Instructor: Ronald W. Spahr
Office: 440 Fogelman Office Building
Office Hours: Monday 6:00-7:00pm and Tuesday 6:00-7:00pm and by appointment.
Tel: Office #: 678-1747, If no answer, call: Department Secretary (Ms. Jessyka Allyn) # 678-5930.
Fax: (901) 678-0839
e-mail: rspahr@memphis.edu
RECOMMENDED READING: The Wall Street Journal, Barron’s
PREREQUISITES: Enrollment in BBA Undergraduate Programs

COURSE DESCRIPTION: This course covers the theory and practice of modern financial management as it is currently practiced, or at least as it should be practiced, by corporate financial managers, financial consultants and managers of financial institutions. The theory of financial management will be presented and discussed in an intuitive manner. Some mathematics will be used throughout the course to develop intuitive proofs of certain concepts; however, unless specifically stated otherwise, the student will not be held responsible for reproducing proofs. The student, however, will be responsible for understanding the concepts developed in class presentations. Additional reading and discussion assignments may be distributed intermittently.

OBJECTIVES: The objective of this class is to integrate financial management decisions and concepts in a real world format. This entails the understanding of basic financial concepts and practices including, the objective of global financial decisions, accounting concepts, taxes and ratio analysis, financial planning and forecasting, markets, institutions and the theory and structure of interest rates, risk and portfolio concepts, time value, asset pricing and, cost of capital, capital budgeting and cash flow estimation, capital structure and dividend policy.
PROCEDURES: This class will be organized as a seminar/lecture, thus students should be thoroughly prepared to discuss all assignments.

FOGELMAN COLLEGE: Learning Outcomes for Your Degree
This course is designed to help you to meet the overall learning objectives for the BBA degree offered by the Fogelman College. You should take the time to become familiar with the overall learning objectives as a student in the BBA program:
http://www.fcbeassessment.net/LearningOutcomes/BBADegreeLearningOutcomes.pdf

ATTENDANCE POLICY: Students are expected to attend all class meetings. Unexcused absences will result in zero points on deliverables for that day unless the student turns in an individually written completed analysis of any deliverables at or before the next class meeting. Announced or unannounced quizzes missed as a result of absence will not make up at a later date. However, if the absence is excused by the professor, the points assigned to the quiz will not count against the student. Major exams missed as a result of an excused absence will generally be made up by taking a make-up exam.

GRADING REQUIREMENTS: All quizzes and exams will be open book and open notes. Exams and quizzes; therefore, will stress problems and decisions that mimic real world problems.

Course grades will be determined according to the following points:

<table>
<thead>
<tr>
<th>Assignment</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quizzes, Problems &amp; Cases</td>
<td>150</td>
</tr>
<tr>
<td>First Midterm Exam</td>
<td>100</td>
</tr>
<tr>
<td>Second Midterm Exam</td>
<td>100</td>
</tr>
<tr>
<td>Final Exam (Cumulative)</td>
<td>150</td>
</tr>
<tr>
<td><strong>TOTAL POINTS</strong></td>
<td>500</td>
</tr>
</tbody>
</table>

*Total points may not total exactly 500 points, thus a student’s grade may be based on a total number of points attempted that may be different than 500. Grades will be assigned as the percentage of points received relative to the total points attempted.

The grades assigned will not be more stringent than:

<table>
<thead>
<tr>
<th>Percentage Range</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>90%-100%</td>
<td>A+ to A-</td>
</tr>
<tr>
<td>80%-89.99%</td>
<td>B+ to B-</td>
</tr>
<tr>
<td>70%-79.99%</td>
<td>C+ to C</td>
</tr>
<tr>
<td>Less than 70%</td>
<td>D to F</td>
</tr>
</tbody>
</table>

All exams are open book and open notes.
ACADEMIC DISHONESTY: Also known as “cheating,” academic dishonesty will not be tolerated in this class. Cases of academic dishonesty will be prosecuted in accordance with university policies. Cheating in this course can result in an “F” in the course. In this course, academic dishonesty includes (but is not limited to) unproved assistance on examinations, copying the homework or cases of others, plagiarism or other use of published materials without complete citations, or fabrication of referenced information.

