

Warrington College of Business Administration
Heavener School of Business
Fisher School of Accounting
Hough Graduate School of Business

100 Bryan Hall
PO Box 117150
Gainesville, FL 32611-7150
352-273-2398 Office
352-392-2086 Fax
www.warrington.ufl.edu

GENERAL FACULTY MEETING

AGENDA | Tuesday, September 25, 2012 | 8:00 A.M. | 140 HGS

1. The April 11, 2012 General Faculty Meeting Minutes is presented for approval by the faculty.
2. The UG Committee approved the following items and requests approval by the faculty:

Course Change - ECO 3203

Prerequisites: From: ECO 2013, ECO 2023, MAC 2233, and either ECO 3101 or ECP 3703
To: ECO 2013, ECO 2023, MAC 2233

New Course - ECO 4213 Monetary Economics

Description: An integrated examination of how banks impact the money supply, monetary policy and financial markets. Topics include: the historical features of money; banking and money supply; goals and tools of monetary policy; and banks as financial intermediaries.

Prerequisites: ECO 2013 – Principles of Macroeconomics
ECO 2023 – Principles of Microeconomics

Credit: 4

Contact Hour: 4

New Course – FIN 4XXX Derivatives

Description: The course defines the main kind of derivatives, shows how they are used to achieve various hedging and speculating objectives, introduces a framework for pricing derivatives, and studies several applications of derivative-pricing techniques outside derivative markets.

Prerequisites: FIN 4504- Equity and Capital Markets OR FIN 4243 - Debt & Money Markets.

Credit: 2

Contact Hour: 2

New Course – FIN 4XXX Financial Modeling

Description: The course demonstrates how intricate financial spreadsheet models can be applied to aid in value creating activities for businesses such as valuation, additional funds needed analysis, and additional applications that may include activities such as leasing and merger analysis.

Prerequisites: FIN3403 with a grade of B or better, or an equivalent course as approved by the Department of Finance.

Credit: 2

Contact Hour: 2

3. Other Business
4. Dean's Report

GRADUATE FACULTY MEETING

AGENDA | Tuesday, September 25, 2012 | 8:00 A.M. | 140 HGS (*Immediately following General Faculty Meeting*)

1. The April 11, 2012 Graduate Faculty Meeting Minutes is presented for approval by the faculty.
2. The Specialized Masters Committee and the MBA Committee approved the following graduate certificates and requests approval by the faculty.

Certificate in Financial Services

Description: The certificate is designed to prepare students for a career in the financial services industry, brokering stocks and bonds, analyzing securities or similar positions of responsibility.

Certificate in New Venture Creation

Description: Participants will be given a cutting-edge education in entrepreneurial and innovative business practices and upon completion of the program, graduates will be able to effectively initiate, develop, grow and manage new ventures, either as start-ups, in the corporate environment or the non-profit sector.

Certificate in Tourism and Hospitality Business Management

Description: The certificate is designed to provide students with a comprehensive managerial knowledge base of processes and strategies used by leading firms in the tourism and hospitality industry. Students must take a total of 10 credits (5 courses): • 6 credits - Tourism & Hospitality Courses; • 4 credits – Business Certificate Electives.

Certificate in Global Management

Description: The certificate is designed to prepare students to enter the global workforce by enhancing their business knowledge through internationally-focused coursework and an international immersion experience. Students must complete 12 graduate credits: 8 credits of international business courses and 4 credits of foreign study (including short term study tours).

Certificate in Supply Chain Management

Description: The Certificate in Supply Chain Management provides graduate students with a unique educational opportunity to integrate topics from operations management, information systems, marketing and strategic management related to complex supply chain management systems. In general, a supply chain/logistics system can be viewed as a set of interconnected linkages required to transform ideas into delivered products and/or services. Firms are increasingly using outsourcing as a means to gain a competitive edge.

3. Other Business
4. Dean's Report

Warrington College of Business Administration
Heavener School of Business
Fisher School of Accounting
Hough Graduate School of Business

100 Bryan Hall
PO Box 117150
Gainesville, FL 32611-7150
352-273-2398 Office
352-392-2086 Fax
www.warrington.ufl.edu

GENERAL FACULTY MEETING

MINUTES | Wednesday, April 11, 2012 | 10:00 A.M. | 232 BRYAN HALL

1. A motion was made to approve the February 23, 2012 General Faculty Meeting Minutes. The motion was seconded and the faculty voted to approve the minutes as distributed.
2. Other Business - None
3. Dean's Report - None

A motion was made to adjourn the General Faculty Meeting. The motion was seconded and the meeting adjourned.

GRADUATE FACULTY MEETING

MINUTES | Wednesday, April 11, 2012 | 10:00 A.M. | 232 BRYAN HALL (Immediately following General Faculty Meeting)

1. A motion was made to approve the February 23, 2012 Graduate Faculty Meeting Minutes. The motion was seconded and the faculty voted to approve the minutes as distributed.
2. Other Business - None
3. Dean's Report - A brief report was provided regarding the budget and possible cuts.

A motion was made to adjourn the Graduate Faculty Meeting. The motion was seconded and the meeting adjourned.

Department Name and Number Department of Economics - 352-392-0151	
Current SCNS Course Identification	
Prefix <u>E</u> <u>C</u> <u>O</u> Level <u>3</u> Course Number <u>2</u> <u>0</u> <u>3</u> Lab Code _____	
Course Title _____	
Effective Term and Year <u>Fall 2012</u>	Terminate Current Course <input type="checkbox"/> Other Changes (specify below) <input checked="" type="checkbox"/>

Change Course Identification to:	
Prefix _____ Level _____ Course Number _____ Lab Code _____	
Full Course Title _____	
Transcript Title (please limit to 21 characters) _____	
Credit Hours: From _____ To _____	Contact Hours: <input type="checkbox"/> Base or <input type="checkbox"/> Headcount From _____ To _____
Rotating Topic: From <input type="checkbox"/> yes To <input type="checkbox"/> yes <input type="checkbox"/> no <input type="checkbox"/> no	S/U Only: From <input type="checkbox"/> yes To <input type="checkbox"/> yes <input type="checkbox"/> no <input type="checkbox"/> no
Variable Credit: From <input type="checkbox"/> yes To <input type="checkbox"/> yes <input type="checkbox"/> no <input type="checkbox"/> no	Repeatable Credit: From <input type="checkbox"/> yes To <input type="checkbox"/> yes <input type="checkbox"/> no <input type="checkbox"/> no
If yes, _____ minimum and _____ maximum credits/semester	If yes, _____ total repeatable credit allowed

Prerequisites	Co-requisites
From ECO 2013, ECO 2023, MAC 2233, and either ECO 3101 or ECP 3703 To ECO 2013, ECO 2023, MAC 2233	From To
Course Description (50 words or less; if requesting a change, please attach a syllabus)	
From	To

Rationale /Place in Curriculum/Impact on Program
The instructors of the class have determined that the material covered in ECO 3101 (and ECP 3703) is not necessary for the successful completion of ECO 3203.

