**Request to Offer Bachelor of Science Degree in Finance**

**Institution Submitting Proposal***:* Dixie State University

**Program/ Title***:* Finance

**School in Which Program Will Be Located***:* School of Business and Communication

**Department in Which Program/ Will Be Located***:* Business

**Recommended Classification of Instructional Programs (CIP) Code***:* 52.0801

**Proposed Beginning Date***:* 07/01/2013DSU

**Institutional Board of Trustees Approval Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Proposal Type:**

|  |  |  |
| --- | --- | --- |
| **Section #** |  | **Item** |
| **4.1.1** |  | **Non-Credit Certificate of Proficiency Eligible for Financial Aid** |
|  | **Credit Certificate of Proficiency Eligible for Financial Aid** |
| **4.1.1** |  | **Non-Credit Certificate of Completion** |
|  | **Credit Certificate of Completion** |
| **4.1.9** |  | **Fast-Tracked Certificate** |
| **4.1.2** |  | **Associate of Applied Science Degree** |
| **4.1.3** |  | **Associate of Science Degree** |
|  | **Associate of Arts Degree** |
| **4.1.5** | **X** | **Bachelor’s Degree** |
| **4.1.6** |  | **K-12 School Personnel Programs** |
| **4.1.7** |  | **Master’s Degree** |
| **4.1.8** |  | **Doctoral Degree** |

**Chief Academic Officer Signature**:

I certify that all required institutional approvals have been obtained prior to submitting this request to the Office of the Commissioner.

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Signature Date**

**Printed Name:** Dr.Donald Hinton

**Executive Summary**

**Dixie State University**

**Baccalaureate Degree in Finance**

**September 2012**

**Program Description**

The Bachelor of Science degree in Finance will prepare graduates to plan, manage, and analyze the financial aspects and performance of business enterprises, banking institutions, and financial planning. It will include instruction in principles of accounting, financial instruments, capital planning, funds acquisition, asset and debt management, budgeting, financial analysis, and investments and portfolio management. The Finance major is particularly well suited for careers in corporate finance, international finance, new venture financing, investment research and portfolio management, banking, financial consulting, or business financial planning. In addition, a Finance major is an excellent option for students interested in pursuing an MBA or law degree.

**Role and Mission Fit**

The approval of the Finance baccalaureate will further enhance Dixie State University’s ability to meet the educational goals of its students and to fulfill the obligation mandated in the DSU mission to offer baccalaureate programs in core or foundational areas consistent with four-year colleges. A Finance baccalaureate will also allow students to gain the necessary knowledge and experience to enter the workforce directly as well-qualified contributors to business and industry. It will also prepare students to enter graduate schools in finance or finance-related disciplines.

**Faculty**

The full time Finance and Economics faculty at DSU is qualified, experienced, and diverse. Existing faculty includes four members with Ph.D. degrees with demonstrated teaching excellence. Additional faculty would not be required to implement the program. As enrollment increases, we anticipate offering elective courses more than once a year. At this point, additional faculty may be required if enrollment exceeds expectations stated below.

**Market Demand**

Utah Office of Workforce Services reports in its “Utah Job Outlook, 2010-2020,” that financial specialists and financial managers earn its “Five Star”[[1]](#footnote-1) rating—five out of five stars given, based upon earnings and job growth outlooks. Financial Specialists occupations are projected to grow at an annual rate of 3.1% in Utah through 2020, with the total number of job openings—both new and replacement positions—projected at 3,080 per year.[[2]](#footnote-2)

**Student Demand**

An emphasis in Finance was first offered in 2008. Graduation rates doubled the first two years and have held steady at about 20 students per year. We currently have 22 students enrolled that are declared Finance emphasis students anticipated to graduate this academic year. From informal surveys, we anticipate that most students enrolled in the Finance emphasis would move to enrolling as Finance majors.

**Statement of Financial Support:**

Appropriated Fund \_\_\_X\_\_

Special Legislative Appropriation \_\_\_\_\_\_

Grants and Contracts \_\_\_\_\_\_

Special Fees/Differential Tuition \_\_\_\_\_\_

Tuition dedicated to program \_\_\_X\_\_

Other \_\_\_\_\_\_\_

**Similar programs offered in the USHE**

A BS in Finance is offered at other state peer institutions. We have modeled our proposed curriculum after The University of Utah’s finance program. Utah State University and Southern Utah University both offer degrees in finance with a similar curriculum.

**Dixie State University**

**Bachelor of Science Degree in Finance**

**September 2012**

**SECTION I: The Request**

Dixie State University requests approval to offer a Bachelor of Science degree in Finance effective July 2013 or the first full semester after approval by the Board of Regents. The program was approved by the Institutional Board of Trustees on \_\_\_\_\_\_\_\_\_\_\_.

