



Finance Career Path Panel

- Faculty
 - Professor David Denis, Area Director - Finance
- Alumni
 - Matt Dalton of EQT
 - Dave Lamar of BNY Mellon
 - Adam Logan of Mellon Capital Management
 - Jim Neese of Bank of America
- Returning Student
 - Harris Vuadens
- Staff
 - Melissa Shapiro, Career Management - Director
 - Steve Fatica, Career Management Advisor - Finance
 - Nathan Snizaski, Academic Advisor - Finance



Finance students

- Comprised of 1-year, 2-year, and JD/MBA students.
- Requirements will vary by program:
 - 1-year MBA: 51 credits, up to 18 credits/term
 - 2-year MBA: 57 credits, up to 15 credits/term
 - JD/MBA: 39 Katz credits, up to 18 credits/term



Degree Requirements

1. A minimum of number credits of approved graduate-level coursework
2. The appropriate distribution of required core courses and elective courses
3. A minimum cumulative quality point average (QPA) of a 3.0



Required Core MBA Courses

<u>COURSE</u>	<u>CREDITS</u>
• BACC 2401 Financial Accounting.....	3.0
• BECN 2401 Economic Analysis.....	3.0
• BQOM 2401 Statistical Analysis.....	3.0
• BOAH 2409 Organizational Behavior.....	1.5
• BFIN 2409 Financial Management 1.....	1.5
• BMKT 2409 Marketing Management.....	1.5
• BMIS 2409 Information Systems*.....	1.5
• BQOM 2421 Decision Technologies.....	1.5
• BSPP 2409 Strategic Management.....	1.5
• BSEO 2401 Business Ethics & Social Performance.....	1.5
• BIND 2444 Competitive Management Simulation.....	3.0

Total core: 22.5 credits



Program Structure

- 22.5 credits of program will be dedicated toward core required MBA courses
- *The majority of your coursework will comprise of elective courses!*
 - Consider concentrations, certificates, and EBL opportunities
- JD/MBA students have more of a prescribed curriculum on the basis of pursuing two degrees



1-year MBA and JD/MBA Programs

- Curriculum plans are defined on [StudentNet](#) under the 'Academics' tab
- Enroll in up to 18 credits per term
- Strongly encouraged to enroll into 18 credits for Fall 2013 and Spring 2014 terms
- Spring is a very elective-intensive term; great opportunity to pursue interests
- JD/MBA students should attend presentation scheduled for Thursday morning.



Concentrations

- Defined as taking nine (9) credits within a given area, excluding core courses
- Not official (will not show on your transcript or diploma)
- Allows you to clearly define your academic and career goals
- You are able to concentrate in the following areas:
 - Finance
 - Marketing
 - Information Systems
 - Operations
 - Strategy
 - Organizational Behavior/Human Resources



Katz Certificates

- Gives you additional hands-on experience in a core business area
- Provides experience-based learning opportunities and illustrates the importance of collaboration across business areas
- Full-time students are required to pursue a certificate



Katz Certificates

- Certificates will be awarded to Katz students when all of the following criteria have been satisfied:
 - 10.5 credits, chosen from the approved list of courses
 - Grades of 'B' or better for each certificate course
 - A minimum 'B+' average (3.250 QPA) across all certificate courses
- Certificates of interest to finance students:
 - Corporate Financial Management
 - Corporate Valuation
 - Investments and Trading



Career Tracks in Finance

Katz alumni research shows that those who concentrated in finance are typically hired into the following functional areas:

- Corporate Financial Management
- Financial Institutions
- Investment Management
- Consulting



Corporate Financial Management Track

- Career tracks within Corporate Finance:
 - Treasury
 - Financial Planning & Profitability Analysis
 - Investor Relations
 - Strategic Planning/Business Valuation



Financial Planning & Profitability Analysis

- Financial Analyst positions are most commonly hired
- Expectations and Key Skills Needed:
 - Analyze actual and forecasted results against goals and present analysis of performance to CFO, CEO
 - Inform management of budget adjustment recommendations and cost improvement measures
 - Functional/technical skills; comfort with moderate to complex statistical, cost, and financial analysis
 - Computer literacy with spreadsheets, presentation software (e.g., Microsoft Office proficiency)
 - Collect and analyze data to determine costs of business activities
- Companies which consider Katz students:
 - Crane, Darden Restaurants, GlaxoSmithKline, IBM, Intel, Philips, RTI International Metals, Texas Instruments, Thermo Fisher Scientific, Westinghouse



Financial Planning & Profitability Analysis

- Suggested Elective Courses:
 - BFIN 2036 Corporate Finance (S)
 - BFIN 2030/2130 Valuation 1 & 2 (S)
 - BFIN 2015 Short-Term Finance (S)
- Suggested Katz Certificates:
 - Corporate Financial Management*
 - Corporate Valuation