Department Contact	Name Shawn Lee	Phone 352-392-0151	Email shawn.lee@warrington.ufl.edu
College Contact	Name Renee Mathis	Phone 352-273-3217	Email renee.mathis@warrington.ufl.edu

Department Name and Number Department of Economics - 352-392-0151			
Recommended SCNS Course Identification			
Prefix E C O	Level 4	Course Number 2 1 3	Lab Code
Course Title (please limit to 21 characters) Monetary Economics			
Effective Term and Year Fall 2012		Rotating Topic <input type="checkbox"/> yes <input checked="" type="checkbox"/> no	
Amount of Credit 04	Contact Hour: Base 04 or Headcount	S/U Only <input type="checkbox"/> yes <input checked="" type="checkbox"/> no	
Repeatable Credit <input type="checkbox"/> yes <input checked="" type="checkbox"/> no If yes, _____ total repeatable credit allowed			
Variable Credit <input type="checkbox"/> yes <input checked="" type="checkbox"/> no If yes, _____ minimum and _____ maximum credits per semester			
Course Description (50 words or less) An integrated examination of how banks impact the money supply, monetary policy and financial markets. Topics include: the historical features of money; banking and money supply; goals and tools of monetary policy; and banks as financial intermediaries.			
Prerequisites ECO 2013 - Principles of Macroeconomics ECO 2023 - Principles of Microeconomics		Co-requisites	
Degree Type (mark all that apply) <input checked="" type="checkbox"/> Baccalaureate <input type="checkbox"/> Graduate <input type="checkbox"/> Professional <input type="checkbox"/> Other _____			
Category of Instruction <input type="checkbox"/> Introductory <input checked="" type="checkbox"/> Intermediate <input type="checkbox"/> Advanced			

Rationale and place in curriculum Increase students' understanding of key Macroeconomic elements of society. This course will serve as a major specific elective for Economics and Finance majors.	
---	--

Department Contact	Name Shawn Lee	Phone 352-392-0151	Email shawn.lee@warrington.ufl.edu
College Contact	Name Renee Mathis	Phone 352-273-3217	Email renee.mathis@warrington.ufl.edu

ECO 4213 Monetary Economics

Prerequisites: ECO 2013 and ECO 2023

Fall 2012 4 Credits

Instructor: William A. Bomberger

Meeting Time: TBD **Classroom:** TBD

Office: Matherly 333 **Email:** bill.bomberger@warrington.ufl.edu **Phone:** 392-0135

Office Hours: Monday & Wednesday 2nd & 3rd periods
Tuesday & Thursday 8th & 9th periods

Text: Fredric Mishkin "The Economics of Money, Banking and Financial Markets, " 9th Edition.

Course Description: An integrated examination of how banks impact the money supply, monetary policy and financial markets. Topics include: the historical features of money, banking and the money supply, goals and tools of monetary policy, banks as financial intermediaries, the effects of interest rates on exchange rates and international trade.

Purpose: The purpose of the course is to provide the student with an understanding of the institutional features of banks and financial markets, historical context for these institutions, theories of how they are related to the performance of an economy, and some of the evidence for and against these theories.

Examinations: Two midterms and a final. Exams are essay exams (please bring a bluebook). The midterms and final exam will be averaged and the grade will be assigned using the following scale.

Grading scale:

A above 90

A- 87.0-89.9

B+ 86.0-86.9

B 83.0-85.9

B- 80.0-82.9

C+ 76.0-79.9
C 73.0-75.9
C- 70.0-72.9
D+ 67.0-69.9
D 64.0-66.9
E below 64

University Grading Policy:

https://catalog.ufl.edu/u_grad/current/regulations/info/grades.aspx

Course Outline:

Week of Topics		Readings
Aug 20	Overview of Financial Markets	Chapters 1 and 2
Aug 27	Role and Definition of Money	Chapter 3
Aug 27	Overview of Interest Rates	Chapter 4
Sep 3	Interest Rate Determination	Chapter 5
Sep 10	Term Structure and Risk	Chapter 6
Sep 17	Stock Market (Rational Expectations?)	Chapter 7
Sep 24	Financial Structure	Chapter 8
Sep 24	Crisis of 2008-2009	Chapter 9

Exam #1 OCTOBER 1

Oct 1	Banking and Regulation	Chapters 10 and 11
Oct 8	Competition in Banking	Chapter 12
Oct 15	Central Banks and the Money Supply	Chapters 13 and 14
Oct 22	Monetary Policy	Chapters 15 and 16

Exam #2 OCTOBER 29

Oct 29	Foreign Exchange Market	Chapters 17 and 18
Nov 5	Demand for Money	Chapter 19
Nov 12	IS-LM Model and Macroeconomic Policy	Chapters 20, 21 and 22
Nov 19	Monetary Policy Transmission	Chapter 23
Nov 26	Money and Inflation	Chapter 24
Nov 26	Rational Expectations and Policy	Chapter 25
Dec 3	Review and Questions	

Final Exam

Attendance: Daily attendance is encouraged but roll will not be taken.

Students Requiring Accommodations: Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation.

<http://www.dso.ufl.edu/drc/>

Make-Up Policy: Attendance at the exams is mandatory. An absence from an exam can be excused only according to UF guidelines (<http://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx>). Examples of acceptable reasons include medical illness, UF-sponsored events, religious holidays, and military obligations. It is the student's responsibility to notify me of an excused absence and to provide documentation of an acceptable reason. Otherwise, the absence will be considered unexcused. Whenever possible, I should be notified prior to the absence. When this is not possible (e.g. due to an unexpected emergency or illness), I should be notified as soon as possible. If an exam is missed for an acceptable reason, I will offer a makeup exam for the student as soon as possible.

All students who are late on exam days (come into class once the first person has left) will not be able to take the exam and may only schedule a make-up at the instructor's discretion.

Classroom Policies/Procedures: Make sure that all electronic devices (cd players, cell phones, iPods, pagers, gaming devices, etc.) are turned off or made silent during class. If your electronic device becomes a nuisance to instructor or other students, you will be asked to leave the class.

At all times, respect your fellow classmates. One of the important features of this class is the time allotted for discussion. I encourage students to participate, but insists that all comments made in class are respectful.

Academic Honesty, Software Use, UF Counseling Services, Services for Students with Disabilities:

In 1995 the UF student body enacted an [honor code](#) and voluntarily committed itself to the highest standards of honesty and integrity. When students enroll at the university, they commit themselves to the standard drafted and enacted by students.

In adopting this honor code, the students of the University of Florida recognize that academic honesty and integrity are fundamental values of the university community. Students who enroll at the university commit to holding themselves and their peers to the high standard of honor required by the honor code. Any individual who becomes aware of a violation of the honor code is bound by honor to take corrective action. The quality of a University of Florida education is dependent upon community acceptance and enforcement of the honor code.

The Honor Pledge: We, the members of the University of Florida community, pledge to hold ourselves and our peers to the highest standards of honesty and integrity. On all work submitted for credit by students at the university, the following pledge is either required or implied: "On my honor, I have neither given nor received unauthorized aid in doing this assignment."

