



GEORGETOWN UNIVERSITY - MBA CAREER MANAGEMENT

2009 Career Tracks

FINANCE

Georgetown means business, on a global scale.

Consistently ranked among the nation's most competitive general management programs, the Georgetown MBA is distinguished by our University's tradition of preeminence in international affairs. Our programs prepare students for leadership roles in an increasingly-complex global economy.

Drawing upon the expertise of Georgetown MBA faculty, the McDonough School's **Career Tracks** model provides a guideline for students when choosing a concentrated course of study from among the many elective offerings. Students can use the model to begin developing a career vision as well as an effective strategy for identifying the professional skills and extracurricular activities necessary to prepare for a successful post-MBA career.

This **Career Track** is one of four categories that also include management, consulting and marketing as well as career paths and sub-specializations as outlined below. The examples of the many career options for MBA students in this category are meant to be a useful guide and should not be viewed as a comprehensive list of career choices. We suggest that students seek the advice and support of faculty, staff, student advisors, recruiters, alumni and the office of Career Management for assistance with choosing a track that reflects their unique goals and interests.

As students direct their attentions to defining a career vision, **Career Tracks** can help to establish a foundation of excellent training and preparation—a distinctive feature of a Georgetown MBA education in a supportive and enriching Career Management environment.

FINANCE

Finance is the science of the management of money and other assets including banking, investments and credit. Investment banking, investment management, private wealth management, venture capital and private equity, and corporate finance are among the areas of specialization in the field of finance.

Career Paths in the Finance Track include, but are not limited to:

- **Investment Banking** is the business of raising capital for companies and providing advice on financing and merger and acquisition restructuring alternatives. Careers in the investment banking industry may include analyses of foreign exchange and interest rate hedging strategies. A position in this field may also involve valuation of potential acquisitions, assessing the credit-worthiness of bonds, company valuation, management of initial public offerings, equity and bond financing, as well as a variety of consulting services.
 - **Sales and Trading** are high-profile, high-pressure roles in investment banking.

Brokers and dealers comprise the sales staff of an investment banking firm. Brokers are charged with building a “book” of clients. Most commerce conducted by brokers—soliciting clients or selling a particular stock or bond issue—transpires by telephone.

Trader income results from exchanges of securities; traders are primarily responsible for taking a position in a security issue and buying or selling large amounts of stocks or bonds.
- **Investment Management** is the professional stewardship of a variety of securities such as shares and bonds, and assets such as real estate, to meet an investor’s goals. Investors may be institutions such as insurance companies, pension funds, corporations or private investors. Investment management offers diverse professional options in the equity, fixed income, real estate, and private equity industries.

A career path in this field could lead to a research or portfolio management position at an investment bank, mutual fund, hedge fund, insurance company, or with a pension or retirement plan sponsor.

Research entails analyzing financial data and making investment recommendations; portfolio management may also involve implementing strategies and allocating asset funds.

Providing recommendations for alternative strategies, interpreting market events, and advising clients on investments and asset classes are important functions of the investment management field.

 - **Venture Capital and Private Equity** entails management of a type of privately held capital at times organized as pooled resources in a venture capital fund—and typically provided by professional, outside investors to new, growth businesses. Venture capital investments are generally made as cash in exchange for shares in the investee company and are usually high risk, but offer the potential for above-average returns. A venture capitalist makes such investments.

Employment in the field will often involve analyzing candidate firms for investment potential.

At a venture capital partnership, an analyst might appraise the market potential of a technology or evaluate the managerial skills of an entrepreneur.
- **Private Wealth Management**—is an area of expertise in which private bankers assist wealthy individuals with the management of their money.

Clients may include chief executives, investment bankers, professional athletes, and celebrities, as well as members of privately-held family businesses.

Private bankers also offer tax and pension advice, help develop strategies for philanthropy, and offer guidance on estate planning.

Successful private bankers understand financial products – from basic stocks and bonds to complex derivatives.
- **Corporate Finance** focuses on the strategic financial objectives associated with increasing the value of a firm to its shareholders. Increasing a firm’s value includes the decisions that determine how an organization: 1) raises and manages capital 2) identifies suitable investments 3) apportions dividends returned to shareholders 4) and identifies opportunities to merge with or acquire another firm.

Careers in this field require an ability to evaluate investment projects or engage in capital budgetary management. Mergers and acquisitions, public equity offerings, public and private debt placement, management of existing debt, cash flow and foreign exchange management are part of corporate finance.

