

# PROFESSIONAL FINANCIAL PLANNING, MINOR

This minor provides a course of study to prepare students for careers as financial advisors to individuals, families, and small businesses. In particular, *it follows the prescribed curriculum to meet the education requirement of the CFP Board of Standards*. Students will be trained in the ethical code and professional standards of the financial planning practice, and prepared to counsel clients on all aspects of their financial lives: Investing, taxes, insurance, retirement, education and estate planning.

Code	Title	Credits
<b>Prerequisites: (Satisfactory completion of one of the following three courses (or their equivalents). Note: Business majors are expected to take FINC 371 as part of their Business common core requirements, before beginning the minor program.)</b>		
FINC 220	Foundations of Finance for Business and Life	3
FINC 250	Financial Literacy: Strategies for Financial Success	3
FINC 371	Managerial Finance	3
<b>Required Courses (Finance majors, who already take FINC 320 as part of their major, can complete the program in 15 credits.)</b>		<b>18</b>
FINC 375	Essentials of Professional Financial Planning	3
FINC 320	Investment Principles for Financial Planning	3
FINC 330	Tax Planning	3
FINC 435	Financial Planning for Retirement, Benefits, & Education	3
FINC 420	Principles of Estate & Insurance Planning	3
FINC 490	Capstone Financial Planning Case Study	3

By the completion of the Professional Financial Planning Minor, students will be able to:

1. Identify ethical issues and understand the implications of social responsibility for sustainable business practices.
2. Evaluate information and apply critical thinking skills to identify solutions and inform business decisions.
3. Utilize technology, apply quantitative methods and interpret data to solve business problems.
4. Integrate knowledge of core business concepts and collaborate productively as part of a team.
5. Work effectively in a diverse environment and understand how global and cultural issues effect the organization and its stakeholders.
6. Compose clear and concise forms of written communication to effectively convey ideas and information associated with business topics.
7. Communicate business concepts effectively through oral presentations.
8. Explain the requirements of professional ethics and regulation.
9. Employ the general principles and best practices of Financial Planning, as they.
  - a. Plan for education expenses.
  - b. Assess the need for risk management and insurance.
  - c. Apply investment management principles.
  - d. Identify areas for tax savings.
  - e. Design methods for assuring income in retirement.
  - f. Create a plan for appropriate disposition of deceased assets.
10. Integrate the above competencies in a comprehensive financial plan for a client.
11. Communicate the financial plan in both written and oral form in a manner that is understandable to the layman/client.
12. Demonstrate information literacy and civic responsibility by ensuring that their recommendations are consistent with current tax, retirement and estate planning laws and regulations.