

GENERAL FACULTY MEETING

AGENDA | THURSDAY, DECEMBER 14, 2017 | 1:00 PM | HOUGH 120

1. The November 15, 2017 General Faculty Meeting Minutes is presented for approval by the faculty.
2. The Undergraduate Committee presents a change to the FIN major, adding the requirement to complete **ACG 4111** as a **Major Course** (eliminating elective major course options) for approval by the faculty. The required fourth course in finance (the finance elective) will be replaced with the following required course: ACG 4111 Financial Accounting and Reporting 2 (ACG 3101 "C"; FIN 3403). The current approved electives (that meet the status quo requirement) are: any 3000/4000-level ACG, ECO 3713 (International Macroeconomics), ECO 4213 (Monetary Economics), any 3000/4000-level FIN elective (however, only one course that meets this criteria has been offered per year for the past four academic years), and any 3000/4000-level REE elective (however, only one is consistently offered - REE4303, and only once per year).
3. Other Business
4. Dean's Report

GRADUATE FACULTY MEETING *(Immediately following the General Faculty Meeting)*

AGENDA | THURSDAY, DECEMBER 14, 2017 | 1:00 PM | HOUGH 120

1. The November 15, 2017 Graduate Faculty Meeting Minutes is presented for approval by the faculty.
2. Other Business
3. Dean's Report

**GENERAL FACULTY MEETING
MINUTES | WEDNESDAY, NOVEMBER 15, 2017 | 2:00 PM | HOUGH 120**

1. A motion was made to approve the October 23, 2017 General Faculty Meeting Minutes. The motion was seconded and the faculty voted to approve the minutes as distributed.
2. The Undergraduate Committee presented the following new courses for approval by the faculty. A motion was made to approve the new courses. The motion was seconded and the faculty voted to approve the new courses as presented.

MAR4XXX - Marketing Strategy

Credit 4
Contact Hour Base hr (Regularly Scheduled)
Prerequisite MAR 3023

Description Course emphasizes analysis, planning, and implementation of marketing strategies. Insights into the creative processes involved in applying marketing concepts and knowledge to the development and implementation of strategy are examined. The course features a comprehensive marketing simulation exercise as well as detailed analysis of several companies and their marketing strategies.

MAR4XXX - Professional Selling

Credit 4
Contact Hour Base hr (Regularly Scheduled)
Prerequisite MAR 3023

Description This is a basic survey course in professional selling. It is designed to teach students the importance of the selling role, provide them with basic professional selling skills and begin to prepare them for a future role in sales or sales management.

3. Other Business - none
4. Dean's Report - none

GRADUATE FACULTY MEETING *(Immediately following the General Faculty Meeting)*
MINUTES | WEDNESDAY, NOVEMBER 15, 2017 | 2:00 PM | HOUGH 120

1. A motion was made to approve the October 23, 2017 Graduate Faculty Meeting Minutes. The motion was seconded and the faculty voted to approve the minutes as distributed.
2. The new courses shown below was presented for approval by the faculty. The courses are required for the DBA students during development and completion of their dissertation. They are the final courses required for completion of the DBA degree. A motion was made to approve the courses. The motion was seconded and the faculty approved the new courses as presented.

ACG7978 - Advanced DBA Research

Credit Variable 1-12
Contact Hour 1 head-count

Prerequisite None
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

FIN7978 - Advanced DBA Research

Credit Variable 1-12
Contact Hour 1 head-count
Prerequisite None
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

MAN7978 - Advanced DBA Research

Credit Variable 1-12
Contact Hour 1 head-count
Prerequisite None
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

MAR7978 - Advanced DBA Research

Credit Variable 1-12
Contact Hour 1 head-count
Prerequisite None
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

QMB7978 - Advanced DBA Research

Credit Variable 1-12
Contact Hour 1 head-count
Prerequisite None
Description Research focused on the field of study to prepare for the DBA comprehensive written and/or oral exam in the DBA program, or to develop a DBA dissertation topic.