**SECTION II: Program Description**

**Complete Program Description**

The Bachelor of Science degree in Finance will prepare graduates to plan, manage, and analyze the financial aspects and performance of business enterprises, banking institutions, and financial planning. It will include instruction in principles of accounting, financial instruments, capital planning, funds acquisition, asset and debt management, budgeting, financial analysis, and investments and portfolio management. The Finance major is particularly well suited for careers in corporate finance, international finance, new venture financing, investment research and portfolio management, banking, financial consulting, or business financial planning. In addition, a Finance major is an excellent option for students interested in pursuing an MBA or law degree.

Successful graduates of the BS degree in Finance will:

* Understand the functional structure within a firm and the role finance plays in maximizing a firm’s value;
* Understand financial and economic concepts, theories, and models for making critical managerial decisions;
* Have problem-solving skills for complex financial problems; understand and use analytical tools, and be able to support solutions and decisions with rational justifications;
* Understand the fundamentals of financial asset valuation;
* Effectively communicate complex financial concepts, analyses, and decisions;
* Have an understanding of the ethical issues related to finance and an understanding of global financial issues.

**Purpose of the Degree**

The approval of the Finance baccalaureate will further enhance Dixie State University’s ability to meet the educational goals of its students and to fulfill the obligation mandated in the DSU mission to offer baccalaureate programs in core or foundational areas consistent with four-year colleges. A Finance program will also allow students to gain the necessary knowledge and experience to enter the workforce directly as well-qualified contributors to industry, business, and government. It will also prepare students to enter graduate schools in finance and finance-related disciplines.

**Institutional Readiness**

Dixie State University now has over a decade of experience as a baccalaureate institution and it boasts an infrastructure and institutional environment appropriate for its role. Thoughtful and sustained attention to seeking and retaining credentialed teaching faculty, developing student services and library and technological resources, and funding facilities expansion have poised the institution to successfully add the proposed Finance degree. Furthermore, the Business Administration BS degree program is DSU’s first and most mature baccalaureate program and a number of the faculty members who will serve the new Finance program have had twelve years of experience in offering upper-division coursework, mentoring majors in the Business and Accounting programs, and advising of degree-seeking students. The existing department faculty includes experienced educators with doctoral degrees who are qualified to teach upper-division courses, as well as master’s-prepared teachers experienced in offering the required lower-division Finance and Economics courses.

The degree proposal will rely on existing departmental structure and will require no additions or reorganization. All but two courses are currently taught. Of these two additional courses, one is a practitioner course and will be taught by adjunct faculty and the other will be taught by an operations management faculty member. Likewise, the existing process of regular program assessment and the existing culture of continuous improvement will serve the new baccalaureate program well.

**Faculty**

The full time finance and economics faculty at DSU is composed of qualified, experienced, and diverse professors. Existing faculty includes three members with Ph.D. degrees in finance and one Ph.D. faculty member in Economics. The current faculty will meet the immediate needs for this degree. As the program matures, DSU will hire additional faculty to accommodate growth. This table represents the headcount for all faculty in the department.

|  |  |  |  |
| --- | --- | --- | --- |
| Faculty Category | Faculty Headcount –Prior to New Program Implementation\* | Faculty Additions to Support Program | Faculty Headcount at Full Program Implementation |
| With Doctoral Degrees (Including MFA and other terminal degrees, as specified by the institution) | 12 |  | 12 |
| Full-time Tenured | 8 |  | 8 |
| Full-time Non-Tenured | 9 | 1 | 10 |
| Part-time Tenured |  |  |  |
| Part-time Non-Tenured | 1 |  | 1 |
| With Master’s Degrees |  |  |  |
| Full-time Tenured |  |  |  |
| Full-time Non-Tenured | 5 |  | 5 |
| Part-time Tenured |  |  |  |
| Part-time Non-Tenured |  |  |  |
| With Bachelor’s Degrees |  |  |  |
| Full-time Tenured |  |  |  |
| Full-time Non-Tenured |  |  |  |
| Part-time Tenured |  |  |  |
| Part-time Non-Tenured |  |  |  |
| Other |  |  |  |
| Full-time Tenured |  |  |  |
| Full-time Non-Tenured |  |  |  |
| Part-time Tenured |  |  |  |
| Part-time Non-Tenured |  |  |  |
| Total Headcount Faculty |  |  |  |
| Full-time Tenured | 8 |  | 8 |
| Full-time Non-Tenured | 9 | 1 | 10 |
| Part-time Tenured |  |  |  |
| Part-time Non-Tenured | 1 |  | 1 |
|  |  |  |  |
| **Total Department Faculty FTE** (As reported in the most recent A-1/S-11 Institutional Cost Study for “prior to program implementation” and using the A-1/S-11 Cost Study Definition for the projected “at full program implementation.”) | 24.3 |  | 25.3 |

\* Includes all faculty in the Business Department

**Staff**

The new degree will not require additional staff. The Business Department has two advisors to provide academic advisement and counseling. The current advisors are capable to advise students in finance; likewise, secretarial and clerical support under the current departmental structure is adequate. As the program grows, additional personnel may be added.

