TCU’s finance concentration—with options in both investments and corporate finance—prepares you for careers ranging from portfolio manager to equity research analyst to associate finance manager.

:: ABOUT THIS CONCENTRATION

INVESTMENTS OPTIONS
Jumpstart your career in managing financial securities and investment portfolios. You’ll learn about financial instruments, risk/return and valuation and trading analysis.

CORPORATE FINANCE OPTION
Prepare to manage complex financial problems for corporations. You’ll learn how to analyze capital investments, new products, potential acquisitions, financial forecasts, capital projects and corporate assets—and how to guide your company to make smart decisions.

INDUSTRY EMPHASIS AREAS
In addition to your concentration in finance, you can add an industry emphasis that includes 6-9 hours of elective courses focused on a specific industry. Many electives in the emphasis areas are taught by industry insiders or feature guest presentations by industry executives. Emphasis areas include:
- Energy
- Health care
- Real estate
- Consulting
- Entrepreneurship

:: STAND AND DELIVER

EDUCATIONAL INVESTMENT FUND
The Educational Investment Fund, one of the first student-run investment portfolios in the country, has grown to be one of the largest in the world. TCU’s students manage the $1.5 million fund—and often beat Wall Street’s returns. You’ll add real investment experience to your résumé and have access to successful fund alumni who manage money around the world. And with its 6-percent payout for charity, the fund has raised more than $2.5 million for nonprofit groups.

CFA PREP
The CFA prep course for the Level I and Level II examinations can be taken for elective credit in the MBA finance concentration. TCU’s pass rates for the Chartered Financial Analyst exam consistently far exceed worldwide pass rates.

HEDGE FUND PLAN
In this elective course, you learn basic absolute return strategies and create a plan to develop a new hedge fund, including identification of potential investors. The course is led by Bryan Hedrick, CFA (MBA ’08), investment officer at the Fort Worth Employees’ Retirement Fund. Serving as a resource to students in this class are Walker N. Moody, managing director and chief operating officer, TPH Asset Management, and Jim Hille, CFA (MBA ’92), TCU’s chief investment officer and former CIO of the Teacher Retirement System of Texas, a $100 billion public pension plan.

NEELEY & ASSOCIATES CONSULTING
Develop your business experience while tackling meaningful projects for paying clients ranging from Fortune 500 corporations to area nonprofits. As part of a team, you’ll apply the concepts you’ve learned in class and leverage your own work experience to address a key strategic or operational challenge for your client. Experienced consultants
earned a standing invitation to return to the competition.

**TCU 2011, TCU competed well against teams from Tulane, Rice University, TCU competes in—and frequently wins—this annual regional competition against teams from SMU, University of Texas at Dallas and other area MBA programs to earn cash prizes.**

**ASSOCIATION FOR CORPORATE GROWTH M&A CASE COMPETITION**
TCU competes in—and frequently wins—this annual regional competition against teams from SMU, University of Texas at Dallas and other area MBA programs to earn cash prizes.

**TULANE FINANCE CASE COMPETITION ::** In its initial appearance in 2011, TCU competed well against teams from Tulane, Rice University, University of South Carolina, Vanderbilt and Washington University. TCU earned a standing invitation to return to the competition.

**NEELEY CONNECTIONS**
Test your executive mindset during Neeley Connections live case studies. You’ll brainstorm alongside business leaders to solve problems currently faced by companies such as GameStop and Southwest Airlines. You’ll think on your feet and learn how top execs approach complex problems. Other companies recently presenting cases:

- **Frito-Lay,** Ralph Goedderz (MBA ’97), VP for supply chain finance
- **Cobalt Capital Partners,** Lew Friedland, founder and managing partner
- **CB Richard Ellis,** Jack Fraker, vice chairman
- **IBM,** Walter Merrill, director

For Frito-Lay, TCU MBAs analyzed the competitive threat when rival Snyder’s of Hanover (the nation’s #1 pretzel company) bought out Utz Potato Chips. The merger happened just days before, and TCU students brainstormed with Frito-Lay VPs about how it would affect market share in the multibillion-dollar chip industry.

**C-LEVEL CONFIDENTIAL**
Be ready to make an important impression. Our students are prepared to discuss industry trends, even with senior-level execs. Through small-group dinners—and candid conversations—with corporate executives, you gain sound career advice and add powerful connections to your personal network. Recent visitors include:

- **Nike,** Elliott Hill (TCU ’86), VP and general manager, North America
- **LKCM Capital Group and LKCM Private Discipline Management,** J. Bryan King, CFA, managing partner
- **KPMG,** Steve Hill, partner, advisory services, innovation leader
- **Compass Group,** Kurt Kimball, EVP, North America
- **Dish Network,** Joe Clayton, president and CEO and former chairman of Sirius XM Radio

**INTERNATIONAL TRIPS**
With TCU travel courses, held between semesters, you’ll meet with executives at multiple companies to learn about business practices around the globe.

