Finance

Typically the amount of prior work experience plays an integral role in the level with which you are hired within an organization. Whether you are a career starter, career switcher or career enhancer, Katz alumni research shows that those who concentrated in finance are hired into the following functional areas:
Corporate Finance
Banking & Financial Institutions
Investment Management
Consulting

BFIN 2409 Financial Management 1 (core) and BFIN 2410 Financial Management 2 are required for all students concentrating in finance. Both of these courses are pre-requisites for any finance elective.

Various marketing, procurement and operations hiring managers may seek to hire MBAs with strong analytical skills and a finance concentration.

Co-Curricular activities

Since your ultimate goal is to find a job upon graduation, you should pay particular attention to things that differentiate you from other MBA candidates on your resume. The below co-curricular activities can be utilized to not only differentiate you, but to also showcase your teamwork and leadership abilities.

Professional organizations

Outside of Katz, there are some local professional associations that can provide excellent networking opportunities and also look good on your resume.
American Institute of CPAs (AICPA)
CFA Institute
CFA Society of Pittsburgh
Association for Corporate Growth Pittsburgh (ACG Pittsburgh)
Pittsburgh Association of Financial Professionals

External Certifications

CFA Charter: Equips you with the practical and fundamental knowledge you need for a wide variety of career choices in the investment profession.

> Candidate Body of Knowledge: As a CFA partner school, the finance curriculum covers 70% of the topics on the CFA exam. If you have additional questions regarding the CFA exam, please contact Professor Manoharlal Sukhwani at 412-624-1575, office 213 Mervis Hall.

Certified Public Accountant (CPA): Equips you with the practical and fundamental knowledge you need for a wide variety of career choices in the accounting/finance profession. Learn about the CPA exam.

Clubs

Finance club, Real Estate club, and Consulting club are ideal for finance concentrations.

Additional Professional Resources

Many of the finance fields are difficult to break into, especially if you are anything but a career enhancer. Below are some additional resources to prove to potential employers that you are serious about your career and also will test your knowledge and ability to perform in the environment.
Training The Street
Wall Street Prep
Breaking Into Wall Street

Corporate Finance

Financial management within a corporation. Positions include accounting, tax, treasury, financial planning & profitability analysis, investor relations, strategic planning /M & A. Internal contacts typically include sales, marketing, IT, operations, and human resources. External contacts typically include investment banks, law firms, accounting firms and credit rating agencies.

Accounting/Tax -Manages corporate accounting & financial reporting function or tax management functions, each potential leading to corporate controller position.

Treasury- Manages capital, long and short term funding, credit facilities, liquidity, cash and investment portfolio of a company. Also manages foreign currency exchange exposure for financing transactions as well as investments. Manage relationships with credit rating agencies, commercial banks, broker dealers and all credit providers & counterparties.

Financial Planning & Profitability Analysis – Develops financial targets & budgets for individual business units and cost centers that reflect the overall financial goals of the board of directors & CEO of the organization. Analyze actual and forecasted results against these goals and present analysis of performance to CFO, CEO, and Business unit heads. Help develop business action plans to address performance issues.

Investor Relations – Manages relationships with sell side analysts, buy side analysts and large institutional investors. Clearly articulate company strategy to enhance shareholder value/share price. Formally review quarterly performance with these constituencies.

Strategic Planning – Works closely with CEO, CFO, business heads and Investment banks to identify targets for M&A. Lead business case development, financial and business analytics and all valuation and negotiation activities

Suggested courses

Courses	Credits	Term likely to be offered
BFIN 2015-Short-term Finance	1.5	Spring
BFIN 2030-Valuation 1	1.5	Spring
BFIN 2031-Creating Value Through Restructuring	1.5	Fall
BFIN 2039-Investment Management/Capital Markets	3.0	Fall/Spring
BFIN 2043-International Financial Management	3.0	Fall/Spring
BFIN 2048-Applied Corporate Finance	1.5	Spring
BFIN 2051-Introduction to Derivatives	1.5	Spring
BFIN 2056-Derivatives: Applications to Valuation and Value Creation	1.5	Spring
BFIN 2123-Commercial Banking	1.5	Fall
BFIN 2555-Practicum in Portfolio Management and Security Analysis	3.0	Fall/Spring
BACC 2525-Financial Statement Analysis	3.0	Fall
BACC 2254-Advanced Financial Accounting	3.0	Spring
BSEO 2553-Strategic Management of Acquisition and Divestment	1.5	Spring
BACC 2258-Strategic Cost Management	3.0	Fall
BACC 2528-Managerial Accounting	1.5	Spring
BIND 2400-Consulting Field Project	3.0	Fall/Spring

Banking and Financial Institutions

Investment Banking/Corporate Finance – Works to raise money for corporate clients and public institutions in the form of equity, debt, convertible, or other derivative securities through a public issue or private placement.