The university requires all members of its community to be honest in all endeavors. The fundamental principle is that the process of learning and pursuit of knowledge is diminished by cheating, plagiarism and other acts of academic dishonesty. In addition, every dishonest act in the academic environment affects other students adversely, from the skewing of the grading curve to giving unfair advantage for honors or for professional or graduate school admission. Therefore, the university will take severe action against dishonest students.

Students should report any condition that facilitates dishonesty to the instructor, department chair, college dean, Student Honor Council, or Student Conduct and Conflict Resolution in the Dean of Students Office. (*Source: 2010-2011 Undergraduate Catalog*) It is assumed all work will be completed independently unless the assignment is defined as a group project, in writing by the instructor.

Campus Helping Resources:

Students experiencing crises or personal problems that interfere with their general wellbeing are encouraged to utilize the university's counseling resources. The Counseling & Wellness Center provides confidential counseling services at no cost for currently enrolled students.

Resources are available on campus for students having personal problems or lacking clear career or academic goals, which interfere with their academic performance.

University Counseling & Wellness Center, 3190 Radio Road
352-392-1575, www.counseling.ufl.edu/cwc/

Counseling Services
Groups and Workshops
Outreach and Consultation
Self-Help Library
Training Programs
Community Provider Database

Career Resource Center, First Floor JWRU
392-1601, www.crc.ufl.edu/

All UCC1 forms and each UCC2 form that proposes a change in the course description or credit hours must include this checklist in addition to a complete syllabus. Check the box if the attached syllabus includes the indicated information.

Syllabus MUST contain the following information:

- ☒ Instructor contact information (and TA if applicable)
- ☒ Course objectives and/or goals
- ☒ A topical outline (at least tentative) of subjects to be covered
- ☒ Required and recommended textbooks
- ☒ Methods by which students will be evaluated and their grades determined
- ☒ Policy related to class attendance
- ☒ Policy related to make-up exams or other work
- ☒ Statement related to accommodations for students with disabilities
- ☒ Information on current UF grading policies for assigning grade points

It is recommended that syllabi contain the following information:

1. Critical dates for exams and other work
2. Class demeanor expected by the professor (e.g., tardiness, cell phone usage)
3. UF's honesty policy
4. Contact information for university counseling and mental health services

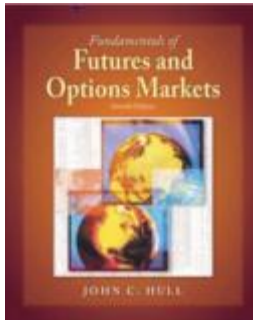
The University's complete Syllabus Policy can be found at:

<http://www.aa.ufl.edu/policy/SyllabiPolicy.pdf>

Department Name and Number Finance, Insurance & Real Estate 011706000/1706000			
Recommended SCNS Course Identification			
Prefix	F I N	Level	4
Course Number		X X X	Lab Code
Full Course Title <u>Derivatives</u>			
Transcript Title (please limit to 21 characters) <u>Derivatives</u>			
Effective Term and Year Spring 2013		Rotating Topic <input type="checkbox"/> yes <input checked="" type="checkbox"/> no	
Amount of Credit <u>02</u>	Contact Hour: Base <u>02</u>	or Headcount <u> </u>	S/U Only <input type="checkbox"/> yes <input checked="" type="checkbox"/> no
Repeatable Credit <input type="checkbox"/> yes <input checked="" type="checkbox"/> no If yes, <u> </u> total repeatable credit allowed			
Variable Credit <input type="checkbox"/> yes <input checked="" type="checkbox"/> no If yes, <u> </u> minimum and <u> </u> maximum credits per semester			
Course Description (50 words or less) The course defines the main kind of derivatives, shows how they are used to achieve various hedging and speculating objectives, introduces a framework for pricing derivatives, and studies several applications of derivative-pricing techniques outside derivative markets.			
Prerequisites FIN 4504- Equity and Capital Markets OR FIN 4243 - Debt & Money Markets.		Co-requisites	
Degree Type (mark all that apply) <input type="checkbox"/> Baccalaureate <input type="checkbox"/> Graduate <input type="checkbox"/> Professional <input type="checkbox"/> Other <u> </u>			
Category of Instruction <input type="checkbox"/> Introductory <input type="checkbox"/> Intermediate <input checked="" type="checkbox"/> Advanced			

Rationale and place in curriculum More in depth analysis of derivatives then currently provided in existing courses.

Department Contact	Name Debbie Himes Phone 392-0153	Email debbie.himes@warrington.ufl.edu
College Contact	Name Renee Mathis Phone 273-3217	Email renee.mathis@warrington.ufl.edu



FIN 4XXX Derivatives

Undergraduate Elective Course
8 Weeks (2 credits)

Course Instructor Information:

Professor Mahendrajah Nimalendran

Office: Stuzin 303c

Office Hours: TBA

Phone: 353-392-9526

e-mail: mahen.nimalendran@warrington.ufl.edu

Course Description and Objectives

This course presents and analyzes derivatives, such as forwards, futures, and options. These instruments have become extremely popular investment tools over the past several decades, as they allow one to tailor the amount and kind of risk one takes, be it risk associated with changes in interest rates, exchange rates, stock prices, commodity prices, inflation, weather, etc. They are used by institutions as well as investors, sometimes to hedge (reduce) unwanted risks, sometimes to take on additional risk motivated by views regarding future market movements.

The course defines the main kind of derivatives, shows how they are used to achieve various hedging and speculating objectives, introduces a framework for pricing derivatives, and studies several applications of derivative-pricing techniques outside derivative markets.

By its very nature a course like this involves some advanced mathematics and statistics. However, in this course the math will be kept to the minimum that is required (the higher level math will be relegated to Appendices and will be optional). The goals are to (a) understand the characteristics of various derivatives, (b) take a look at the “black box” so as to understand the pros and cons of various models that are widely used, and (c) gain some experience in applying these instruments and models for valuation, risk management and financial engineering.

Course Pre-requisites

Required class pre-requisite is EITHER FIN 4504 OR FIN 4243

Students should have a good knowledge of basic finance concepts, including risk, return, arbitrage, efficient markets, and the time value of money. In addition, a course in basic statistics and probability theory would be useful. The course will involve a significant amount of numerical calculation and modeling using a computer; therefore, fluency in the use of a spreadsheet package such as EXCEL is essential. Knowledge of calculus is not required, but this would be helpful.

Required material

Text: John C. Hull, "*Fundamentals of Futures and Options Markets*," *Seventh Edition*, Prentice Hall.

Software: Software for derivative pricing (DERIVAGEM) is part of the text. Spreadsheets discussed in class will be made available on the class website.

Lecture Notes: Will be made available on the class website.

Class Format

This course will mainly use the lecture method of instruction. The lectures, supplemented by notes, examples and assignments are intended to familiarize students with the basic concepts, quantitative techniques, pricing, and institutional details necessary for making decisions involving derivatives.

