
Course Description: Basic coverage of money and credit creation, financial markets and financial decision making

Introduction: Understanding the basic framework and need for financial markets is a crucial to operating effectively in the business world. In this course we will analyze the incentives of all parties operating therein as well as the basic nature of the financial instruments in which they deal. Well functioning financial markets (such as the stock market, bond market, etc.) and institutions (such as commercial banks) are key factors in sustaining economic growth.

Course Objectives: Upon successful completion of this course the student will:

a. Understand the nature and functions of money and money substitutes.
b. Understand the genesis of “Credit Creation”
c. Be able to identify the major financial markets and financial intermediaries operating in the U.S.
d. Recognize and apply basic tenets of financial decision making
e. Understand basic financial terminology

Student Requirements for Completion of Course: Students will be required to read assigned textbook material and handouts, understand classroom lectures, participate in classroom discussion, and complete written assignments in a timely manner.

Absence/Lateness Policy:
All students are expected to attend every class session in which they are registered. Students are responsible for all that transpires in class whether or not they are in attendance. The College defines excessive absence or lateness as more than the equivalent of one week of class meetings during the semester. Excessive absence or lateness may lead to failure in the course and/or removal from the class roster.

Grading Policy:
Two Examinations (equal weight)  60%
Written Assignments (2)  30%
Class Participation  10%
OUTLINE OF TOPICS

- Introduction to Financial Markets and Institutions - Including class discussion / class notes on MONEY
- Money Markets
- Bond Markets
- Mortgage Markets

Financial Decision Making III (Residential Mortgage Lending)
Anticipated Speaker: Thomas DiGilio – The Mortgage Capital Group

EXAM 1 – Target date Mid-October – Multiple Choice with 1 short essay

- Equity Markets
- Derivative Market

EXAM 2 - Target date Mid-November - Multiple Choice with 1 short essay

- Financial Decision Making I (Investor perspective - Stocks)
  Anticipated Speaker: B. Paul Abel – Mutual Fund Manager, Kinetics Asset Management
- Financial Decision Making II (Commercial Lending – Lender Perspective)
  Anticipated Speaker: Bruce Bradley – Suffolk County National Bank
- Financial Decision Making III (Residential Mortgage Lending)
  Anticipated Speaker: Thomas DiGilio – The Mortgage Capital Group

WRITTEN ASSIGNMENTS - REACTION/ APPLICATION PAPERS – will be assigned for each segment of the financial decision making series. Detail of each assignment will be provided to the student prior to the Speaker’s class appearance so as to generate a focused discussion of the matter at hand. Students are required to timely complete and submit at least 2 of the papers assigned. It is my thinking that a well reasoned response to each assignment will require 3-4 typed pages.