ACG7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12
Contact Hour 1 head-count
Prerequisite None
Description Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

FIN7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12
Contact Hour 1 head-count
Prerequisite None
Description Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

MAN7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12
Contact Hour 1 head-count
Prerequisite None
Description Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

MAR7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12
Contact Hour 1 head-count
Prerequisite None
Description Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

QMB7985 - DBA Doctoral Dissertation/Defense

Credit Variable 1-12

Contact Hour	1 head-count
Prerequisite	None
Description	Hours taken by students to work on the DBA dissertation under the supervision of a major professor.

- The **PhD Committee** presented the following new course for approval by the faculty. The course is designed to prepare graduate students for doctoral-level work in areas such as social psychology, consumer behavior, marketing, and management. A motion was made to approve the new course. The motion was seconded and the faculty voted to approve the new course as presented.

MAR7XXX	- Topics in Social and Consumer Psychology
Credit	3
Contact Hour	Base hr (Regularly Scheduled)
Prerequisite	n/a
Description	How do we form the beliefs that underlie our behavior? How do we understand others? How do we manage our social identity? This course explores questions such as these by discussing research on attitude formation, inference-making and attribution, the self, and the interplay of emotion and cognition.

- The **Specialized Graduate Committee** presented the following prerequisite change for approval by the faculty. REE 6007 and REE 6737 are designed as a two course sequence in construction methods and development planning (REE 6007) and the real estate development process (REE 6737). Successful completion of REE 6007 is necessary for students without a construction background. However, students with a construction background should be able to bypass REE 6007 and take REE 6737, with permission of the instructor. A motion was made to approve the prerequisite change. The motion was seconded and the faculty voted to approve the prerequisite change as presented.
- Other Business - none
- Dean's Report - John Kraft will be staying on as Dean until July 1, 2020

Major

Finance

The Bachelor of Science in Business Administration-Finance (BSBA-FIN) degree program provides a broad overview of the functional areas of business with an emphasis in finance. Students take foundation courses in economics, mathematics, computing skills and accounting; core courses that relate to the basic functions of business, such as finance, management, marketing and operations management; and major courses that develop students' financial decision-making skills.

About this Major

- **College:** [Heavener School of Business](#)
- **Degree:** Bachelor of Science in Business Administration
- **Credits for Degree:** 120
- **Academic Learning Compact**
- **Additional Information** [↗](#)

- **Related Finance Programs**

To graduate with this major, students must complete all university, college, and major requirements.

[Critical Tracking](#)

[Model Semester Plan](#)

Overview

The Bachelor of Science in Business Administration-Finance (BSBA-FIN) degree program focuses on the acquisition and management of funds by businesses, financial markets, security analysis and valuation, management of financial institutions, interest rates, investments and securities, financial risk management, security trading, government policy and financial markets, financial forecasting, capital structure, venture capital and security issuance. The finance curriculum prepares students for careers in corporate financial management and the financial services industry. Finance graduates can also pursue graduate studies in business, law and public administration.

BSBA-FIN majors are encouraged to gain practical work experience through [internships](#), student organizations and community service. In addition, the Heavener School of Business offers students a wide variety of academic and [career and leadership programs](#), including [study abroad](#), the Florida Leadership Academy, involvement in [student organizations](#) and [research activities](#). Students should consult an [academic advisor/career coach](#) for specific information.

Requirements for the Major

BSBA-FIN majors must maintain a 2.0 core, major and UF GPA. Students must read the individual course descriptions in this catalog to determine the prerequisites for their required courses. In addition to the critical-tracking and general education courses outlined below, BSBA-FIN majors must take 120 credits, including:

- **Core courses:** BUL 4310, FIN 3403, GEB 3373, MAN 3025, MAN 4504, MAR 3023 and QMB 3250
- **Major courses:** FIN 4243, FIN 4414, FIN 4504 ~~and four credits of elective(s) including 3000/4000-level ACG, ECO 3713, ECO 4213, FIN, and REE courses (except REE 3043), and ACG 4111~~
- **Restricted elective courses:** 11-12 credits of any 3000/4000-level courses or 1000/4000-level foreign language courses. One electronic platform course (ENT 3003, GEB 3035, ISM 3004 or REE 3043) can be taken to fulfill the restricted elective requirement. Internship, independent study or assistantship credit will not count toward this requirement. ACG 3101 is a recommended elective.
- **Professional communication course:** GEB 3213 Professional Writing in Business, GEB 3218 Professional Speaking in Business, SPC 2608 Introduction to Public Speaking, ENC 3312 Advanced Argumentative Writing or a similar course with prior approval (requires a minimum grade of C).
- **Internship course:** GEB 4941 Internship in Business Administration (one credit) in conjunction with an internship of at least 150 credits before the start of the senior year. The internship requirement can be waived for students who participate in a study abroad experience of at least six weeks. Students who waive the requirement via study abroad are strongly encouraged to complete at least one internship to improve their chances of obtaining full-time employment and/or admission to graduate programs or law school. Students should consult an academic advisor/career coach for more information.

Critical Tracking

Critical Tracking records each student's progress in courses that are required for entry to each major. Please note the critical-tracking requirements below on a per-semester basis.

Equivalent critical-tracking courses as determined by the State of Florida [Common Course Prerequisites](#) may be used for transfer students.

To remain on track for the BSBA-FIN major, students must meet the critical-tracking criteria, including earning a minimum grade of B in ACG 2021 and ACG 2071 and a minimum grade of B in FIN 3403. The critical-tracking GPA is calculated based on all attempts of the critical-tracking courses or their equivalents. After a student receives a minimum grade of C in a critical-tracking course or its equivalent, no subsequent grade in that course or its equivalent will be used in the calculation of the critical-tracking GPA.

Semester 1

- Complete 2 critical-tracking courses from ACG 2021, ACG 2071, CGS 2531 or ISM 3013, ECO 2013, ECO 2023, MAC 2233, MAC 2234, STA 2023
- 2.5 GPA on all attempts of critical-tracking courses, excluding FIN 3403
- 2.0 UF GPA required

Semester 2

- Complete 2 additional critical-tracking courses for a total of 3 critical-tracking courses
- 2.75 GPA on all attempts of critical-tracking courses, excluding FIN 3403
- 2.0 UF GPA required

Semester 3

- Complete 2 additional critical-tracking courses (including ACG 2021) for a total of 5 critical-tracking courses
- Complete ACG 2021 with a minimum grade of B
- 3.0 GPA on all attempts of critical-tracking courses, excluding FIN 3403
- 2.0 UF GPA required

Semester 4

- Complete 8 of the 9 critical-tracking courses, excluding FIN 3403
- Complete ACG 2071 with a minimum grade of B
- 3.0 GPA on all attempts of critical-tracking courses, excluding FIN 3403
- 2.0 UF GPA required

Semester 5

- Complete FIN 3403 with a minimum grade of B
- Meet all semester 1-4 critical-tracking requirements
- 2.0 UF GPA required and maintained through semester 8

Model Semester Plan

To remain on track, students must complete the appropriate critical-tracking courses, which appear in bold. These courses must be completed by the terms as listed above in the Critical Tracking criteria.

This semester plan represents an example progression through the major. Actual courses and course order may be different depending on the student's academic record and scheduling availability of courses. Prerequisites still apply.