In Santiago, Chile, learn about risk management and consulting in emerging markets from Omar Mata (MBA ’02), manager, financial transformations-Americas, Deloitte. In India, spend hours discussing trends in developing economies with Tushar Poddar, chief economist, Goldman Sachs. Or explore multinational corporate strategies in Geneva with Laurent Attias (MBA ’94), president, Alcon-EMEA (Europe, Middle East and Africa). Study trips travel to:

- Chile
- India
- China
- Italy
- Dominican Republic
- South Africa

**CENTERS AND CONFERENCES**
**LKCM ANNUAL INVESTMENT CONFERENCE ::** Sponsored by Neeley’s LKCM Center for Financial Studies, this conference is a great way for MBA students to meet leaders from the financial markets field, as well as to hear from respected investment managers about their investment strategies. In recent years, keynote speakers have come from JP Morgan Private Bank, State Street Global Advisors and Halcyon Asset Management.
:: MAKE CONNECTIONS

STUDENT ORGANIZATIONS

The Capital Markets Club gives members the chance to get additional exposure to the diverse world of corporate finance and investments. Students discuss best practices with business leaders and finance professors, build their network and prep with mock interviews. Here’s a list of clubs:

- Capital Markets Club
- Entrepreneurship EDGE Club
- Graduate Real Estate Club
- MBA Energy Club
- MBA Marketing Association
- National Association of Women MBAs
- MBA Health Care Club
- Student Organization for Supply Chain Studies

CAREER TRIPS

OMAHA :: Students fly to Omaha to meet with investment guru Warren Buffett over lunch. TCU is one of only a handful of schools to receive this invitation for four consecutive years. The trip is a chance to learn about his investment philosophy and to discover what makes one of the world’s top business leaders successful.

NEW YORK CITY :: The Capital Markets Club works closely with the Graduate Career Center to identify targeted companies for visits with hiring managers. Recent trips to New York City have included meetings with hiring managers at Credit Suisse, JP Morgan, Nomura Securities, Barclays, Morgan Stanley, Deutsche Bank, AEA Investors and UBS, plus a visit to the New York Stock Exchange.

OTHER CITIES :: Student organizations partner with the Graduate Career Center to plan trips to Chicago, Houston or other selected cities, where members meet with corporate executives and alumni at companies targeted by students. These trips, such as recent meetings with private wealth managers at Goldman Sachs and Deutsche Bank, can be an important foot in the door for students.

DON’T FORGET DFW :: With such a rich job market at home, it only makes sense that student organizations work with the Graduate Career Center to visit companies—and connect with major corporate leaders—in the Dallas-Fort Worth metroplex. A recent Capital Markets Club visit to the BNSF Railway corporate headquarters was hosted by Executive vice President Thomas Hund, a member of the Neeley School’s International Board of Visitors.

LUNCH AND LEARN PRESENTATIONS ON CAMPUS

You’ll meet with alumni and other executives from your targeted industry in a small-group, informal lunch gathering. Recent participants have included Phil Barnett, founder and principal, Industry Petroleum; Brett Swenson, project manager due diligence, Citadel Investment Group, New York City; and Jill McKeen (MBA ’08), vice president-sales representative of corporate finance, GE Capital.

:: GET HIRED

CAREER PREP AND COACHING

GRADUATE CAREER CENTER :: Once you’ve earned your MBA, you’ll be competing on a whole new level. Your personal career coach will help you master the latest job-search strategies, transition into new functional areas or industries, and make the corporate connections that lead to internships and offers. Our career specialists organize meetings with hiring managers across the country, schedule company reps for on-campus interviews and presentations, and serve as your on-site strategists at national career conferences.

FINANCE CAREER EXPERTS :: In addition to the resources of Neeley’s Graduate Career Center, you can strategize one-on-one with expert career consultants with direct experience in the finance industry.

SKILLS ENHANCING MODULES :: Hands-on learning modules presented by industry leaders—the same experts and organizations that hiring companies utilize—give you the skills to develop financial models and valuation models, as well as the advanced Excel skills sought by employers.

Company information sessions: You’ll have access to top financial firms through events such as the invitation-only MBA Day at Credit Suisse, at which students learn about the summer associate program.

JUMP START BOOT CAMP :: This boot camp, held before classes begin during the START Workshop, delivers an early understanding of MBA-level finance career opportunities. You’ll meet with faculty for a comprehensive look at the TCU finance curriculum, hear from expert consultants on industry career trends, and interact with a panel of executives from firms such as Deloitte, Bank of America, Frito-Lay and Texas Health Resources. And even though classes have not yet begun, be ready for your first finance case competition, presented by a corporate sponsor such as PepsiCo.

CAREERS

PROVEN RESULTS :: More than 90 percent of TCU MBAs landed full-time positions within 90 days of graduation in 2011.

INTERVIEWING COMPANIES :: TCU’s extensive industry connections link you with finance jobs. Recent interviewing companies include AT&T, BBVA Compass, Credit Suisse, Goldman Sachs, Hilton Worldwide, JP Morgan Chase, Merrill Lynch, Nomura Securities, PepsiCo, Prudential Capital Group, QuickSilver Resources, Sabre Holdings and others.