Assessment

Class Participation and Attendance	10%	Includes non-graded problems and attendance
Assignment	20%	Individual
Midterm Exam	30%	In - Class
Final Exam	40%	Assigned exam date in 8 th week
Grades	A & A- \geq 90; 80 \leq B-, B & B+ $<$ 90; 70 \leq C-, C & C+ $<$ 80; D-, D, D+ $<$ 70	

Note UF grading policy and GPA:

A = 4.0 ; A- = 3.67 ; B+ = 3.33 ; B = 3.0 ; B- = 2.67 ; C+ = 2.33 ; C = 2.0, C- = 1.67, D+ = 1.67 ; D = 1.0 ; D- = 0.67

Assignment

The assignment will consist of either several end-of-chapter problems (problem sets), case or computer assignments (computer assignments will involve Monte Carlo

simulation and option valuation using EXCEL. These assignments should be treated as equivalent to take-home exams. The report should be typed. **Late report will incur a significant penalty and any assignment that is more than two days late will not be accepted.**

Midterm and Final Exam

The exams will be closed book, but you will be allowed to bring one 8.5in by 11in sheet with formulas and other useful information. You can use both sides and you can handwrite or type. The exam will consist of numerical and qualitative conceptual questions. The questions will be very similar to the problems discussed in class, assignments submitted, and the sample exams.

Make-up exams

There will be no make-up exams except in the case of a legitimate excuse such as a death in the family or an unexpected illness with documentation.

Class Participation and Attendance

For each class, students should read the assigned chapters and also attempt the problem(s) that are given. Working in groups to solve the assigned problems is encouraged. It is highly recommended that students ask questions and actively participate in the class. Class participation as well as attendance will be used for the class participation grade. Hence, non-attendance in class will impact that component of the grade.

Note Regarding In-Class Distractions

Out of respect for fellow students, it is requested that all cell-phones, pagers, beepers, alarms, etc. be switched off or silenced before the beginning of each class. Also, you should not use your computer unless we are working on a problem or project that requires the use of the computer. You should bring your lap top to class.

Students with Disabilities

Students requesting testing accommodations must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the instructor when requesting accommodations.

Course Outline

1. Introduction (Week 1)
 - a. What are derivatives?
 - b. The main types of derivatives
 - c. Derivatives markets
 - d. Reasons for trading derivatives
 - e. Derivative pricing
2. Forwards and Futures (Week 2)
 - a. The market for forward and futures
 - b. Marking to market and margins
 - c. Valuing forward contracts and the forward price
 - d. The futures price
3. Options (Week 3)
 - a. The market for options
 - b. Option payoffs
 - c. Factors affecting option prices
 - d. No-arbitrage restrictions; the put-call parity
 - e. Early exercise of American options
 - f. Trading strategies involving options

MIDTERM EXAM (Week 4)

4. Valuing Options (Weeks 4 & 5)
 - a. The binomial model
 - b. The Black-Scholes model
 - c. Monte-Carlo simulation
 - d. Volatility estimation and implied volatility
5. Hedging and the “Greeks” (Week 6)
 - a. “Greeks” – delta, gamma, vega, theta & rho
 - b. The basic principle: delta-hedging
 - c. Delta-hedging
 - d. Asset mismatch, maturity mismatch, basis risk, and minimum-variance hedging
 - e. Delta-Gamma hedging using options
6. Special topics (Week 7)
 - a. Financial engineering
 - b. Exotic options

FINAL EXAM – Scheduled time – week 8

All UCC1 forms and each UCC2 form that proposes a change in the course description or credit hours must include this checklist in addition to a complete syllabus. Check the box if the attached syllabus includes the indicated information.

Syllabus MUST contain the following information:

- ☒ Instructor contact information (and TA if applicable)
- ☒ Course objectives and/or goals
- ☒ A topical outline (at least tentative) of subjects to be covered
- ☒ Required and recommended textbooks
- ☒ Methods by which students will be evaluated and their grades determined
- ☒ Policy related to class attendance
- ☒ Policy related to make-up exams or other work
- ☒ Statement related to accommodations for students with disabilities
- ☒ Information on current UF grading policies for assigning grade points

It is recommended that syllabi contain the following information:

1. Critical dates for exams and other work
2. Class demeanor expected by the professor (e.g., tardiness, cell phone usage)
3. UF's honesty policy
4. Contact information for university counseling and mental health services

The University's complete Syllabus Policy can be found at:

<http://www.aa.ufl.edu/policy/SyllabiPolicy.pdf>

Department Name and Number Finance, Insurance & Real Estate 011706000/1706000			
Recommended SCNS Course Identification			
Prefix	<u>F</u> <u>I</u> <u>N</u>	Level	<u>4</u>
Course Number	<u>X</u> <u>X</u> <u>X</u>	Lab Code	
Full Course Title <u>Financial Modeling</u>			
Transcript Title (please limit to 21 characters) <u>Financial Modeling</u>			
Effective Term and Year Spring 2013		Rotating Topic <input type="checkbox"/> yes <input checked="" type="checkbox"/> no	
Amount of Credit <u>02</u>	Contact Hour: Base <u>02</u>	or Headcount <u> </u>	S/U Only <input type="checkbox"/> yes <input checked="" type="checkbox"/> no
Repeatable Credit <input type="checkbox"/> yes <input checked="" type="checkbox"/> no If yes, <u> </u> total repeatable credit allowed			
Variable Credit <input type="checkbox"/> yes <input checked="" type="checkbox"/> no If yes, <u> </u> minimum and <u> </u> maximum credits per semester			
Course Description (50 words or less) The course demonstrates how intricate financial spreadsheet models can be applied to aid in value creating activities for businesses such as valuation, additional funds needed analysis, and additional applications that may include activities such as leasing and merger analysis.			
Prerequisites FIN3403 with a grade of B or better, or an equivalent course as approved by the Department of Finance.		Co-requisites	
Degree Type (mark all that apply) <input checked="" type="checkbox"/> Baccalaureate <input type="checkbox"/> Graduate <input type="checkbox"/> Professional <input type="checkbox"/> Other <u> </u>			
Category of Instruction <input checked="" type="checkbox"/> Introductory <input type="checkbox"/> Intermediate <input type="checkbox"/> Advanced			

Rationale and place in curriculum Improve student skills with spreadsheet modeling for financial applications.

Department Contact	Name Debbie Himes Phone 392-0153	Email debbie.himes@warrington.ufl.edu
College Contact	Name Renee Mathis Phone 273-3217	Email renee.mathis@warrington.ufl.edu

FIN 4XXX
Financial Modeling

Course Syllabus

COURSE INSTRUCTOR

Professor John C. Banko, Ph.D., CFA
Lecturer of Finance

Office: David Stuzin Hall, Room 331

Office Hours: TBA

Phone: (352) 392-6395

E-Mail: john.banko@warrington.ufl.edu

COURSE OVERVIEW AND OBJECTIVES

Purpose: The goals for this course are two-fold

1. To understand how value is created in a business. We will do this by:
 - a. developing pro-forma cash flow statements,
 - b. evaluating the firm's risk to calculate its cost of capital, and
 - c. using the pro-forma financials and cost of capital to value a business.
2. To be able to use and create intricate spreadsheet models.

By the end of the course, you should be able to:

1. explain the principles of sound modeling techniques,
2. use financial modeling software (primarily databases and electronic worksheets) to construct computer models which analyze financial problems, and
3. properly evaluate and improve existing financial models in a corporation.