FINANCE CAREER PATHS	REQUIRED SKILLS	COURSES OF STUDY	ADDITIONAL ACTIVITIES
<p>INVESTMENT BANKING & INVESTMENT MANAGEMENT</p> <p>ADDITIONAL FINANCE SPECIALIZATIONS:</p> <p>Sales and Trading Venture Capital Private Equity</p>	<ul style="list-style-type: none"> • Leadership • Experience managing people and building relationships • Experience with asset valuation and valuation modeling • Management and portfolio analysis experience and an aptitude for accounting and statistics • Knowledge of capital markets • Knowledge of financial statement analysis • Excellent research skills, with meticulous attention to detail • Strong quantitative, analytical and research ability • Excellent problem solving and decision-making • Ability to work collaboratively in a team • Exceptional public speaking and interpersonal communication • Time management 	<p>FINANCE</p> <p>FINC 510 International Finance FINC 553 Investment Analysis FINC 554 Investment Banking FINC 555 Advanced Corporate Finance I FINC 556 Derivatives and Financial Markets FINC 559 Fixed Income Securities I FINC 560 Fixed Income Securities II FINC 564 Project Finance FINC 565 Corporate Risk Management FINC 575 Alternative Investments FINC 601 Corporate Restructuring FINC 604 Financial Modeling FINC 605 Financial Markets: Institutions, Innovations and Regulations</p> <p>ACCOUNTING</p> <p>ACCT 523 Corporate Taxation ACCT 552 Financial Statement Analysis I ACCT 554 Cases in Financial Statement Analysis ACCT 556 Financial Statement Analysis II</p> <p>OPERATIONS AND INFORMATION MANAGEMENT</p> <p>OPIM 557 Computer-Based Decision Support Systems OPIM 563 Applied Decision Theory OPIM 573 Advanced Regression Analysis OPIM 574 Business Forecasting OPIM 577 Real Options</p> <p>STRATEGY</p> <p>STRT 572 Mergers and Acquisitions STRT 591 Economics of Strategic Behavior STRT 611 Short Course in Game Theory</p> <p>MANAGEMENT</p> <p>MGMT 640 Leadership MGMT 670 Negotiations</p> <p>MARKETING</p> <p>MARK 557 Price, Value, and Profitability</p>	<p>CLUBS</p> <ul style="list-style-type: none"> • Finance Club • Graduate Investment Fund • Portfolio Manager for Graduate Investment Fund • Leadership in Finance Club • Certified Financial Analyst (CFA) Exam • Run for SGA VP Finance <p>ACTIVITIES</p> <ul style="list-style-type: none"> • Finance Day • Wall Street Trek • Valuation Workshop • Training the Street • Industry 101 • National Hispanic MBA Association Conference • National Black MBA Association Conference • Reaching Out Conference • National Association of Women MBAs Conference • MBA Career Quest Career Fair <p>BOOKS/PUBLICATIONS</p> <ul style="list-style-type: none"> • <i>A Random Walk Down Wall Street</i> by Burton G. Malkiel • <i>The Big Deal: Mergers and Acquisitions in the Digital Age</i> by Bruce Wasserstein • <i>Liar's Poker</i> by Michael Lewis • <i>Monkey Business: Swinging Through the Wall Street Jungle</i> by John Rolfe and Peter Troob • <i>Wall Street Journal</i> • <i>Financial Times</i> • <i>Economist</i> • <i>Barron's</i> <p>WEBSITES</p> <ul style="list-style-type: none"> • Alternative Investment Management Association: www.aima.org • eFinancial Careers: www.eFinancialCareers.com

Georgetown MBA Career Tracks - Finance

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FINANCE CAREER PATHS	REQUIRED SKILLS	COURSES OF STUDY	ADDITIONAL ACTIVITIES
<p>PRIVATE WEALTH MANAGEMENT</p>	<ul style="list-style-type: none"> • Relationship building, networking, and maintaining client relationships • Interpersonal communication and effective presentation skills • Knowledge of a full range of financial products • Excellent customer service skills • Knowledge and understanding of financial markets • Discretion and trustworthiness • Strong analytical and problem-solving skills 	<p>FINANCE</p> <p>FINC 553 Investment Analysis</p> <p>FINC 556 Derivatives and Financial Markets</p> <p>FINC 558 Real Estate Finance</p> <p>FINC 572 International Financial Markets</p> <p>FINC 575 Alternative Investments</p> <p>FINC 604 Financial Modeling</p> <p>FINC 605 Financial Markets: Institutions, Innovations and Regulations</p> <p>ACCOUNTING</p> <p>ACCT 552 Financial Statement Analysis I</p> <p>ACCT 556 Financial Statement Analysis II</p> <p>MANAGEMENT</p> <p>MGMT 589 Advanced Oral Presentations</p>	<p>CLUBS</p> <ul style="list-style-type: none"> • Graduate Investment Fund • MBA Finance Club <p>ACTIVITIES</p> <ul style="list-style-type: none"> • Wall Street Trek • National Hispanic MBA Association Conference • National Black MBA Association Conference • Reaching Out Conference • National Association of Women MBAs Conference • MBA Career Quest Career Fair <p>BOOKS/PUBLICATIONS</p> <ul style="list-style-type: none"> • <i>Vault Career Guide to Private Wealth</i> by Mike Martinez • <i>The Poker Face of Wall Street</i> by Martin S. Fridson, CFA • <i>Wealth Management</i> by Dimitris Chorafas • <i>The Handbook of Personal Wealth Management</i> by Jonathan Reuvid <p>WEBSITES</p> <ul style="list-style-type: none"> • Professional Wealth Management: www.pwmnet.com • Worth Magazine: www.worth.com • eFinancial Careers: www.eFinancialCareers.com