**Library and Information Resources**

Dixie State University is well aware that building library resources is an integral part of program development, and the Browning Library continues to expand appropriate collections for current baccalaureate offerings. The Browning Library is committed to supporting the baccalaureate programs by ordering any material requested. A complete list of library holdings is available upon request. With the addition of a finance emphasis in 2008, library resources including academic journals and financial data bases were added and are adequate to provide support for a full degree in finance.

**Admission Requirements**

Any matriculated DSU student in good standing with the University is eligible for admission to the major. Declaration of the major is required for admission and is accomplished through the processes defined by the Registrar’s Office. Students are admitted to the degree program directly upon declaring the major. To graduate under this program, in addition to the required course work, all Finance majors are required to receive a “C-” or better and an overall GPA of at least 2.5 in major course work.

**Student Advisement**

The Business Department recognizes that advisement is crucial to student success. The program faculty members are in the process of developing an advisement protocol that will guide students from the time they declare the Finance major through to graduation. The Business advisors will take the primary advisement role with as needed guidance from faculty.

**Justification for Graduation Standards and Number of Credits**

Graduates must earn a total of 121 credits, which include a minimum of 24 finance credits (18 core and 6 upper-division elective), 24 required credits in core business, 13 business elective credits, and 60 General Education and pre-Business course credits. The total credit amount is within the 126 credit hour limit for a BS degree, as mandated by Regents.

**External Review and Accreditation**

The external reviewer found that the curriculum is similar to peer institutions. He provided some guidance regarding additional course offerings as demand grows and faculty resources are added. An external review of this program was performed by Dr. Ryan Whitby who is currently an Assistant Professor of Finance at Utah State University.

In his written review of the proposed Finance baccalaureate degree, Dr. Whitby wrote:

“The proposed Bachelor of Science in Finance at DSU fully recognizes and attempts to address the current and future state of the finance discipline. It is designed to meet the needs of multiple constituents while enhancing the reputation of the School of Business. … While every program has areas that need improvement, at the onset, it is critical to have a solid foundation from which to build. I think the proposal clearly demonstrates that the foundation is in place within the area of finance.”

He offered the following key recommendation as the program grows:

“The degree offers students an introductory knowledge of both corporate and investments, which makes for a solid core of classes. The depth of electives, however, is thin. … I recommend broadening the degree through additional courses as resources become available.”

Based on his recommendations, we have added a course in Quantitative Analysis and a Practicum in Portfolio Management. In the future we hope to add additional courses in selective areas of interest such as Real Estate Finance and Derivatives.

**Projected Enrollment**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Data Category | Current—Prior  to New Program Implementation | Projected Year 1 | Projected Year 2 | Projected Year 3 | Projected Year 4 | Projected Year 5 |
| Data for Proposed Program | | | | | | |
| Number of Graduates in Proposed Program | 16\* | 22 | 30 | 35 | 40 | 40 |
| Total # of Declared Majors in Proposed Program | 22\* | 35 | 40 | 50 | 50 | 50 |
| Departmental Data – For All Programs Within the Department | | | | | | |
| Total Department Faculty FTE (as reported in the Faculty table above) | 24.3 | 24.3 | 24.3 | 25.3 | 25.3 | 25.3 |
| Total Department Student FTE (based on third week) | 464.7 | 470 | 500 | 525 | 530 | 530 |
| Student FTE per Faculty FTE (ratio of Total Department Faculty FTE and Total Department Student FTE above) | 19.1 | 19.3 | 20.6 | 20.7 | 20.9 | 20.9 |
| Program accreditation required ratio of Faculty FTE to Student FTE, if applicable. (Provide ratio here:\_\_\_\_\_\_\_) |  |  |  |  |  |  |

\*Refers to current enrollment in finance emphasis. We assume that finance emphasis students will move to full degree upon implementation.

**SECTION III: Need**

**Program Need**

The Finance degree has been created to respond to student and employer demand. Because finance is a high-demand skill sought in many sectors of business, majors in the DSU degree program are likely candidates for key positions in traditional and emerging job markets. The addition of a Finance degree will also help to round out DSU’s complement of “core and foundational” baccalaureate degrees that define most regional state universities, including DSU’s identified peer groups.