COURSE PREREQUISITE

FIN3403 with a grade of B or better, or an equivalent course as approved by the Department of Finance.

COURSE MATERIALS TO PURCHASE FROM BOOKSTORE / ONLINE

The required materials for the course will be:

1. *Financial Modeling*, 3rd Edition, by Simon Benninga.
2. Lecture Notes, available in the Sakai course website. Press clippings from various periodicals and videos will be used during the course and posted to Sakai.
3. Laptop with Excel. You must have and bring a Windows-based laptop to class that has Excel. Apple will not work, since you cannot run macros in Mac OS.

COURSE GRADES

Course grades will be calculated using the following weights:

Attendance/Participation	100
Projects (3 at 200 pts each)	600
Quizzes (2 @ 150 pts each)	<u>300</u>
	1000

Students will be able to access their course grades and their grades for each of the assignments through the Grade Book function of Sakai.

Attendance will be taken everyday. An unexcused absence will reduce your attendance grade by 10 points. Further, most class periods will involve hands-on development and modification of spreadsheets in Excel. Active participation is required. Failure to be fully engaged can reduce your participation grade at the sole discretion of the instructor.

Final course grades will be determined based on relative standing in the course. Roughly, the top 25% will earn an A or A-, the middle 50% will be B+, B, and B-, and the last 25% will earn Cs. However, lower grades may be assigned. I will post your rank in the course weekly starting the third week of class, after the first assignments is due.

Information on UF's grading policies and the assigning of grade points is found on the website for the Office of the University Registrar, as follows:

<https://catalog.ufl.edu/ugrad/current/regulations/info/grades.aspx>

QUIZZES

Two quizzes will be administered, scheduled for the forth and seventh weeks of class. On the day of a quiz, class will start with the quiz, to be completed individually. The quiz will include concepts and definitions from the assigned readings, current events, as well as computations relevant to financial modeling.

If you have an excused absence and miss a Quiz 1, the second quiz will count as 300 points. Students cannot miss Quiz 2. If the second quiz is missed with an excused absence, a make-up must be arranged or a failing grade will be assigned for the course. **Please note that excused absences are generally limited to situations beyond your control which prevented you from attending class, such as an unexpected illness, or a death in the family. Trips, vacations, interviews, etc., are generally not excused.**

COURSE TEAM PROJECTS

There are three projects for the term. The first is a funding exercise comparable to the AFN models developed in FIN 3403. There are also two valuation projects. In the first valuation project, you analyze a firm and prepare the pro-forma statements. In the second, you will have a chance to reevaluate the assumptions made in the first project and alter several assumptions. Thus, the second valuation project builds on the first. The projects will be done in groups of 3 to 5 members. Each group member must turn in an evaluation of the group members with each assignment.

The projects are due at the *beginning* of class on the assigned day. These projects are expected to be professional work. Presentation is important. At a minimum:

- All text should be typed and presented in a case-like format.
- Spreadsheets and graphs should fit on one page or separated in a logical manner. They should be visually appealing, easy to read and incorporated into the text.
- You should include a cover page with each person's name and project title.
- You should have subsections labeled with brief descriptions immediately preceding the spreadsheet and qualitative analysis.
- All spreadsheets should be labeled with a title and description.
- An Excel formula sheet attached in an appendix (i.e. re-print with formulas showing by using Tools/Options/View/Formulas and lengthening cells)
- The project must be stapled.

In general, I should be able to pick up the project and follow the analysis easily without referencing the assignment. I expect that these projects will take you several hours. Each group will present a portion of project two during the last week of class. The presentations will be brief and focus on the subjective analysis. A portion of the grade for the second project will be the presentation and attendance on all presentation days. The projects are:

1. Additional Funds Needed model

You will be given the financials and other relevant data for a corporation and/or a scenario. The project involves developing a model to determine the funding needs of the company. Valuation impact based on using debt versus equity will be examined. The deliverable is a 2-3 page executive summary of the results and scenarios. Results from your Excel spreadsheet should be incorporated as Exhibits, Tables, and/or Charts. The full spreadsheet will be also handed-in.

2. Valuation model

You will be given the financials and other relevant data for a corporation and/or a scenario. The project involves developing a model to value the scenario as requested. The only deliverable is the Excel spreadsheet.

3. Pitchbook competition

Your team will be responsible for researching a firm and presenting a sell-side analysis and “pitch” presentation to the class. This will be a head-to-head competition. Grading will be based on the actual presentation (winner selected by students) and the complete Pitchbook (winner selected by Dr. Banko). A maximum of 250 points will be awarded to the group members of the winning presentation, 230 points to second place, and 210 points to third place, etc.. Please note: all students not presenting must be in class for judging the other groups. A 25 point attendance penalty will be given if you are not in class for judging.

Needless to say, there are no make-ups for projects. **A late project will be assigned a 10 point deduction for each day (or part of) that a project is late.**

ACADEMIC HONESTY

The University of Florida Policy on Course Syllabi requires a section on academic honesty to be included in all syllabi:

The Academic Honesty Guidelines at the University of Florida are designed to develop and engender a community of honor, trust and respect. The academic community of students and faculty at the University of Florida strives to develop,

sustain and protect an environment of honesty, trust and respect. Students within the system receive the benefits of the academic pursuit of knowledge, free from the obstacles of lying, cheating and stealing. In return, the Academic Honesty Guidelines demand that students act with integrity in all of their endeavors. Exhibiting honesty in academic pursuits and reporting violations of the Academic Honesty Guidelines will encourage others to also act with integrity. Every student who approaches their studies with honesty and forthrightness suffers when another student attains an unfair advantage by cheating.

An academic honesty offense is defined as the act of lying, cheating, or stealing academic information so that one gains academic advantage. As a University of Florida student, one is expected to neither commit nor assist another in committing an academic honesty violation. Additionally, it is the student's duty to report observed academic honesty violations.

Quizzes are individual assignments and must be completed without assistance from non-approved resources. Offenses will result in a failing grade in the course.

For your projects, you should be careful about using ideas and resources captured from the web or other site. If you are unsure of whether you are crossing the line on plagiarism, please see me before turning in your final project.

STUDENTS WITH DISABILITIES

Students requesting testing accommodations must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting the accommodations.

COURSE SCHEDULE

Date	Units and Topics Covered	Required Reading and Assignments
Week 1	<u>Introduction</u> <ul style="list-style-type: none">• Syllabus• Course Framework• Valuation Basics <u>Financial Tools</u> <ul style="list-style-type: none">• Time Value of Money• Risk & Return• Financials, funding	Chapter 1

Week 2	<u>Cost of Capital</u> <ul style="list-style-type: none"> • Calculating growth • Ties to financial statements <u>Financial Statement Modeling</u> <ul style="list-style-type: none"> • Free cash flow for valuation • Ratio analysis Project 1 Due	Chapter 2,3
Week 3	<u>Building the financial model</u> <ul style="list-style-type: none"> • PPG Corp • Bank Model Project 2 Due	Chapter 4,5
Week 4	<u>Leases</u> <ul style="list-style-type: none"> • Introduction to methods to value the firm Quiz 1	Chapter 6,7
Week 5	<u>Valuation techniques</u> <ul style="list-style-type: none"> • FCF, FCFE • Multiples valuation • Sum of parts • Warren Buffet techniques 	Notes
Week 6	<u>M&A techniques</u> <ul style="list-style-type: none"> • Discounting free cash flow in perpetuity • Using an exit multiple 	Notes
Week 7 & Week 8	Project 3 & Presentation Quiz 2	

All UCC1 forms and each UCC2 form that proposes a change in the course description or credit hours must include this checklist in addition to a complete syllabus. Check the box if the attached syllabus includes the indicated information.