Financial Institutions Track

- Client Facing Roles within Financial Institutions
 - Investment Banking
 - Commercial Banking



Commercial Banking

- Credit Analyst positions are most commonly hired
- Expectations and Key Skills Needed:
 - Analyzing credit data and financial statements of individuals or firms
 - Preparing reports and determine the degree of risk involved in extending credit or loans
 - Ability to efficiently manage resources in a time constrained environment
 - Competitive and driven, but collaborative and flexible
 - Functional and technical skills (including financial and accounting expertise)
 - Negotiating abilities are highly valuable
 - Must be able to collect and process data, and present findings and recommendations to top management
- Companies which consider Katz students:
 - Bank of America, BB&T, Fifth Third Bank, First National Bank, First Niagara, Huntington National Bank, M&T Bank, PNC Bank, RBS Citizens, TD Bank, TriState Capital Bank, Wells Fargo



Commercial Banking

- Suggested Elective Courses:
 - BFIN 2036 Corporate Finance (S)
 - BFIN 2030/2130 Valuation 1 & 2 (S)
 - BFIN 2042 Acquisition of Privately Held Companies (S);
requires Valuation 1 prereq
 - BFIN 2031 Creating Value through Restructuring (F);
requires Valuation 1 prereq
 - BOAH 2532 Negotiations (variable terms)
- Suggested Katz Certificates:
 - Corporate Valuation*
 - Corporate Financial Management



Investment Management Track

- Career Tracks within Investment Management:
 - Portfolio Research
 - Investment Sales & Marketing
 - Private Wealth Management
 - Independent Investment Research
 - Private Equity/Venture Capital



Investment Research

- Investment Research Analyst and Investment Portfolio Specialists are most commonly hired
- Expectations and Key Skills Needed:
 - Analyze company and industry fundamentals to predict earnings and cash flows
 - Determine valuations and recommend investments to buy-side clients
 - Strong written communication skills
 - Ability to document and clearly articulate research results and recommendations to clientele
 - Ability to manage multiple priority tasks simultaneously and consistently meet deadlines
- Companies which consider Katz students:
 - Hedgeye, Moody's, Morningstar, Symons Capital Management, Standard & Poors, WhiteSand Research



Private Equity/Venture Capital

- Investment Analyst and Portfolio Specialist are most commonly hired
- Expectations and Key Skills Needed:
 - Investment of capital into an operating company
 - Purchase of public companies and transferring to private ownership
 - Objective is to sell the companies at a significantly higher price in the future
 - Superb oral, written, and presentation skills
 - Possess business acumen and interpersonal savvy
 - Able to work with high net worth clients
 - Ability to work within teams and, when appropriate, demonstrate leadership ability
- Firms which offer EBL opportunities:
 - OakHill Equity, Blue Tree Allied Angels, Panther Lab Works, 3 Rivers Capital



Private Equity/Venture Capital

- Suggested Elective Courses:
 - BFIN 2036 Corporate Finance (S)
 - BFIN 2030/2130 Valuation 1 & 2 (S)
 - BFIN 2042 Acquisition of Privately Held Companies (S); **completion of Valuation 1 is recommended**
 - BFIN 2124 Investment Banking & Venture Capital (F)
 - BFIN 2555 Practicum in Portfolio Management (F/S)
- Suggested Katz Certificates:
 - Corporate Financial Management
 - Corporate Valuation



Financial Consulting Track

- Positions within Financial Consulting:
 - Financial Advisory
 - Risk Consulting



Risk Consulting

- Associate, Analyst, Consultant roles are most commonly hired
- Expectations and Key Skills Needed:
 - Identification, assessment, and prioritization of risks, and the impact mitigation of events
 - Increasing value through changing the business model to mitigate client's risk
 - Possess functional/technical skills including quantitative, analytical, and financial modeling
 - Flexibility to work additional hours and travel on a regular basis
 - Financial licenses may be required (i.e., CFA, CFP)
- Companies which consider Katz students:
 - Deloitte, Ernst & Young, KPMG, PricewaterhouseCoopers, BNY Mellon (internal risk management)



Risk Consulting

- Suggested Elective Courses:
 - BFIN 2051 Introduction to Derivatives (S)
 - BFIN 2056 Derivatives Applications (S)
 - BFIN 2068 Markets and Trading (S)
 - BFIN 2069 Fixed Income Securities (S)
 - BFIN 2145 Financial Modeling (F)
- Suggested Katz Certificates:
 - Investments and Trading



Professional Organizations

- CFA Institute/CFA Society of Pittsburgh
- Association for Corporate Growth Pittsburgh (ACG Pittsburgh)
- Pittsburgh Association of Financial Professionals



Katz Organizations

- Finance Club
- Real Estate Club
- Consulting Club
- Young Professionals in Energy (YPE)