**Labor Market Demand**

Nationwide job outlooks are very strong for graduates in finance. The National Association of Colleges and Employers (NACE) reported in Job Outlook 2012 that “in terms of the most sought after majors at the bachelor’s degree level, finance graduates edge out all others this year to top the list, with accounting and computer and information sciences majors close behind.”[[3]](#footnote-3) The Bureau of Labor Statistics’ Occupational Outlook Handbook published in March 2012 reports that: “Employment of financial analysts is expected to grow 23 percent from 2010 to 2020, faster than the average for all occupations. A growing range of financial products and the need for in-depth knowledge of geographic regions are expected to lead to strong employment growth.”[[4]](#footnote-4)

Closer to home, the Utah Office of Workforce Services reports in its “Utah Job Outlook, 2010-2020,” that financial specialists and financial managers earn its “Five Star” rating—five out of five stars given, based upon earnings and job growth outlooks. Financial Specialists occupations are project to grow at an annual rate of 3.1% in Utah through 2020, with the total number of job openings—both new and replacement positions—projected at 3,080 per year[[5]](#footnote-5).

**Student Demand**

The following table is based on student enrollment in the finance emphasis and shows the growth in the number of Business Administration graduates with an emphasis in Finance over a period of four years. The number of graduates has grown 220% over that time period, with an average growth rate of 56.30%.

We currently have 22 students enrolled that are declared finance emphasis students anticipated to graduate this academic year. From informal surveys, we anticipate that most students enrolled in the Finance emphasis would move to taking the full degree.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Academic Year | ‘08-‘09 | ‘09-‘10 | ‘10-‘11 | ‘11-‘12 |
| Graduates Business Administration  with emphasis in Finance | 5 | 10 | 18 | 16 |

**Similar Programs**

A BS in Finance is offered at most other state peer institutions. With the exception of Weber State University which only offers an emphasis in Finance, SUU, UofU, USU and UVU all offer a BS in Finance or Finance and Economics. BYU recently added a BS in Finance to its curriculum. We have modeled our proposed curriculum after The University of Utah’s finance program. Utah State University and Southern Utah University’s degrees in Finance are also similar to our proposed curriculum.

With the population growth of St. George and the surrounding areas, upper division and bachelor degree graduation rates have increased significantly at Dixie State University. The emphasis in finance has experienced similar growth. Our student counselors have stated that second to a degree in marketing, finance is the most requested within business. All but two of the required courses for this degree are being taught so no additional resources will be required.

**Collaboration with and Impact on Other USHE Institutions**

When DSU first offered a Finance emphasis in Business Administration, we presented it to the Regents as a step toward a full degree. At that time we only had one faculty member in Finance and one in Economics. This was stated as the single greatest deterrent to a full degree. We have since added another full-time and one part-time faculty to our staff teaching in Finance. Our graduation rates have grown. The students that typically attend DSU aren’t interested in relocating to a northern school. In addition, those that complete four year degrees at Dixie are more likely to choose an in-state graduate school.

**Benefits**

Baccalaureate completion rates in Utah are declining, and one probable contributor is access. The current completion rate of bachelor’s degrees for citizens in the DSU service area, among the lowest in the nation, and DSU is committed to changing this statistic. The costs for Washington County students of traveling to another institution appear be a substantial hindrance to baccalaureate completion. Approving the proposed degree will improve access for the growing population of southwest Utah. Also, the degree will allow DSU to develop further its baccalaureate mission and to provide a number of educated employees for regional and local employers.

**Consistency with Institutional Mission**

The Finance degree proposal is consonant with the DSU institutional mission which is clearly articulated in the following Mission Summary:

*DSU is a publicly supported institution of higher education that strives to enrich its community and the lives of individual students by providing associate and baccalaureate degrees and certificates, by fostering lifelong learning, and by sponsoring activities and events that meet the educational and cultural needs of its regional constituents. DSU accomplishes these objectives directly by delivering excellent teaching in a learning environment recognized for its personal relationships, values, service, diversity, and open access, and by creating strategic partnerships for learning opportunities*. (DSC Mission Summary, 2010)[[6]](#footnote-6).

**Section IV: Program and Student Assessment**

**Program Assessment:** The Finance degree has established curriculum and learning outcomes in alignment with the national standards based on a review of existing finance programs. Student learning outcomes are measured by the Business Department and finance and economics faculty as shown in the chart below. In addition, the Regent-mandated Three-Year Reports and cyclical Program Reviews will be conducted.

The following provides a summary of learning outcomes, assessment methods, benchmarks, timing, results and response for the finance program:

Learning Outcome 1: Students will demonstrate a working level knowledge of core business functions in accounting, economics, finance, information systems, international business, legal and social environment, marketing, and management. Special attention will be paid to finance section results.

Assessment Method: Direct: Major Field Test in Business by ETS Indirect: Employer & Student surveys

Benchmark: Mean score > 50th percentile on each section

Timing/Placement: Annually in Capstone, MGMT 4800

Learning Outcome 2: Students will process a complex finance situation and develop sound alternatives for action utilizing qualitative and quantitative analysis

Assessment Method: Direct: Complex case study using an assessment rubric.