Syllabus MUST contain the following information:

- ☒ Instructor contact information (and TA if applicable)
- ☒ Course objectives and/or goals
- ☒ A topical outline (at least tentative) of subjects to be covered
- ☒ Required and recommended textbooks
- ☒ Methods by which students will be evaluated and their grades determined
- ☒ Policy related to class attendance
- ☒ Policy related to make-up exams or other work
- ☒ Statement related to accommodations for students with disabilities
- ☒ Information on current UF grading policies for assigning grade points

It is recommended that syllabi contain the following information:

1. Critical dates for exams and other work
2. Class demeanor expected by the professor (e.g., tardiness, cell phone usage)
3. UF's honesty policy
4. Contact information for university counseling and mental health services

The University's complete Syllabus Policy can be found at:

<http://www.aa.ufl.edu/policy/SyllabiPolicy.pdf>

New Graduate Certificate Transmittal Form

Department Name and Number Finance Insurance and Real Estate, 17060200		CIP Code 52-08
Certificate Name <u>Certificate in Financial Services</u>		
Certification Name for Transcript (Maximum 35 characters) <u>Certificate in Financial Services</u>		
Effective Year and Term Spring 2013		Amount of Credit <u>10</u>
Certificate Description (50 words or less) <p>The certificate is designed to prepare students for a career in the financial services industry, brokering stocks and bonds, analyzing securities or similar positions of responsibility.</p>		
<p>Requirements: For each course indicate prefix, number, title, # credits, and established grading scheme (letter graded, and/or S/U). The title should be identical to the official title of the course as listed in the Graduate Catalog.</p> <p>Students must complete 5 of the following letter graded 2 credit courses:</p> <ul style="list-style-type: none"> FIN 6465 Financial Statement Analysis FIN 6427 Measuring and Managing Value ENT 6416 Venture Finance FIN 6429 Financial Decision Making FIN 6537 Derivative Securities FIN 6545 Fixed Income Security Valuation FIN 6547 Interest Rate Risk Management FIN 6930 Special Topics in Investment Finance FIN 6930 Asset Allocation & Investment Strategy 		
<p>Prerequisites</p> <p>Fully matriculated MBA student who has either successfully completed FIN 5437 & FIN 5439 or has been qualified for our 32 credit program for students with an undergraduate degree in business.</p>		

Rationale 1.) Give a rationale for offering the certificate. 2.) Please include this statement and the appropriate answer (Yes or No): "A Graduate Council approved concentration already exists in this area of study." 3.) If Yes, include a statement of the differences between the concentration and proposed certificate. 4.) If the program has students currently pursuing a non-Graduate Council approved certificate, please provide the transition plan for these students.

There is high demand need for trained professionals to service the multitude of needs that accompany today's complex global financial network. Candidates completing this series of course work will understand stock valuation to make the right decisions for their companies; can work as market analysts who monitor those companies and give investment advice to their clients; or as venture capitalists who know how to finance deals for maximum value, etc.

Graduate Council approved concentrations in General Finance and Security Analysis already exist. However, the certificate coursework is focused on the skills needed to perform tasks specific to the financial services industry whereas the concentrations are focused on corporate financial analysis and stock valuation respectively.

Any students currently pursuing this certificate will be notified that the certificate will be awarded pending approval of the Graduate Council. As the requirements are identical, students will continue taking coursework as planned.

Student Learning Outcomes: List each outcome and assessment method.

Risk Management tools: Course embedded exams and projects
Investment oriented tools: Course embedded exams and projects
Portfolio Theory: Course embedded exams and projects
Derivative Security Pricing: Course embedded exams and projects

Department Contact

Name
Phone

Kara Cupoli, 273-3251

Email kkc@ufl.edu

College Contact

Name
Phone

Renee Mathis, 273-3217

Email renee.mathis@warrington.ufl.edu

New Graduate Certificate Transmittal Form

Department Name and Number Finance Insurance and Real Estate, 17060200		CIP Code 52.0201
Certificate Name <u>Certificate in New Venture Creation</u>		
Certification Name for Transcript (Maximum 35 characters) <u>Certificate in New Venture Creation</u>		
Effective Year and Term 2013 - Spring		Amount of Credit <u>10-12</u>
Certificate Description (50 words or less) Participants will be given a cutting-edge education in entrepreneurial and innovative business practices and upon completion of the program, graduates will be able to effectively initiate, develop, grow and manage new ventures, either as start-ups, in the corporate environment or the non-profit sector.		
Requirements: <i>For each course indicate prefix, number, title, # credits, and established grading scheme (letter graded, and/or S/U). The title should be identical to the official title of the course as listed in the Graduate Catalog.</i> <small> Core Required Courses ENT6006, Entrepreneurship, 2 credits, letter graded or ENT6008, Entrepreneurial Opportunity, 2 credits, letter graded ENT6946, Entrepreneurial Consulting Project, 2 credits, letter graded or ENT6950, Integrated Technology Ventures, 4 credits, letter graded Elective Course (two required) BUL6930, Law for Entrepreneurs, 2 credits, letter graded ENT5275, Family Business Management, 2 credits, letter graded ENT6506, Social Entrepreneurship, 2 credits, letter graded ENT6016, Venture Analysis, 2 credits, letter graded ENT6116, Business Plan Formation, 2 credits, letter graded ENT6416, Venture Finance, 2 credits, letter graded ENT6506, Social Entrepreneurship, 2 credits, letter graded ENT6616, Creativity in Entrepreneurship, 2 credits, letter graded ENT6706, Global Entrepreneurship, 2 credits, letter graded ENT6930, Special Topics, 2 credits, letter graded ENT6933, Entrepreneurship Case Lecture Series, 1 credit, letter graded MAN6958, International Study Program, 2 credits, letter graded MAR6833, Product Development and Management, 2 credits, letter graded </small>		
Prerequisites Student must be enrolled in any graduate-level program besides the Masters of Entrepreneurship or MBA program.		

Rationale 1.) Give a rationale for offering the certificate. 2.) Please include this statement and the appropriate answer (Yes or No): "A Graduate Council approved concentration already exists in this area of study." 3.) If Yes, include a statement of the differences between the concentration and proposed certificate. 4.) If the program has students currently pursuing a non-Graduate Council approved certificate, please provide the transition plan for these students.

This certificate allows students that are not in our existing graduate program to receive a certificate that allows them to experience a condensed program of study in the field of new venture creation.

A Graduate Council approved concentration already exists in this area of study - NO

Students that are currently pursuing the non-Graduate Council approved certificate will be done with the planned program of study before the Graduate Council will approve the certificate and no transition plan will be required.

