

# B.S. FINANCIAL PLANNING/ M.B.A.

The Financial Planning Concentration is designed to prepare undergraduate students to enter the financial planning profession. The Financial Planning curriculum aligns with Certified Financial Planner ("CFP") requirements and is a CFP Board registered program <https://www.cfp.net/>. This registered program provides students with the opportunity to sit for CFP Exam upon meeting all requirements. This program covers all the major areas of financial planning, including retirement, employee benefits, income tax, estate planning, and risk management. The Financial Planning Concentration has required classes in Financial Planning, Risk Management, Investments, Income Tax, Estate Tax, Retirement Planning, and Financial Plan Development.

The program is most appropriate for those who intend to enter the financial planning profession as credit counselors, financial advisors, financial planners, wealth managers, or financial product representatives.

In addition to the learning outcomes for the B.S. Business Administration degree, this concentration requires students to:

- Analyze a client's current financial position
- Review a client's risk management needs
- Estimate the current capital and future savings needed to fund goals
- Prepare and present recommendations for meeting goals
- Consider the impact of income and estate tax law on achieving goals

Students must also achieve the learning outcomes of the MBA degree.

## General Education

BA 211	Microeconomics	3
BA 212	Macroeconomics	3
BA 302	Business Ethics	3
EH 105	College Writing	3
HE 111	The Husson Experience ***	1
MS 132	Probability and Statistics	3
PY 111	General Psychology	3
Fine Arts Elective		3
Foreign Culture and Conversation Elective		3
Historical Elective		3
Humanities Elective		3
Lab Science Elective (Must also qualify as a sustainability elective)		3-4
Literature Elective		3
Math I Elective		4
Philosophical Elective		3

## Business Courses

AC 121	Principles of Accounting I	3
AC 211	Managerial Accounting	3
BA 101	Introduction to Business	3
BA 201	Business Law I	3
BA 202	Business Law II	3
BA 310	Organization and Management	3
BA 311	Human Resource Management	3
BA 351	Internship	3

BA 401	Managerial Economics	3
BA 411	Organizational Behavior	3
BA 486	Financial Plan Development	3
BA 490	International Business Elective	3

CM 100	Speech	3
IT 214	Spreadsheet Concepts and Applications	3
MK 220	Marketing Fundamentals	3

## Concentration in Financial Planning

AC 122	Principles of Accounting II	3
AC 441	Federal Taxation I	3
AC 442	Federal Taxation II	3
BA 271	Risk Management	3
BA 344	Personal Financial Planning	3
BA 362	Financial Management	3
BA 364	Corporate Options and Structure	3
BA 460	Investments: Stocks and Mutual Funds	3
BA 466	Investments: Bonds and Derivatives	3
BA 481	Benefits and Estate Planning	3

Open Elective		3
---------------	--	---

## Graduate Business Courses

BA 600	Research Methods in Business and Education	3
BA 605	Management Communications	3
BA 625	Global Strategic Management	3
BA 642	Leadership in Business and Professions	3
BA 643	Strategic Change Management	3

Choose one of the following: 3

BA 621	Marketing Management	
BA 712	Strategic Marketing for Nonprofit Organizations	
BA 720	Advanced Sales and Marketing in Hospitality	
BA 754	Strategic Selling	

Graduate Business Electives\* 12

\* Excludes BA 620/BA 602 and students who take BA 460 may not take BA 627

**Total Hours 152-153**

## First Year

Fall	Hours	Spring	Hours
BA 101	3	CM 100	3
EH 105	3	MS 132	3
HE 111 ***	1	Fine Arts Elective	3
IT 214	3	Historical Elective	3
PY 111	3	Philosophical Elective	3
Math I Elective	4		
	<b>17</b>		<b>15</b>

## Second Year

Fall	Hours	Spring	Hours
AC 121	3	AC 122	3
BA 201	3	BA 202	3

BA 211	3	BA 212	3
BA 271	3	BA 362	3
Literature Elective	3	Humanities Elective	3
<hr/>		<hr/>	
<b>15</b>		<b>15</b>	

**Third Year**

<b>Fall</b>	<b>Hours</b>	<b>Spring</b>	<b>Hours</b>
AC 211	3	BA 302	3
BA 310	3	BA 311	3
BA 364	3	BA 466	3
BA 460	3	BA 490	3
MK 220	3	Open Elective	3
<hr/>		<hr/>	
<b>15</b>		<b>15</b>	

**Fourth Year**

<b>Fall</b>	<b>Hours</b>	<b>Spring</b>	<b>Hours</b>
BA 344	3	BA 351	3
BA 401	3	BA 486	3
BA 411	3	BA 621 (or BA 712 or BA 720 or BA 754)	3
BA 600	3	Lab Science Elective (Must also qualify as a sustainability elective)	3-4
Graduate Business Elective	3	Graduate Business Elective	3
<hr/>		<hr/>	
<b>15</b>		<b>15-16</b>	

**Fifth Year**

<b>Fall</b>	<b>Hours</b>	<b>Spring</b>	<b>Hours</b>
AC 441	3	AC 442	3
BA 481	3	BA 625	3
BA 605	3	BA 642	3
BA 643	3	Graduate Business Elective	3
Graduate Business Elective	3	Foreign Culture and Conversation Elective	3
<hr/>		<hr/>	
<b>15</b>		<b>15</b>	

**Total Hours: 152-153**

\*\*\*

May not be required for degree completion.