MW 3:30-4:50 | Miller 1077

One of the greatest political and policy problems in the US is the impending insolvency of the Social Security program. Participants in this seminar will examine and develop proposals for reforming Social Security, using a variety of tools including financial modeling of alternative proposals. The course will culminate in a presentation to a group of legislators and policymakers in Washington, DC, at the end of the semester. Some of the projects will involve financial modeling of alternative proposals for reforming Social Security. The course will emphasize working in groups, presentations skills, memo-writing skills, and will enroll a diverse groups of students from Business, Public Policy Economics, and Government. Instructor permission required, applications are being accepted at [SpecialTopicsAPP2020](#)

All students (especially new finance majors and minors) seeking to learn more about the Financial Services industry and its various career paths are strongly encouraged to take BUAD 290 along with, or prior to, BUAD 323 *Financial Management*.

BUAD 290 The Financial Services Industry

3 credits, TR 9:30-10:50 AM

Prof. Carl Tack

This course will introduce students to the institutional framework of financial markets and to representative financial institutions comprising major sectors of the financial services industry, covering the overall structure of the financial services industry as well as the specific characteristics of four major industry segments: commercial banking, investment banking, asset management and insurance. The course will have a significant current events component and will address contemporary issues of public policy concern, including industry regulation, corporate governance and professional ethics. The global financial crisis of 2008-09 and its continuing impact on financial institutions and markets will also be examined. Standard grading.

Prerequisites: Completion of or co-enrollment in BUAD 203

Elective credit toward the degree