Student Learning Outcomes: List each outcome and assessment method.

I. Students pursuing the Certificate in New Venture Creation will be able to define the entrepreneurial context for new venture creation including:

- (1) Identifying the mindset, attitudes and behaviors of successful entrepreneurs both domestically and abroad
- (2) Outlining the legal, ethical, and social responsibilities of start-up organizations

II. Students pursuing the Certificate in New Venture Creation will be able to define the necessary steps for the recognition and evaluation of actionable new venture opportunities and assess the necessary resources required for launch including:

- (1) Calculating the feasibility of new venture opportunities
- (2) Assessing the human, physical, and financial resources required to launch new ventures

III. Students pursuing the Certificate in New Venture Creation will be able to write and communicate effectively a plan for the growth and development of new ventures including:

- (1) Writing a comprehensive business plan for the growth and development of new ventures that is clear, concise, grammatically correct and with convincing analysis
- (2) Developing an effective pitch for the growth and development of new ventures including speaking in groups and in public clearly, concisely, grammatically correct, with convincing analysis and appropriate use of visual aids

Department Contact

Name
Phone

Jamie Kraft, (352) 273-0330

Email jamie.kraft@warrington.ufl.edu

College Contact

Name
Phone

Renee Mathis, (352) 273-3217

Email renee.mathis@warrington.ufl.edu

New Graduate Certificate Transmittal Form

Department Name and Number Management 17020100	CIP Code 52.0901
Certificate Name <u>Certificate in Tourism and Hospitality Business Management</u> Certification Name for Transcript (Maximum 35 characters) <u>Tourism & Hospitality Bus. Mgmt.</u>	
Effective Year and Term 2013 Spring	Amount of Credit <u>12</u>
Certificate Description (50 words or less) The certificate is designed to provide students with a comprehensive managerial knowledge base of processes and strategies used by leading firms in the tourism and hospitality industry. Students must take a total of 10 credits (5 courses): <ul style="list-style-type: none"> • 6 credits - Tourism & Hospitality Courses • 4 credits – Business Certificate Electives 	
Requirements: <i>For each course indicate prefix, number, title, # credits, and established grading scheme (letter graded, and/or S/U). The title should be identical to the official title of the course as listed in the Graduate Catalog.</i> <small> Requirement A – Complete 6 credits of Tourism & Hospitality courses: LEI 6931 Special Topics: Tourism & Hospitality Business Perspectives (2 credits, letter graded) LEI 6931 Special Topics: Strategic Management in Hospitality Business (2 credits, letter graded) HFT6747 Marketing in Hospitality/Tourism (2 credits, letter graded) LEI 6931 Special Topics: Revenue Management in Hospitality Business (2 credits, letter graded) MAN6973 Project in Lieu of Thesis (2 credits, letter graded) - MA-International Business students only Requirement B – Complete 4 credits of business electives: BUL6841 Employment Law (2 credits, letter graded) GEB6930 Special Topics: Strategies in Sustainability (2 credits, letter graded) GEB6930 Special Topics: Risk & Crises Management (2 credits, letter graded) MAR6861 Customer Relationship Management (2 credits, letter graded) MAN6508 Management of Service Operations (2 credits, letter graded) MAN5502 Production & Operations Management (2 credits, letter graded) MAN6351 Training and Development in Organizations (2 credits, letter graded) MAN6366 Organizational Staffing (2 credits, letter graded) MAN5246 Organizational Behavior (2 credits, letter graded) MAN6331 Compensation in Organizations (2 credits, letter graded) MAN6635 International Aspects of Human Resource Management (2 credits, letter graded) MAN6447 Art and Science of Negotiation (2 credits, letter graded) MAR6930 Special Topics: Web-based Marketing (2 credits, letter graded) REE6045 Introduction to Real Estate (2 credits, letter graded) REE6395 Investment Property Analysis (2 credits, letter graded) REE6105 Real Estate Appraisal (2 credits, letter graded) REE6208 Secondary Mortgage Markets and Securitization (2 credits, letter graded) </small>	
Prerequisites Students must meet prerequisites for courses at the University of Florida.	

Rationale 1.) Give a rationale for offering the certificate. 2.) Please include this statement and the appropriate answer (Yes or No): "A Graduate Council approved concentration already exists in this area of study." 3.) If Yes, include a statement of the differences between the concentration and proposed certificate. 4.) If the program has students currently pursuing a non-Graduate Council approved certificate, please provide the transition plan for these students.

1.) The tourism and hospitality industry is a fast-growing, dynamic, and global industry with a variety of career options for individuals to develop into upper-level managerial positions. Through the coursework offered by the Certificate in Tourism and Hospitality Business Management, students will gain a comprehensive managerial knowledge base of the processes and strategies used by leading firms to gain a competitive advantage in the tourism and hospitality industry. The content of the courses centrally focus on developing the students' managerial skill set as opposed to "back of the house" hospitality operational skills. The courses were selected and designed after conducting a thorough analysis of the most competitive tourism and hospitality management programs in the US; holding focus groups with a wide array of top level executives from different tourism and hospitality sectors; working directly with industry experts to determine core competencies required to be a successful tourism and hospitality business manager; and, via active discussions with industry experts regarding where they observed potential managerial weaknesses in recent employee hires. The certificate courses have also been reviewed by some of the world's most predominant tourism and hospitality researchers.

2.) "A Graduate Council approved concentration already exists in this area of study." – No.

3.) N/A

4.) There are students currently pursuing the non-Graduate Council approved certificate. Since the certificate requirements for the Graduate Certificate in Tourism and Hospitality Business Management are the same as the non-Graduate Council approved certificate, we plan to do the following:

- In August 2012 and December 2012, we will issue a certificate at the departmental level to those students who complete the requirements.
- If the certificate is not approved by the Graduate Council, we will:
 - Issue certificates at the departmental level to those students who complete the requirements by May 2013.
 - Not award certificates after May 2013.
- If the certificate is approved by the Graduate Council by May 2013, we will follow the Graduate School's procedures to award graduate certificates.

Student Learning Outcomes: List each outcome and assessment method.

Outcome: Students will apply knowledge of strategies used in the tourism and hospitality industry to analyze and make recommendations for future growth and direction.

Assessment Method: Course embedded exams/projects.

The business electives are designed to complement the students' foundation in tourism and hospitality management. Outcomes for business courses will vary by discipline. Assessments are course embedded.

