**FINANCIAL SERVICES (FINSV)**

**FINSV 400: Investment Valuation for the Financial Services Professional**

3 Credits

Approaches to investment strategies, investment decisions, and the valuation of corporate securities. FINSV 400 Investment Valuation for the Financial Services Professional (3) FINSV 400 is one of the required courses for the the Financial Service Option of the Bachelor of Science in Business (BSB) degree program. The purpose of FINSV 400 is to attain an understanding of investment analysis and portfolio management. A key focus is given to the study of the pricing of corporate securities and the relationship between investment risk and return.

**Prerequisite:** FIN 301

**FINSV 411: Federal Income Taxation for the Financial Services Professional**

3 Credits

Tax regulations, tax policy, tax determination, and tax planning applicable for personal/business decision making; emphasis on taxation of individuals. FINSV 411 Federal Income Taxation for the Financial Services Professional (3) The purpose of this course is to attain an appreciation of and a familiarity with the Federal Income Tax Code as well as develop the analytical skills to evaluate potential tax liability and tax planning on a situational basis. Furthermore, the student should attain a working knowledge and comfort level in the use of tax software. This will be accomplished via a five module approach. The modules are:

a. Module 1 An Introduction to United States Taxes and the Basic Tax Model: An introduction to both income taxation and other types of United States taxes. The purposes of the Federal tax law are examined and the legislative, administrative, and judicial sources of Federal tax law are analyzed. Module 1 concludes with the introduction of the basic tax model for the individual taxpayer.

b. Module 2 Gross Income: Presents the income component of the basic tax model. Included in this module are the determination of what is income and the statutory exclusions that are permitted in calculating gross income.

c. Module 3 Deductions: Presents the deduction component of the basic tax model. Deductions are classified as business versus--non-business, employee versus employer, active versus passive, and reimbursed versus unreimbursed. The effect of each of these classifications is analyzed. The presentation includes deductions that are permitted, limitations and disallowances associated with deductions, and the treatment of losses.

d. Module 4 Tax Computation Methods, Payment Procedures, and Tax Credits: Presents several topics that relate to tax liability determination. The calculation of tax liability, the use of tax credits to reduce calculated tax liability, and the timing of the payment of the calculated tax liability are discussed.

e. Module 5 Property Transactions: Presents the tax treatment of sales, exchanges, and other dispositions of property. Included are the determination of the realized gain or loss, recognized gain or loss, and the classification of the recognized gain or loss as capital or ordinary. The topic of basis is evaluated both in terms of its effect on the calculation of the gain or loss and in terms of the determination of the basis of any subsequent acquisition of property. The use of a tax software program is embedded within each module.

**Prerequisite:** ACCTG211

**FINSV 420: Estate Planning for the Financial Services Professional**

3 Credits

Studies the processes relating to the use, conservation, and transfer of an individual's wealth; emphasizing investments, insurance and taxation. FINSV 420 Estate Planning for the Financial Services Professional (3) This course examines the why and how people plan for their retirement. The course examines the various aspects of estate planning: wills and trusts, estate and gift tax planning, estate administration and taxation. The course guides the student in a step-by-step process through the entire estate planning process. Critical to the process is gathering the necessary financial facts, setting realistic objectives, and planning the requisite income tax and investment strategies. Students will utilize a range of personal financial statements and planning forms to assist in the gathering, organization, and use of pertinent data. This course has four objectives: (1) To understand the motives for why people plan for their retirement. Related to retirement planning is the disposition of the residual value of their estate in a financial and tax prudent manner. (2) To understand the process by which individuals explore the various decision options. The most frequently cited motivation for estate planning is to minimize the tax burden on beneficiaries and to maintain the integrity of the planning process. (3) Students are motivated to understand how estate planners manage their client's wealth portfolios. The increasing wealth of the baby-boomer generation and those that follow make this process more important than for earlier generations. (4) To help students prepare for the Certified Financial Planner certification exams. FINSV 420 is an additional course in the Financial Services Option of the Bachelor of Science in Business (BSB) program. It is a relatively sophisticated course and students who select FINSV 420 will complete it only after completing courses in investments, insurance, and taxes. Evaluation will normally take the form of examinations, a research project, and class participation. At most campuses, the course will be offered once per year.

**Prerequisite:** FINSV400, FINSV411