



Bachelor of Business  
Administration  
4-year program

**sound like you?**  
**Become an insurance agent • Work with commercial real estate • Be an investor**

### did you know?

According to the U.S. Department of Labor, four out of 10 personal financial advisers are self-employed.

## Financial Services at UT

Whereas finance is the management of money, banking, investments and credit, those in financial services take these skills further and communicate and advise customers about finance decisions. Financial markets are quickly changing by incorporating e-commerce and sales management into the field. Financial services majors focus more on the interpersonal side of finance to meet the needs as professionals in this rapidly changing environment. Often times, the workload of a financial service major is mostly self-determined.

UT's financial services program lets students choose from a variety of programs to meet their specific needs and interests. Some examples of these are commercial real estate, financial institutions, insurance, investments and sales.

In addition, students can gain real-world experience through numerous internship opportunities that often lead to full-time positions. This lets students work with accomplished professionals in the financial services field while earning college credit and earning money.

### What to expect when you graduate

Examples of jobs to pursue after graduation include stockbroker, banker or financial planner. Financial planners play a major role in running family-owned/operated companies, which make up 90 percent of all businesses in the United States. In addition, the American population is getting older, richer and more concerned about retirement. Finally, people watch their pensions through their careers. All of these situations create a lifelong demand for financial planners.

Check out all our majors online @ [utoledo.edu/admission/majors.asp](http://utoledo.edu/admission/majors.asp)



# FINANCIAL SERVICES

The College of Business Administration has wireless laptops with Internet access and accessories for students to check out and use in Stranahan Hall. The College won Dell's GenerationIdea nationwide contest for this innovative use of technology, originality and appropriateness to other higher education institutions.

College of Business  
Administration

Group campus tours are available Monday through Friday at 10:30 a.m. or 2:30 p.m., and on Saturday at 11:15 a.m., year round, with the exception of national holidays. Individual admission appointments are available by request. Individualized college or department visits are also available weekdays at 1:15 p.m. by appointment.

[utoledo.edu/admission/campusvisit](http://utoledo.edu/admission/campusvisit)  
800.5TOLEDO

## Sample Curriculum\*

### FIRST YEAR

#### Fall Semester

BUAD 1000 Orientation	1
ENGL 1110 College Composition I	3
MATH 1260 Calculus with Business Application I	3
BUAD 1010 Intro to Business	3
Humanities Elective	3
Social Science Elective	3
<b>Total</b>	<b>16 hrs.</b>

#### Spring Semester

ENGL 2960 Organiz Report Writing	3
MATH 1270 Calculus with Business Application II	3
ISOM 1020 Micro-Computer Applications	3
ECON 1150 Intro to Macro Economics	3
Natural Science Lecture Elective	3
Natural Science Lab Elective	1
<b>Total</b>	<b>16 hrs.</b>

### SECOND YEAR

#### Fall Semester

BUAD 2000 Career Development I	1
BUAD 2040 Financial Accounting Info	3
BUAD 2060 Data Analysis for Business	3
ECON 1200 Intro to Micro Economics	3
Non-Business Elective	3
Multicultural U.S. Diversity Elective	3
<b>Total</b>	<b>16 hrs.</b>

#### Spring Semester

BUAD 2050 Acct for Decision Making	3
BUAD 2070 Application of Statistics	3
BUAD 2080 Global Environment of Business	3
Humanities Elective	3
Natural Science Lecture Elective	3
Non-Business Elective	1
<b>Total</b>	<b>16 hrs.</b>

### THIRD YEAR

#### Fall Semester

BUAD 3000 Career Development II	1
BUAD 3010 Principles of Marketing	3
BUAD 3020 Mfg & Service Systems	3
BUAD 3030 Managerial & Behavior Processes	3
BUAD 3040 Principles of Financial Mgmt	3
COMM 3880 Professional Business Comm	3
<b>Total</b>	<b>16 hrs</b>

#### Spring Semester

BUAD 3050 Info Tech Management	3
BUAD 3470 Legal Environment of Business	3
FINA 3480 Investments	3
FINA 4090 Fin Markets & Institutions	3
Business Elective/Minor Elective	3
Non-Business Elective	1
<b>Total</b>	<b>16 hrs.</b>

### FOURTH YEAR

#### Fall Semester

FINA 4940 Approved Internship or Finance Elective	3
FINA 3600 Risk, Insurance, Financial Planning Elective	3
PSLS 3440 Professional Sales	3
Business Elective/Minor Elective	3
Multicultural Non-Western Elective	3
<b>Total</b>	<b>15 hrs.</b>

#### Spring Semester

BUAD 4020 Senior Bus Policy Forum	3
FINA 3670 Real Estate Elective	3
Financial Services Elective	3
Business Elective/Minor Elective	3
Non-Business Elective	3
<b>Total</b>	<b>15 hrs.</b>

### For more information about Financial Services, contact:

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[utoledo.edu/business](http://utoledo.edu/business)

\*Sample curriculum is subject to change. Please consult the department for up-to-date information. For more detailed program requirements, visit [catalog.utoledo.edu](http://catalog.utoledo.edu).