Job Placement Rate: 85.7% (May 2015)

Major Admission Requirements: A or B in ACCT 2300 and FIN 3320, 2.75 cumulative Texas Tech University GPA

Available Concentrations: Real Estate

Available Certificates: Certificate in Finance

Popular Double Majors: Accounting

Example of Study Abroad Countries: Australia, China, France, Germany, Greece, Italy, Japan, New Zealand, Spain, South Korea, United Arab Emirates, United Kingdom

See a full list of study abroad programs for your major at RawlsAbroad.com.

*Dependent on market conditions and number of graduates

COMPANIES THAT HIRE RAWLS GRADUATES

- Accenture
- Bank of America
- Comerica
- ConocoPhillips
- Frost Bank
- Goldman Sachs
- Lockheed Martin
- Merrill Lynch
- Natixis
- Plains Capital Bank
- Ryan and Company
- Wells Fargo

CAREERS

<table>
<thead>
<tr>
<th>Commercial Banking</th>
<th>Corporate Finance</th>
<th>Investment Banking, Investment Management</th>
<th>Real Estate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lending</td>
<td>Project analysis</td>
<td>Mergers and acquisitions</td>
<td>Residential brokerage</td>
</tr>
<tr>
<td>Business development</td>
<td>Financing and capital raising</td>
<td>Equity and debt issuance</td>
<td>Commercial brokerage</td>
</tr>
<tr>
<td>Investment management</td>
<td>Capital budgeting</td>
<td>Portfolio management</td>
<td>Appraisals</td>
</tr>
<tr>
<td>Risk management</td>
<td>Treasury management</td>
<td>Business valuation</td>
<td>Property management</td>
</tr>
<tr>
<td>Regulatory compliance</td>
<td>Managerial accounting</td>
<td>Investment advisor</td>
<td>Real estate portfolio</td>
</tr>
<tr>
<td>Regulatory enforcement</td>
<td>Chief Financial Officer</td>
<td>Research analyst</td>
<td>management</td>
</tr>
</tbody>
</table>

Real Estate

- Residential brokerage
- Commercial brokerage
- Appraisals
- Property management
- Real estate portfolio management

FINANCE STUDENT ORGANIZATIONS

- Financial Management Association | financeassociation.ba.ttu.edu
- Financial Advisors and Analysts Society of Tech (FAAST) | faast.ba.ttu.edu
- Real Estate Organization | reo.ba.ttu.edu

For a complete list of student organizations within the Rawls College of Business, visit studentorgs.ba.ttu.edu.
SAMPLE COURSE CURRICULUM

Financial Statement Analysis
- Study how and why financial statements are created
- Analyze statements from the perspective of investors, lenders and business managers
- Analyze the quality of financial statements

Financial Markets and Institutions
- Financial securities and markets, including stocks, bonds, derivatives and commodities
- Financial institutions, including brokerage firms and commercial and investment banks
- Federal Reserve System and monetary policy

Corporation Finance
- Financial mathematics
- Impact of risk and return on business decision making
- Valuation of stocks, bonds and investment projects
- Debt, cost of capital and capital structure
- Design of functional Excel worksheets

Investments
- Valuing firms and financial claims
- Investment management process and security trading
- Asset pricing models, risk and return
- Mutual funds, ETFs and retirement vehicles

Student Managed Investment Fund (SMIF)
- Manage $2.8 million stock portfolio
- Fundamental stock research; valuation of companies
- Bloomberg certification
- Emphasis on attributes of Chartered Financial Analyst program

Derivative Securities and Markets
- Valuation, mechanics, and uses of options, futures, forwards, and swaps contracts
- Operation of, and trading in, derivative securities markets
- Trading and hedging strategies

Management of Financial Institutions
- Analyzing bank performance
- Managing bank risk
- Credit policy; consumer and commercial lending
- Managing bank capital and funding
- Managing investment portfolio

Real Estate Fundamentals
- Introduction to property law, finance, valuation, investment analysis and brokerage
- Operations of the real estate market and the study of urban land use

RAWLS COLLEGE OF BUSINESS AND TEXAS TECH UNIVERSITY RESOURCES

Texas Tech University
- Admissions | www.admissions.ttu.edu
- Financial Aid | www.financialaid.ttu.edu
- Scholarships | www.scholarships.ttu.edu

Rawls College of Business
- Career Management Center | www.rawlscmc.com
- Area of Finance | finance.ba.ttu.edu
- Georgie G. Snyder Communication Skills Center | comskillscenter.ba.ttu.edu
- Undergraduate Services Center | undergrad.ba.ttu.edu

While every effort has been made to ensure accuracy, the Rawls College of Business reserves the right to make changes to pertinent information including but not limited to degree plans and program requirements.