Benchmark: Mean score > 4/5 on all criteria

Timing/Placement: Sample Years 1 & 3 FIN 4150

Learning Outcome 3A: Students will deliver professional quality oral presentations

Assessment Method: Direct: Class presentation using an assessment rubric. Indirect: Employer surveys

Benchmark: Mean score > 4/5 on all criteria

Timing/Placement: Sample Years 2 & 4 FIN 4500

Learning Outcome 3B: Students will prepare professional quality written presentations

Assessment Method: Direct: Written proposal, using a writing assessment rubric sample by English faculty

Indirect: Employer surveys

Benchmark: Mean score > 4/5 on all criteria

Timing/Placement: Annually FIN 3150

Learning Outcome 3C: Students can identify the critical elements of successful teamwork and will reflect upon their competency in applying them.

Assessment Method: Direct: Individual Reflection assignment using a rubric to assess identification of teamwork elements and qualitative analysis

Benchmark: Mean score > 4/5 on identification & reflection rubric

Timing/Placement: Sample Years 1 & 3 MGMT 3600

Learning Outcome 4A: Students will analyze a complex business situation and identify relevant ethical issues and suggest viable courses of action.

Assessment Method: Direct: Final case study using an assessment rubric. Indirect: Student surveys

Benchmark: Mean score > 4/5 on all criteria

Timing/Placement: Sample Years 2 & 4 MGMT 3510

In alternate years, three faculty members, not including the course instructor, will assess a sampling of students in rubric evaluated courses. Student and employer surveys will provide indirect assessment of achievement of learning outcomes.

There will be three primary components of assessment at the program level: Student satisfaction will be measured by a questionnaire given to all graduating seniors and follow-up surveys of graduates will be conducted. Student learning will be assessed as shown in the chart above. Employer satisfaction will be measured in surveys to be developed. Students’ preparation for graduate school will be quantitatively assessed by analysis of examination scores, GPAs, and scores on other standardized tests, such as the Graduate Record Exam.

Faculty and advisors will monitor students' progress by assessing performance on assigned course-specific projects, exams, and so on; they will further monitor student progress and satisfaction through such traditional indicators as GPA, enrollment numbers, retention, senior surveys at graduation and the National Survey of Student Engagement (NSSE) results, and required periodic one-on-one meetings with students.

Student and faculty input and indicators, such as GPA, enrollment numbers, program retention, post-graduation placement, acceptance to graduate programs, and graduation exit surveys, will be compiled and analyzed. A group chosen from faculty in the allied departments, prospective employers, and program graduates have been asked to form an advisory committee to evaluate the program's suitability and rigor. The external evaluators will be encouraged to offer criticism and possible directions for program improvements.

**Expected Standards of Performance:** Central to this degree proposal is a commitment to student assessment and, ultimately, to the production of quality graduates. Graduates of the Finance program must complete a minimum of 24 upper division credits of coursework directly related to Finance knowledge, a minimum of 24 required upper division credits of management and finance training, and 13 credits of business electives. Each course in the curriculum has identified learning outcomes that must be achieved upon completion of the course.

**Section V: Finance**

**Budget:** The following budget reflects only the addition of one faculty member in year three based on demand. At this time there is no finance department budget and all expenses are included in the Business Department budget. The current business department budget is sufficient to support existing faculty.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **5-Year Budget Projection** | | | | | | | |
| **Departmental Data** | **Current Departmental Budget – Prior to New Program Implementation** | **Departmental Budget** | | | | | |
| **Year 1\*** | | **Year 2\*** | | **Year 3** | |
| **Addition to Budget** | **Total Budget** | **Addition to Budget** | **Total Budget** | **Addition to Budget** | **Total Budget** |
| **Personnel Expense** | | | | | | | |
| Salaries and Wages | $962,334 | $0 | $962,334 | $0 | $962,334 | $101,874 | $1,064,208 |
| Benefits | $341,556 | $0 | $341,556 | $0 | $341,556 | $36,337 | $377,893 |
| **Total Personnel Expense** | $1,303,890 | $0 | $1,303,890 | $0 | $1,303,890 | $138,211 | $1,442,101 |
| **Non-Personnel Expense** | | | | | | | |
| Travel | $3,613 | $0 | $3,613 | $0 | $3,613 | $500 | $4,113 |
| Capital |  | $0 |  | $0 |  |  |  |
| Library |  | $0 |  | $0 |  |  |  |
| Current Expense | $55,852 | $0 | $55,852 | $0 | $55,852 | $2,000 | $57,852 |
| Total Non-personnel Expense | $59,465 | $0 | $59,465 | $0 | $59,465 | $2,500 | $61,965 |
| **Total Expense**  **(Personnel + Current)** | $1,363,355 | $0 | $1,363,355 | $0 | $1,363,355 | $140,711 | $1,504,066 |
| **Departmental Funding** | | | | | | | |
| Appropriated Fund | $557,100 |  | $557,100 |  | $557,100 | $83,213 | $640,313 |
| Other: Tuition | $806,255 |  | $806,255 |  | $806,255 | $57,498 | $863,753 |
| Special Legislative  Appropriation |  |  |  |  |  |  |  |
| Grants and Contracts |  |  |  |  |  |  |  |
| Special Fees/Differential Tuition |  |  |  |  |  |  |  |
| **Total Revenue** | $1,363,355 | $0 | $1,363,355 | $0 | $1,363,355 | $140,711 | $1,504,066 |
| **Difference** | | | | | | | |
| Revenue - Expense | $0 | $ | $0 | $ | $0 | $0 | $0 |
| Departmental Instructional Cost/Student Credit Hour\*  *(as reported in institutional Cost Study for “current” and using the same Cost Study Definition for “projected”)* | $196 | $ | $196 | $ | $198 | $ | $198 |
| **Projected Instructional Cost/Student Credit Hour** data contained in this chart are to be used in the Third-Year Follow-Up Report and Cyclical Reviews required by R411. | | | | | | | |