Investment Banking/ Mergers and Acquisitions – Generates proposals for and advises companies seeking to sell or purchase whole companies, divisions, or certain assets

Investment Banking/ Merchant Banking – Acts as a principal in a transaction, either by buying or selling a stake in an M&A transaction or by purchasing newly issued securities of a firm.

Investment Banking- Advisory/Financial Consulting – Linked to all of the above. Includes capital structure analysis, comparable analysis, industry research, and various forms of fairness opinions.

Investment Banking/ Sales & Trading – Distribution arm of the investment bank; looks to create a market for the financial products created on the investment banking side of the firm. Sales & Trading jobs are primarily on the sell side (JPMorgan Chase, UBS, Goldman Sachs, etc.)

Commercial Banking - Builds profitable relationships with clients based on selling of broad range of financial products: Interest income generating credit and loan arrangements, fee-generating services, like cash management, transaction processing and securities servicing.

Suggested courses

Courses	**Credits**	**Term likely to be offered**
BFIN 2015-Short-term Finance	1.5	Spring
BFIN 2030-Valuation 1	1.5	Spring
BFIN 2131-Valuation 2	1.5	Spring
BFIN 2031-Creating Value Through Restructuring	1.5	Fall
BFIN 2039-Investment Management/Capital Markets	3.0	Fall/Spring
BFIN 2048-Applied Corporate Finance	1.5	Spring
BFIN 2051-Introduction to Derivatives	1.5	Spring
BFIN 2056-Derivatives: Applications to Valuation and Value Creation	1.5	Spring
BFIN 2068-Markets and Trading	1.5	Spring
BFIN 2069-Fixed Income Securities	1.5	Spring
BFIN 2123-Commercial Banking	1.5	Fall
BFIN 2124-Investment Baking and Venture Capital	1.5	Fall
BFIN 2555-Practicum in Portfolio Management and Security Analysis	3.0	Fall/Spring
BACC 2525-Financial Statement Analysis	3.0	Fall
BACC 2258-Strategic Cost Management	3.0	Fall
BIND 2400-Consulting Field Project	3.0	Fall/Spring

Investment Management

Portfolio Manager – Manages equity or fixed income securities for institutions and individuals. CFA is typically preferred.

Portfolio Trader – Trade equity and fixed income securities in support of portfolio manager. CFA is typically preferred.

Portfolio Research - Investment research of equity and fixed income securities in support or portfolio manager. CFA is typically preferred.

Investment Sales and Marketing – Drives effort for investment management firms to attract new investors and increase assets under management and revenue by highlighting investment track records in various asset classes and promoting new funds.

Private Wealth Management - Assists high-net-worth individuals with meeting their individual and estate planning objectives. Private Wealth Management associates look to build a book of clients and serve as the primary point of contact with clients, pulling on the resources of the entire bank. May provide some asset allocation and investment management advice.

Independent Investment Research- Analyzes company and industry fundamentals, predict earnings and cash flows, determine valuations, and recommend investments to buy-side clients. (*from Vault Guide to Investment Management*). Research professionals can work on the sell side (Morningstar, etc).

Private Equity/ Venture Capital- Private equity is a type of alternative investment that involves investing in privately held companies or the activity of buying a public company and transferring it to private ownership. Investments in private equity most often involve either an investment of capital into an operating company or the acquisition of an operating company, with an objective of selling the company at a significantly higher price in the future. Venture capital investments are typically early stage startups.

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BFIN 2069-Fixed Income Securities	1.5	Spring
BFIN 2555-Practicum in Portfolio Management and Security Analysis	3.0	Fall/Spring
BACC 2525-Financial Statement Analysis	3.0	Fall
BFIN 2124-Investment Baking and Venture Capital	1.5	Fall
BSEO 2553-Strategic Management of Acquisition and Divestment	1.5	Spring
BFIN 2140-Real Estate Finance	1.5	Fall
BFIN 2145-Financial Modeling	3.0	Fall
BIND 2400-Consulting Field Project	3.0	Fall/Spring

Financial Consulting

Financial Advisory- Advises clients on executing deals, business valuation, managing business controversy and disputes, and maintaining regulatory compliance. CFA is typically preferred.

Audit/Assurance- Evaluates business processes, accounting policies, internal controls, and financial reporting issues to ensure compliance with changing regulations and professional standards. Individuals with accounting backgrounds tend to be hired into these types of roles. CPA is typically preferred.

Risk- Includes the identification, assessment, and prioritization of risks, and the impact mitigation of events that have the potential to adversely impact a company's capital and/or reputation. This area allows for improved risk intelligence and strengthened decision making and business strategy, thus driving corporate governance, business performance and increasing value through changing the business model to mitigate client's risk.

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