Department Contact

Name
Phone

Ana Portocarrero, 273-0341

Email

ana.portocarrero@warrington.ufl.edu

College Contact

Name
Phone

Renee Mathis, 273-3217

Email

renee.mathis@warrington.ufl.edu

New Graduate Certificate Transmittal Form

Department Name and Number Management 17020100	CIP Code 52.1101
Certificate Name <u>Certificate in Global Management</u>	
Certification Name for Transcript (Maximum 35 characters) <u>Global Management</u>	
Effective Year and Term 2013 Spring	Amount of Credit <u>12</u>
Certificate Description (50 words or less) The certificate is designed to prepare students to enter the global workforce by enhancing their business knowledge through internationally-focused coursework and an international immersion experience. Students must complete 12 graduate credits: 8 credits of international business courses and 4 credits of foreign study (including short term study tours).	
Requirements: <i>For each course indicate prefix, number, title, # credits, and established grading scheme (letter graded, and/or S/U). The title should be identical to the official title of the course as listed in the Graduate Catalog.</i> <small> Requirement A – Complete 8 credits from the courses below: BUL6852 International Business Law (2 credits, letter grade) ECO5715 Open Economy Macroeconomics (2 credits, letter grade) ECP6701 Competitive Strategy Expanding Markets (2 credits, letter grade) ECS6423 Latin American Business Economics (2 credits, letter grade) FIN6575 Emerging Markets in Finance I (2 credits, letter grade) FIN6576 Emerging Markets in Finance II (2 credits, letter grade) FIN6638 International Finance (2 credits, letter grade) FIN6608 Financial Management of the Multinational Corporation (2 credits, letter grade) ENT6706 Global Entrepreneurship (2 credits, letter grade) GEB6366 Fundamentals of International Business (2 credits, letter grade) GEB6368 Globalization and the Business Environment (2 credits, letter grade) GEB6930 Special Topics - Doing Business in Asia (2 credits, letter grade) GEB6930 Special Topics - International Advertising (2 credits, letter grade) GEB6930 Special Topics - Risk & Crises Management (2 credits, letter grade) LAS6295 Latin American Business Environment (2 credits, letter grade) MAN6635 International Aspects of Human Resource Management (2 credits, letter grade) MAN6636 Global Strategic Management (2 credits, letter grade) MAN6617 International Operations/Logistics (2 credits, letter grade) MAR6157 International Marketing (2 credits, letter grade) Requirement B – Complete 4 credits of foreign study and/or study tours. ECO6957 International Studies in Economics, ENT6957 International Studies in Entrepreneurship, FIN6957 International Studies in Finance, GEB6957 International Studies in Business, MAN6957 International Studies in Management, MAR6957 International Studies in Marketing MAN6958 International Study Program (1-6 credits, letter grade) GEB6930 Special Topics: International Study Program (1-3 credits, letter grade) </small>	
Prerequisites Students must meet prerequisites for courses at the University of Florida and abroad.	

Rationale 1.) Give a rationale for offering the certificate. 2.) Please include this statement and the appropriate answer (Yes or No): "A Graduate Council approved concentration already exists in this area of study." 3.) If Yes, include a statement of the differences between the concentration and proposed certificate. 4.) If the program has students currently pursuing a non-Graduate Council approved certificate, please provide the transition plan for these students.

1.) In today's increasingly interconnected business environment, it is important to prepare students to enter a global workforce. The certificate is designed to enhance students' knowledge and understanding of the global business environment by covering international topics in business, economics, finance, marketing, law, management and regional studies. In addition, students will gain global perspective and cross-cultural awareness by participating in a foreign study program.

2.) "A Graduate Council approved concentration already exists in this area of study." – NO

3.) N/A

4.) There are students currently pursuing the non-Graduate Council approved certificate. Since the certificate requirements for the Graduate Certificate in Global Management are the same as the non-Graduate Council approved certificate, we plan to do the following:

- In August 2012 and December 2012, we will issue a certificate at the departmental level to those students who complete the requirements.
- If the certificate is not approved by the Graduate Council, we will:
 - Issue certificates at the departmental level to those students who complete the requirements by May 2013.
 - Not award certificates after May 2013.
- If the certificate is approved by the Graduate Council by May 2013, we will follow the Graduate School's procedures to award graduate certificates.

Student Learning Outcomes: List each outcome and assessment method.

Outcome 1

Students will apply knowledge of strategies used in multinational corporations to analyze and make recommendations for future growth and direction.

Assessment Method: Course embedded exams/projects.

Outcome 2

Students will apply cultural awareness and intercultural skills to adapt and solve problems in a foreign environment.

Assessment Method: Participation and course embedded exams/projects.

Outcome 3

Students will apply knowledge of international business principles to analyze its impact on a company and/or business environment.

Assessment Method: Course embedded exams/projects.

Department Contact

Name
Phone

Ana Portocarrero, 273-0341

Email

ana.portocarrero@warrington.ufl.edu

College Contact

Name
Phone

Renee Mathis, 273-3217

Email

renee.mathis@warrington.ufl.edu

New Graduate Certificate Transmittal Form

Department Name and Number	Information Systems and Operations Management	CIP Code 52.0201
Certificate Name	Certificate in Supply Chain Management	
Certification Name for Transcript (Maximum 35 characters)	Certificate in Supply Chain Management	
Effective Year and Term	Spring 2013	Amount of Credit <u>10</u>
Certificate Description (50 words or less) The Certificate in Supply Chain Management provides graduate students with a unique educational opportunity to integrate topics from operations management, information systems, marketing and strategic management related to complex supply chain management systems. In general, a supply chain/logistics system can be viewed as a set of interconnected linkages required to transform ideas into delivered products and/or services. Firms are increasingly using outsourcing as a means to gain a competitive edge.		
Requirements: For each course indicate prefix, number, title, # credits, and established grading scheme (letter graded, and/or S/U). The title should be identical to the official title of the course as listed in the Graduate Catalog. MAN 6511, Production Management Problems (2 credits), letter graded MAN 6528, Principles of Logistics/Transportation Systems (2 credits), letter graded MAN 6573, Purchasing and Materials Management (2 credits), letter graded MAN 6581, Project Management (2 credits), letter graded ISM 6485, E-Commerce and Logistics (2 credits), letter graded		
Prerequisites	None	

Rationale 1.) Give a rationale for offering the certificate. 2.) Please include this statement and the appropriate answer (Yes or No): "A Graduate Council approved concentration already exists in this area of study." 3.) If Yes, include a statement of the differences between the concentration and proposed certificate. 4.) If the program has students currently pursuing a non-Graduate Council approved certificate, please provide the transition plan for these students.

The expansion of global markets and increased opportunities to procure and sell products/services in these markets has led to an increased need for managers who develop global outsourcing and marketing strategies. For these and other reasons, companies are increasing their focus in efficiently operating supply chains.

A Graduate Council approved concentration does not already exist in this area of study.

There are only a small number of students pursuing the certificate at this time and their enrollment in the courses is on a space-available basis. Students still enrolled in Spring 2013 will be required to fulfill any new requirements in place at that time. Any appeals to the new requirements will be considered on a case-by-case basis, pending a review of their overall academic plan and expected graduation date.

Student Learning Outcomes: List each outcome and assessment method.

Student Learning Outcomes:

1. Students should demonstrate adequate breadth and depth in supply chain management

Assessment method: Completion of all the certificate courses while maintaining a grade point average of at least 3.0.

2. Graduates should possess supply chain management skills and a degree of professionalism valued by recruiters of major corporations.

Assessment method: Feedback from company representatives/recruiters.

Department Contact	Name Phone	Pat Brawner 846-1374	Email	brawner@ufl.edu
College Contact	Name Phone	Renee Mathis 273-3217	Email	renee.mathis@warrington.ufl.edu