\* The current expenses for the finance emphasis degree are included in the budget for the business department. There is no current finance budget. All projections are in real terms.

**Funding Sources:** The funding for the proposed degrees will come from institutional funds from state allocations and new tuition revenue, depending on future budgetary conditions. External funding sources will be vigorously pursued as conditions allow.

**Reallocation:**  The approval of this program will require no internal reallocation of resources.

**Impact on Existing Budgets:** No existing budgets will be impacted by this program.

**Section VI: Program Curriculum**

**All Program Courses:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Lower-Division Requirements** | | | |
| To fulfill the lower-division requirements, a student must either: | | | |
| Complete the DSU Associate of Science in Business Degree, or  Complete the DSU requirements for General Education or equivalent, and these pre-business core classes: | | | |
| **Pre-Business Requirements** | | | |
| **Course Number** | **Course Name** | **Credits** | **Prerequisites and Notes** |
| ACCT 2010 | Financial Accounting | 3 |  |
| ACCT 2020 | Managerial Accounting | 3 | ACCT 2010 and CIS 1200 |
| CIS 2010 | Business Computer Proficiency (B- or better) | 3 | CIS 1200 (B- or better) |
| COMM 1020  Or  COMM 2110 | Public Speaking  Or  Interpersonal Communication | 3 |  |
| ECON 2010 | Micro Economics | 3 |  |
| ECON 2020 | Macro Economics | 3 | ECON 2010 |
| MATH 1100 | Business Calculus | 3 | MATH 1050 (C or better) |
| MGMT 2050 | Business Law | 3 |  |
| STAT 2040 | Business Statistics | 4 | CIS 1200 and MATH 1010 |
| **TOTAL LOWER-DIVISION CREDITS: 60**  Advanced standing status must be obtained prior to enrollment in any 3000 or 4000 level business course. | | | |
| **Business Requirements** | | | |
| **Course Number** | **Course Name** | **Credits** | **Prerequisites and Notes** |
| MGMT 2510 | Career Management | 1 | ENGL 1010 |
| ACCT 3050  Or  IT 3050 | Accounting Info Systems  Or  Management Info Systems | 3 | Pre- or Corequisites: ACCT 2020 and CIS 2010  CIS 2010, ENGL 1010  and MATH 1010 or higher |
| FIN 3150 | Managerial Finance I | 3 | ACCT 2020, ECON 1010 or ECON 2020, and STAT 2040 |
| MGMT 3400 | Management and Organizations | 3 |  |
| MGMT 3600 | Production and Operations | 3 | STAT 2040 |
| MGMT 4800 | Strategic Management | 3 | Pre- or Corequisites: ACCT 3050 or IT3050, FIN 3150, MGMT 3400,  MGMT 3600, MKTG 3010 |
| MKTG 3010 | Marketing Principles | 3 |  |
| ENGL 3010 | Writing in the Professions | 3 | ENGL 2010 |
| MGMT 3510 | Business Professional Ethics | 2 | ENGL 1010 (C or better) |
|  | **TOTAL** | **24** |  |
|  |  |  |  |
|  |  |  |  |
| **Finance/Accounting Core Requirements** | | | |
| **Course Number** | **Course Name** | **Credits** | **Prerequisites and Notes** |
| ACCT 3010 | Intermediate Accounting I | 3 | ACCT 2020 |
| MGMT 4040 | Quantitative Decision Analysis | 3 | STAT 2040 |
| FIN 3200 | Money, Banking and Credit | 3 | Pre-or Corequisite: FIN 3150 |
| FIN 3750 | Introduction to Investments | 3 | FIN 3150 |
| FIN 4150 | Managerial Finance II | 3 | FIN 3150 |
| FIN 4750 | Intermediate Investments/Portfolio Practicum | 3 | Pre-or Corequisite:FIN 3750 |
|  | **TOTAL** | **18** |  |
| **Finance Elective Requirements (Choose 2 courses from the following)** | | | |
| FIN 3500 | Financial Negotiations | 3 | FIN 3150 |
