During this course students will learn how to evaluate and value a new business from an investor perspective. The course will explore the fundamental characteristics that make a good business (and conversely a bad business) and how to value a business both pre and post revenue. Working in teams students will create integrated financial statements for a company and determine its value. Students will also be taught how to write and present (pitch) a business plan to investors while developing a thorough understanding as to investor needs, methodologies and concerns. Early stage fundraising techniques and intellectual property will be also covered." (Finance Elective)

To provide students hands-on experience and ability to create financial models for income statements, balance sheets and cash flow statements for forecasting and investment evaluation purposes very similar to Wall Street practitioners. Students can evaluate key assumptions to stress test the feasibility of their financial models for lending or investment purposes. (Finance Elective)

This course will provide the basic equity research analysis based upon fundamental analysis of the firm's earnings and future prospects. The analysis will take into account economic industry trends. (Finance Elective)

Indexing and ETFs - 22:390:690:40
The indexing and ETF markets are among the fastest growing markets in the world. Over the past two decades, trillions of investment dollars flowed into index-based vehicles, including thousands of ETFs and ETPs used by investors around the world. The explosion in breadth and depth has pushed the traditional definition of “index,” “indexing” and “ETF” into unchartered territory.

The goal of this course is to provide students with the intelligence and tools needed to navigate this landscape. We will cover the origins of indexing and ETFs, supporting theories, development considerations, industry directions, practical applications, and the relationship of indexing and ETFs to the other capital markets. Furthermore, we will discuss several asset classes and strategies, including US and global equities, commodities, fixed income, and risk. (Finance Elective)

Regardless of your product or service it is important in today’s global environment to design and deliver customer value with a full understanding of the inherent supply chain efficiencies associated with meeting your market needs. In this course we will explore the need to use customer driven market data to drive product/services design and the integration of those processes with the supply chain delivery process. We will also explore the use of third party partners in delivering market innovation and various relationship models that leverage those competencies in providing unique, differentiated competitive value. The course will also cover the integration of the product life cycle with various supply chain strategies that optimize both customer and shareholder return. Practical examples of global core product harmonization practices with Regional customization and advanced supply chain processes such as “postponement” manufacturing will be presented for discussion and analysis.

Real Estate Finance - 22:390:695:40

This course provides the fundamental principles and tools necessary to analyze value, risk, and return in commercial property markets. This is accomplished by developing projections of future cash flows from a given property and using them to construct measures of value, risk and return and consider their sensitivity to changes in base assumptions. Extensions include tax issues, the relationship between value, returns and leverage, structuring the distribution of cash flows in partnership agreements and/or real options. The course also provides an introduction to ARGUS, a real estate industry-standard software package used for entering and compiling lease information. (Finance Elective)