DISCLAIMER: This course syllabus is the professor’s best estimate of the course subject and the topics to be covered; however, changes to the above items and the following course schedule may be necessary. Students will be notified in class of changes to the syllabus.

DISABILITY STATEMENT: Reasonable accommodations are available for students who have a documented disability. Please notify the instructor during the first week of class of any accommodations needed for the course. Late notification may cause the requested accommodations to be unavailable.

STOCK QUOTATIONS: Internet Finance Sites - Useful for getting stock price data and company information are:

FCBE Academic Internship Credit
In FCBE, all majors offer an academic internship course option as a substitution for a required elective in a student’s major. To apply for academic credit, students must obtain an internship highly related to their major, register prior to the start of their internship and have their internship approved by departmental internship faculty. To review the requirements for applying for academic credit, visit http://www.memphis.edu/professional/internships/academic_credit.php Students should allow approximately two weeks for the review and processing of an academic internship application through the Fogelman Internship Network.

THE FOGELMAN PROMISE
Fogelman Code of Professionalism for Students
As a member of the Fogelman College of Business & Economics (FCBE), in addition to abiding by laws and University policy, I will:
• Respect the rights and dignity of all people
• Act with honesty and integrity
• Take full responsibility for my actions
• Maintain the highest standard of professional ethics
• Be considerate of others’ feelings and needs
• Conduct and present myself in a manner that is appropriate for a business professional
As a student and future business professional, I will follow these behavioral guidelines:

• When completing assignments, I will make the maximum effort to perform to the best of my abilities.
• I will do my own work, and unless specifically authorized, I will refrain from relying on others or unreferenced outside resources for assistance. I will refrain from taking exams or completing assignments for others when such assistance is prohibited.
• I will comply with the University’s policies on student conduct as defined in the Code of Student Rights and Responsibilities. When using University computing resources, I will abide by the University’s policy of Acceptable Use of Information Technology Resources.

• When on campus, I will dress and act in a manner that is appropriate for a college campus. When attending class, I will dress and act in a manner that will not distract other students or instructors from learning activities.
• I will attend all class sessions in which I am enrolled, arrive on time, and stay for the entire class period.
• I will refrain from using cell phones, ipods, or other electronic devices during class unless I have the instructor’s permission to use these items for educational purposes. I will speak and act appropriately so as not to be disruptive when the instructor is speaking. I will be respectful and considerate of my fellow classmates and instructors at all times.
• When assigned to group projects, I will contribute my fair share and cooperate fully with my group members to achieve the shared goals of the group project.
• I will strive to acquire and master the 4 Cs skills I need to succeed professionally: Communication + Creativity + Critical Thinking + Emotional Control = Self-Confidence

**BBA Degree Goals:**

The Fogelman College has established the following learning goals for all students successfully completing the BBA degree:

• Graduates will be effective communicators.
• Graduates will demonstrate critical thinking skills.
• Graduates will be knowledgeable about ethical factors in the business environment.
• Graduates will be knowledgeable about the global business environment.
• Graduates will be proficient users of business presentation and analysis technology.
### COURSE COVERAGE AND ASSIGNMENT SCHEDULE