| FIN 4180 | Entrepreneurial Finance | 3 | ACCT 2020 and ENGL 2010 and FIN 3150 |
| FIN 4300 | Real Estate Finance | 3 | FIN 3150 |
| FIN 4380 | Financial Modeling & Decision Making | 3 | FIN 3150 |
| FIN 4400 | International Finance | 3 | FIN 3150 |
|  | **TOTAL** | **6** |  |
| **Business Elective Courses: 13 credits from the following list or other approved Business courses.** | | | |
| **Course Number** | **Course Name** | **Credits** | **Prerequisites and Notes** |
| ACCT 3020 | Intermediate Accounting II | 3 | ACCT 3010 |
| ACCT 3300 | Cost Accounting | 3 | ACCT 2020 |
| ACCT 3400 | Tax Accounting I | 3 | ACCT 3010 |
| ACCT 3440 | Tax Practicum I |  | Pre- or Corequisite: ACCT 3400 |
| ACCT 3500 | Accounting Practicum Techniques | 3 | ACCT 3020 and ACCT 3400 and  Corequisite: ACCT 4400 |
| ACCT 4030 | Advanced Accounting | 3 | ACCT 3500 or ACCT 4400 |
| ACCT 4100 | Auditing | 3 | ACCT 3020 |
| ACCT 4400 | Tax Accounting II | 3 | ACCT 3400 Corequisite: ACCT 3500 |
| ACCT 4440 | Tax Practicum II | 2 | ACCT 3440 (B or better) and Instructor permission required |
| ACCT 4600 | Accounting Practicum | 3 | ACCT 3500 |
| ECON 3500 | International Economics | 3 | ECON 2020 |
| IT 3500 | Electronic Commerce | 3 |  |
| IT 3550 | Internet & E-Commerce Marketing | 3 |  |
| IT 4450 | Project Management | 3 | CS 1400 and IT 1100 and IT 3050 and VT 1400 |
| MGMT 3200 | Small Business Management | 3 | ACCT 2010 and ENGL 2010 and  MGMT 3400 |
| MGMT 3700 | Organizational Behavior | 3 | MGMT 3400 |
| MGMT 4000 | Purchasing and Supply Mgmt | 3 | Pre- or Corequisite: MGMT 3600 |
| MGMT 4200 | Business Internship I | 1-3 | Advisor Permission Required |
| MGMT 4210 | Business Internship II | 1-3 | MGMT 4200 and Advisor Permission Required |
| MGMT 4300 | Human Resource Management | 3 |  |
| MGMT 4600 | Six Sigma I | 3 | MGMT 3600 |
| MGMT 4610 | Six Sigma II | 3 | MGMT 3600 |
| MGMT 4900 | Independent Research I | 1-3 | Advisor Permission Required |
| MGMT 4910 | Independent Research II | 1-3 | MGMT 4900 and Advisor Permission Required |
| MGMT 4950 | Seminar in Business | 1-3 | Advisor Permission Required |
| MILS 3200\* | Tactical Leadership | 3/1 | MILS 1200, 1210, 2200, 2210 or Basic Training or Leadership Training Course (LTC)  Note: MILS 4250 also has prerequisite of MILS 4210  \*Requires 1 Credit Lab |
| MILS 3210\* | Applied Leadership | 3/1 |
| MILS 3250 | Staff Organization & Operations | 1-3 |
| MILS 4200\* | Developmental Leadership | 3/1 |
| MILS 4210\* | Adaptive Leadership | 3/1 |
| MILS 4250 | Ranger Preparation | 2 |
| MILS 4350 | Special Project | 3 |
| MKTG 3450 | Consumer Behavior | 3 |  |
| MKTG 3500 | Promotion Management | 3 | MKTG 3010 |
| MKTG 3515 | Sales Management | 3 | CIS 2010 and MKTG 3010 and STAT 2040 |
| MKTG 3900 | Retail Management | 3 | MKTG 3010 |
| MKTG 4100 | Marketing Research | 3 | CIS 2010 and ENGL 1010 and MKTG 3010 and STAT 2040 |
| MKTG 4200 | Entrepreneurial Marketing | 3 | CIS 2010 and MKTG 3010 and STAT 2040 |
| MKTG 4700 | Marketing Strategy | 3 | MKTG 3010 |
| STAT 3200 | Advanced Statistical Methods | 3 | STAT 2040 |
| VT 3800 | Corporate Identity | 3 | VT 2500 |
|  | **TOTAL** | 13 |  |
|  | **TOTAL FOR BACCALAUREATE DEGREE** | 121 |  |
|  |  |  |  |

**New Courses to Be Added in the Next Five Years**

Based on an external review and finance degrees offered at sister institutions, we anticipate adding, but not limited to the following courses as finance elective credit as demand increases:

Advanced Investments/Derivatives

Fixed Income Investments

Financial Management

**Program Schedule**

Hypothetical Program Schedule, Baccalaureate of Science in Finance

|  |  |
| --- | --- |
| Semester 1 | |
| Course | Credits |
| COMM 1020, Public Speaking or COMM 2110, Interpersonal Communication | 3 |
| CIS 1200, Computer Literacy | 3 |
| ENGL 1010, Intro to Writing | 3 |
| LIB 1010, Information Literacy | 1 |
| MATH 1010, Intermediate Algebra | 4 |
| Total | 14 |

|  |  |
| --- | --- |
| Semester 2 | |
| Course | Credits |
| ACCT 2010, Financial Accounting | 3 |
| ENGL 2010, Intermediate Writing | 3 |
| ECON 2010, Micro Economics | 3 |
| MATH 1050, College Algebra/Pre-calculus | 4 |
| American Institutions GE | 3 |
| Total | 16 |

|  |  |
| --- | --- |
| Semester 3 | |
| Course | Credits |
| MATH 1100, Business Calculus | 3 |
| ACCT 2020, Managerial Accounting | 3 |
| ECON 2020, Macro Economics | 3 |
| SOC 1010, Introduction to Sociology | 3 |
| MGMT 2050, Business Law | 3 |
| Fine Arts GE | 3 |
| Total | 18 |

|  |  |
| --- | --- |
| Semester 4 | |
| Course | Credits |
| STAT 2040, Business Statistics | 4 |
| CIS 2010, Business Computer Proficiency | 3 |
| Life Science GE | 3 |
| Physical Science GE | 3 |
| Life Science or Physical Science lab | 1 |
| HUM 1010, Introduction to Humanities | 3 |
| Total | 17 |

|  |  |
| --- | --- |
| Semester 5 | |
| Course | Credits |
| MGMT 2510, Career Management | 1 |
| FIN 3150, Managerial Finance I | 3 |
| MGMT 3400, Management and Organizations | 3 |
| MGMT 3600, Production and Operations | 3 |
| MKTG 3010, Marketing Principles | 3 |
| Any Upper Division or lower division elective course | 3 |
| Total | 16 |

|  |  |
| --- | --- |
| Semester 6 | |
| Course | Credits |
| ACCT 3050, Accounting Information Systems or IT 3050, Management Information Systems | 3 |
| FIN 3750, Intro to Investments | 3 |
| ACCT 3010, Intermediate Accounting I | 3 |
| Finance elective requirement | 3 |
| Any Upper Division or lower division elective course | 3 |
| Total | 15 |

|  |  |
| --- | --- |
| Semester 7 | |
| Course | Credits |
| FIN 3200, Money, Banking and Credit | 3 |
| MGMT 4040, Quantitative Decision Analysis | 3 |
| Finance elective requirement | 3 |
| Any Upper Division or lower division elective course | 4 |
| ENGL 3010, Writing in the Professions | 3 |
| Total | 16 |

|  |  |
| --- | --- |
| Semester 8 | |
| Course | Credits |
| MGMT 4800, Strategic Management | 3 |
| FIN 4150, Managerial Finance II | 3 |
| FIN 4500, Intermediate Investments/Portfolio Practicum | 3 |
| Any Upper Division or lower division elective course | 3 |
| MGMT 3510, Business Professional Ethics | 2 |
| Total | 14 |

\*Total credits = 126

\*(includes MATH 1010 and Life Science/Physical Science lab)

Total credits required for degree = 121

**Section VII: Faculty**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Name | Position | Degree/Year | Area | Institution Awarding Degree |
| Kyle Wells | Professor | PhD / 2006 | Finance | University of Utah |
| Helen Saar | Assistant Professor | PhD / 2012 | Finance | University of Hawaii |
| Munir Mahmud | Professor | PhD/1997 | Economics | University of Illinois at Urbana-Champaign |
| Shandon Gubler | Assistant Professor | PhD/1985 | Strategy | Brigham Young University |

1. http://jobs.utah.gov/wi/pubs/trendlines/fall12/theoutlook.html [↑](#footnote-ref-1)
2. <http://jobs.utah.gov/wi/pubs/outlooks/state/statepublish.pdf> [↑](#footnote-ref-2)
3. <http://www.careers.uiowa.edu/leadershipacademy/NACE%20Job_Outlook_2012.pdf> [↑](#footnote-ref-3)
4. <http://www.bls.gov/ooh/business-and-financial/financial-analysts.htm#tab-6> [↑](#footnote-ref-4)
5. <http://jobs.utah.gov/wi/pubs/outlooks/state/statepublish.pdf> [↑](#footnote-ref-5)
6. Stephen Nadauld, President of DSC in a letter to students –2011-2012 Catalog - <http://www.dixie.edu/catalog/file/president.pdf> [↑](#footnote-ref-6)