FINANCE CAREER PATHS	REQUIRED SKILLS	COURSES OF STUDY	ADDITIONAL ACTIVITIES
CORPORATE FINANCE	<ul style="list-style-type: none"> • Leadership and effective team management • Excellent quantitative and analytical skills • Familiarity with and ability to conduct financial statement and regression analyses • Experience with accounting and spreadsheet modeling • Problem solving and decision making • Ability to function well in a team setting • Experience with identifying revenue drivers and expense lines • Presentation skills 	<p>FINANCE</p> <p>FINC 510 International Finance</p> <p>FINC 555 Advanced Corporate Finance I</p> <p>FINC 556 Derivatives and Financial Markets</p> <p>FINC 564 Project Finance</p> <p>FINC 565 Corporate Risk Management</p> <p>FINC 604 Financial Modeling</p> <p>ACCOUNTING</p> <p>ACCT 523 Corporate Taxation</p> <p>ACCT 552 Financial Statement Analysis I</p> <p>ACCT 556 Financial Statement Analysis II</p> <p>MANAGEMENT</p> <p>MGMT 577 Defending the Bottom Line: Managing in a Crisis</p> <p>MGMT 589 Advanced Oral Presentations</p> <p>MGMT 640 Leadership</p> <p>MGMT 670 Negotiations</p> <p>STRATEGY</p> <p>STRT 572 Mergers and Acquisitions</p> <p>STRT 588 Corporate Strategy</p> <p>OPERATIONS AND INFORMATION MANAGEMENT</p> <p>OPIM 563 Applied Decision Theory</p> <p>OPIM 574 Business Forecasting</p> <p>OPIM 577 Real Options</p> <p>MARKETING</p> <p>MARK 557 Price, Value, and Profitability</p>	<p>CLUBS</p> <ul style="list-style-type: none"> • Finance Club • Finance position in a club • Graduate Investment Fund <p>ACTIVITIES</p> <ul style="list-style-type: none"> • Finance Day • Wall Street Trek • Industry 101 • Valuation Workshop • Training the Street • National Hispanic MBA Association Conference • National Black MBA Association Conference • Reaching Out Conference • National Association of Women MBAs Conference • MBA Career Quest Career Fair <p>BOOKS/PUBLICATIONS</p> <ul style="list-style-type: none"> • <i>Wall Street Journal</i> • <i>Financial Times</i> • <i>Economist</i> • <i>Barron's</i> <p>WEBSITES</p> <ul style="list-style-type: none"> • Careers in Finance: www.careers-in-finance.com • eFinancialCareers: www.eFinancialCareers.com

SOURCES

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Definitions provided in this document are a compilation of information from the Vault Career Guides, WetFeet, Barron's Financial Guides and the following web resources:

<http://www.businessdictionary.com/definition/marketing.html>
<http://www.tribuneindia.com/2005/20050323/jobs/main4.htm>
<http://marketingmorsels.com/>
<http://www.businessdictionary.com/definition/consumer-buying-behavior.html>
<http://www.businessdictionary.com/definition/social-marketing.html>
http://encarta.msn.com/encyclopedia_761564279_2/Advertising.html
<http://www.businessdictionary.com/definition/public-relations.html>
http://www.1000ventures.com/business_guide/biz_international.html
<http://www.businessdictionary.com/definition/entrepreneurship.html>
<http://www.businessdictionary.com/definition/consulting.html>
<http://www.businessdictionary.com/definition/management-consulting.html>
<http://www.kellogg.northwestern.edu/student/club/consulting/students/>
<http://genesisconsult.us/content/financial.php>
http://www.peakgroup.net/Services/Marketing_Consulting/marketing_consulting.html
<http://dictionary.bnet.com/definition/internal+consultant.html>
http://en.wikipedia.org/wiki/Human_resource_consulting