<table>
<thead>
<tr>
<th>Date</th>
<th>Text Book Chap.</th>
<th>Topic</th>
<th>Learning Objectives: On completing this module students should be able to:</th>
<th>Chapter Assignment</th>
</tr>
</thead>
</table>
| 1/14,28/2019 | Chapters 1,2,3,4,5,6 (B&H) | Introduction to and Fundamental Concepts of Financial Management | Understand the objectives of global financial decision making, what is time value of money, bond valuation, financial statement analysis, cash flows and taxes, Financial planning and forecasting, Capital markets and the theory of interest rates. | Q 1-1,2,3,5,6,7,8,9,10,11,12,13,14  
Q 2-All  
Integrated Case 2-1  
Q 3-All  
P 3-1,2,6,7,8,9,10,11,12,13,14,15,16,18(Integrated Case)  
Q 4-All  
P 4-3,4,5,8,9,11,13,14,15,21,22,23,24,25(Integrated Case)  
Q 5-All  
P 5-1,2,3,4,6,7,8,11,12,14,15,16,17,18,19,20,22,25,26,27,28,29,30,32,34,35,36,37,38,40,42(Integrated Case)  
Q 6-All  
P 6-1,2,3,4,5,6,7,8,9,10,11,12,13,15,16,18,19,21(Integrated Case) |
| 2/4,11,18/2019 | Class notes & Chps 1-6 |                                |                                                                                                             | FIRST MAJOR EXAM- (100 Points) Last 1.5 hours of class                                                                 |
| 2/18/2019    | Chapters 7,8,9,10 (B&H) | Interest Rates, Bond Valuation, Risk, Portfolio Diversification, Valuation of Common Stocks, and Cost of Capital. | What is risk and the benefits of portfolio diversification, understand the valuation of stocks and cost of capital. Basics of capital budgeting. | Q 7-All  
P 7-1,2,4,5,6,7,8,9,10,11,14,15,16,17,18,20(Integrated Case)  
Q 8-All  
P 8-1 through 27,23(Integrated Case)  
Q 9-All including A-2,A-2  
P 9-2,3,4,5,6,8,9,10,11,12,13,14,15,16,17,18,19,20,21,23(Integrated Case), A-1,A-2,A-3  
Q 10-All  
P 10-1through 9, 11 through 20,22(Integrated Case) |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>4/1/2019</td>
<td>4/1,8,15, 22/2019 Basics of the Investment Decision, The Strategic Investment Decisions, Corporate Valuation Basic and Advanced capital budgeting, the significance of cash flow estimation, product pricing, financial forecasting and corporate valuation Handouts Q 11-All P 11-1,2,3,6,7,10,11,12,13,14,15,16,18,19,22,23, 24(Integrated Case) Q 12-All P 12- All, Including 20(Integrated Case)</td>
<td></td>
</tr>
<tr>
<td>4/1,8,15, 22/2019</td>
<td>Chapters 11,12 (B&amp;H)</td>
<td>4/1,8,15, 22/2019 Basics of the Investment Decision, The Strategic Investment Decisions, Corporate Valuation Basic and Advanced capital budgeting, the significance of cash flow estimation, product pricing, financial forecasting and corporate valuation Handouts Q 11-All P 11-1,2,3,6,7,10,11,12,13,14,15,16,18,19,22,23, 24(Integrated Case) Q 12-All P 12- All, Including 20(Integrated Case)</td>
</tr>
<tr>
<td>Not Covered</td>
<td>Chapters 13,14,15 (B&amp;H)</td>
<td>Not Covered</td>
</tr>
<tr>
<td>Monday 4/29/2019 7:00-9:00pm</td>
<td>4/1,8,15, 22/2019 Basics of the Investment Decision, The Strategic Investment Decisions, Corporate Valuation Basic and Advanced capital budgeting, the significance of cash flow estimation, product pricing, financial forecasting and corporate valuation Handouts Q 11-All P 11-1,2,3,6,7,10,11,12,13,14,15,16,18,19,22,23, 24(Integrated Case) Q 12-All P 12- All, Including 20(Integrated Case)</td>
<td></td>
</tr>
<tr>
<td>Monday 4/29/2019 7:00-9:00pm</td>
<td>FINAL EXAM (150 Points) (COMPREHENSIVE)</td>
<td></td>
</tr>
</tbody>
</table>