ALUMNI :: The Neeley School’s alumni network—15,000 strong and growing—stretches across the country and around the globe. Ray Carpenter (MBA ’04), executive director-corporate financial planning at AT&T, was named to Treasury & Risk’s 40 finance execs under 40. Other alumni include Dustin Cook (MBA ’07), vice president-energy derivatives, Société Générale; Paul Lauritano (MBA ’91), managing director, JP Morgan, Hong Kong; Chris Kleinert (MBA ’92), chairman, Hunt Investment Corporation; and Marc Ortiz (MBA ’07), vice president/director of operations, Tudor, Pickering, Holt & Co.
FEATURED FACULTY

LARRY LOCKWOOD :: Dr. Larry Lockwood, professor of finance, holds the prestigious C.R. Williams Professorship of Financial Services at TCU. As a dedicated teacher and mentor, he has taught equity investments, debt investments, derivatives, quantitative analysis, portfolio management and CFA review across the U.S. and in Europe. He serves as a faculty advisor for TCU’s Educational Investment Fund and has won numerous teaching awards including the MBA Alumni Professor of the Year (2007), an honor awarded based on alumni nominations.

Dr. Lockwood serves on the strategic advisory board for the CFA Society of Dallas-Fort Worth. He also serves as the organization’s academic liaison and administers the organization’s CFA exam review program, an 88-hour review course held on the TCU campus. Dr. Lockwood earned his own Chartered Financial Analyst certification in 1995.

An expert in investments and portfolio management, he has published more than 25 articles in academic journals such as the Journal of Finance, the Journal of Banking and Finance and the Journal of Portfolio Management.

COURSES

CORPORATE FINANCE :: The goal of these courses is to provide students with a firm understanding of the financial techniques that should be employed when evaluating potential corporate projects.

The student must complete 21 credit hours as specified below:

YEAR 1: FALL SEMESTER (1.5 CREDITS)
FINA 70010 Financial Management II (1.5)

YEAR 1: SPRING SEMESTER (7.5 CREDITS)
ACCT 70020 Cost Systems and Analysis (1.5)
ACCT 70153 Financial Statement Analysis (3)*
ACCT 70013 Advanced Financial Reporting (3)*

YEAR 2: FALL SEMESTER (6 CREDITS)
FINA 70513 Security Analysis (3)
FINA 70563 International Finance (3)

YEAR 2: SPRING SEMESTER (6 CREDITS)
FINA 70420 Options and Futures Markets (1.5)
FINA 70520 Risk Management and Financial Engineering (1.5)
FINA 70543 Advanced Financial Management (3)

PLUS 9 additional credit hours from any MBA or MAc electives.

Total elective credits = 30

INVESTMENTS :: The goal of these courses is to prepare students with a firm understanding of risk, return and related valuation concepts.

The student must take 25.5 credit hours as specified below:

YEAR 1: FALL SEMESTER (1.5 CREDITS)
FINA 70010 Financial Management II (1.5)

YEAR 1: SPRING SEMESTER (3 CREDITS)
FINA 70583 Topics in Applied Financial Analysis I (3)

YEAR 2: FALL SEMESTER (6 CREDITS)
FINA 70533 Portfolio Management (3)
FINA 70513 Security Analysis (3)
FINA 70420 Options and Futures Markets (1.5)
FINA 70520 Risk Management and Financial Engineering (1.5)

YEAR 2: SPRING SEMESTER (9 CREDITS)
ACCT 70153 Financial Statement Analysis (3)*
ACCT 70013 Advanced Financial Reporting (3)*
FINA 70420 Options and Futures Markets (1.5)
FINA 70520 Risk Management and Financial Engineering (1.5)

PLUS 6 credit hours from the following:
FINA 70193 Educational Investment Fund (3)**
FINA 70470 Real Estate Finance (1.5)
FINA 70570 Real Estate Investment Analysis (1.5)
FINA 70543 Advanced Financial Management (3)
FINA 70573 Real Estate Portfolios (3)
FINA 70593 Topics in Applied Financial Analysis II (3)
FINA 70970 Special Problems: Financial Modeling (3)
Any of the International Experiences (3)

PLUS 4.5 additional credit hours from any MBA or MAc electives.

Total elective credits = 30 hours

This course listing provides an overview of concentration offerings. Specific course requirements may change after printing. For the most recent curriculum, visit our website at neeley.tcu.edu/mbacurriculum.

* ACCT 70013 should be taken prior to or concurrently with ACCT 70153 unless you have an accounting undergraduate degree or extensive accounting courses in your undergraduate experience.

** Enrollment in the EIF is a two-semester commitment. Both FINA 70183 and 70193 must be taken in successive semesters to receive credit for the EIF.

:: LEARN MORE

EXPLORE TCU’S STAND-AND-DELIVER MBA
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:: FINANCE