Semester 1	Credits
ECO 2023 Principles of Microeconomics <i>GE-S</i>	4
IUF 1000 What is the Good Life <i>GE-H</i>	3
MAC 2233 Survey of Calculus 1 <i>State Core GE-M</i>	3
Biological or Physical Science <i>State Core GE-B or P</i>	3
Total	13

Semester 2	Credits
ECO 2013 Principles of Macroeconomics <i>State Core GE-S</i>	4
MAC 2233 Survey of Calculus 2 <i>State Core GE-M</i>	3
Biological or Physical Science <i>State Core GE-B or P</i>	3
Composition <i>GE-C; WR</i>	3
Humanities <i>State Core GE-H</i>	3
Total	16

Semester 3	Credits
ACG 2021 Introduction to Financial Accounting <i>Minimum grade of B required</i>	4
CGS 2531 Problem Solving Using Computer Software, 3 credits, or ISM 3013 Introduction to Information Systems, 4 credits	3-4
Composition <i>GE-C; WR</i>	3
Diversity elective <i>GE-D</i>	3
International elective <i>GE-N</i>	3
Total	16-17

Semester 4	Credits
ACG 2071 Introduction to Managerial Accounting <i>Minimum grade of B required</i>	4
GEB 4941 Internship in Business Administration <i>Complete by beginning of senior year</i>	1
STA 2023 Introduction to Statistics 1 <i>GE-M</i>	3
Professional communication course <i>GEB 3213, GEB 3218, SPC 2608, or ENC 3312</i>	3
Elective	4
Total	15

Semester 5	Credits
FIN 3403 Business Finance <i>Minimum grade of B required</i>	4
MAN 3025 Principles of Management <i>GE-S</i>	4
QMB 3250 Statistics for Business Decisions	4
Elective	4
Total	14

Semester 6	Credits
FIN 4243 Debt and Money Markets	4
BUL 4310 The Legal Environment of Business FIN 4504 Equity and Capital Markets	4
MAR 3023 Principles of Marketing	4
ACG 3101 Financial Accounting and Reporting 1 Restricted Electives	4
Total	16

Semester 7	Credits
FIN 4504 Equity and Capital Markets BUL 4310 The Legal Environment of Business	4
GEB 3373 International Business	4
ACG 4111 Financial Accounting and Reporting 2 Finance electives	4
Restricted electives	3
Total	15

Semester 8		Credits
FIN 4414 Financial Management		4
MAN 4504 Operations and Supply Chain Management		4
Elective		3
Restricted electives		3
	Total	15

Academic Learning Compact

Bachelor of Science in Business Administration: Finance

A bachelor's degree in business administration enables students to achieve foundation knowledge in economics, accounting, finance, management, marketing, business law, statistics, operations management, human resource management, information technology and entrepreneurship. Special emphasis is placed on understanding the links between various business disciplines and the development of sound business plans. Students will be able to effectively analyze a business entity's strengths and weaknesses as well as investigate the opportunities and threats present in the business environment.

The finance major covers the basics of financial statements, working capital management, capital budgeting decisions, the types of securities available to investors, and the risk/return attributes of those securities as well as factors affecting pricing.

Before Graduating Students Must

- Take the ETS Major Field Test in Business as part of MAN 4504. The ETS exam covers nine content areas in business. The score describes your performance relative to other seniors in business and accounting at 600+ colleges and universities (e.g., top 15% in the nation compared to your peers).
- Complete requirements for the baccalaureate degree, as determined by the faculty.

Students in the Major will Learn to

Student Learning Outcomes (SLOs)

1. Demonstrate knowledge and understanding of elements of economics, financial accounting, marketing, operations management, organizational behavior, business law, information technology, business statistics and social responsibility.
2. Demonstrate proficiency in the use of business-related software applications.
3. Define the ethical responsibilities of business organizations and identify relevant ethical issues.
4. Understand how the business environment, including culture, differs across countries.
5. Possess awareness of cultural differences and how these differences affect business decisions.
6. Identify characteristics and roles of groups and teams.
7. Identify characteristics and roles of managers and leaders.
8. Possess knowledge in an area of specialization outside the disciplines of business and accounting.
9. Specify and implement a framework for identifying a business problem and develop alternative solutions and a set of evaluation criteria.
10. Assess the outcomes of a course of action and make appropriate adjustments.
11. Write business documents clearly, concisely and analytically.
12. Speak in groups and in public clearly, concisely and analytically, with appropriate use of visual aids.

