THE FACULTY SENATE
January 27, 2014

MEMORANDUM

TO: Dr. Mark A. Hussey, Interim President

FROM: Walter Daugherity, Speaker

SUBJECT: Undergraduate Curriculum Committee (FS.31.256)

At its regular meeting on January 13, 2014 the Faculty Senate approved the following items from the Undergraduate Curriculum Committee. The Faculty Senate submits for your approval. Attached is a copy of the material sent to our Senators.

Special Consideration
Mays Business School
Department of Finance
Certificate in Investment Banking
Request for a new certificate program

Attachment

cc: Karan Watson
    Pamela Matthews
    Michael Benedik
    Sandra Williams
    Jerry Strawser

Approved: Reviewed:

Mark A. Hussey, Interim President

4/10/14
27. Special Consideration

**Mays Business School**
Department of Finance
Certificate in Investment Banking
Request for a new certificate program
SPECIAL CONSIDERATION
SPECIAL CONSIDERATION

MAYS BUSINESS SCHOOL
DEPARTMENT OF FINANCE
CERTIFICATE IN INVESTMENT BANKING
REQUEST FOR A NEW CERTIFICATE PROGRAM
Texas A&M University
New Certificate, Bachelors, Masters, or Doctoral Program
● Proposal Checklist ●

Requested by the Department or Unit of: Department of Finance, Mays Business School

Program Type, Level, Designation, Title, Description, Hours

Program Type Certificate Program X Degree Program □
Program Level Undergrad Certificate X Grad Certificate □ Bachelor □ Master □ Doctoral □
Degree Designation (i.e., BS, BA, MA, MS, MAg, Med, PhD, EdD, etc.) ___
Title of proposed program: Certificate in Investment Banking
Proposed CIP Code (if known): 52.0807.00

Brief program description (provide a catalog description for undergraduate and graduate certificates):
Participants complete a 3-credit seminar in investment banking, the 3-credit “Aggies on Wall Street” field experience, and take another 9 hours of related courses. Participants interact extensively with representatives of investment banking institutions and securities firms.

Minimum program semester credit hours (SCH) Certificates - 12 hours* Bachelors - 120 hours Masters - 30 hours

Proposed program hours: 15

*12 hours minimum to appear on transcript

Off-Campus or Distance Delivery

% of Program a student can take off-campus or through Distance Education Program Start Date SACS Approval** When Provost needs to inform SACS
☐ 25% ______ Notification Only ______
☐ 50% ______ Approval Required 6 months before first day of program
☐ 80% ______ Approval Required 6 months before first day of program
☐ 100% ______ Approval Required 6 months before first day of program

**Notification letter arranged through the Vice Provost for Academic Affairs and sent by TAMU President.

Program Delivery Mode

X On-campus Mays Business School
☐ Broadcast / TTVN ______
☐ Specific off-campus location*** ______
☐ Distance Education / Internet In-State ☐ Out-of-State ☐ Start Date ______
☐ Out-of-Country Will this program be offered with another institution? Yes ☐ No X
If yes, contact the Vice Provost for Academic Affairs for additional reporting requirements.

***Is this an approved SACS location? Yes ☐ No ☐ If no, a program prospectus must be sent to SACS. Approved locations as of March 2012: TAMU-Galveston, TAMU-Qatar, University Center-The Woodlands, CityCentre-Houston, Dubai and Saudi Arabia.

Program Funding

Has program funding been finalized at the department or college level? Yes X No ☐
If no, explain or attach budget: ______
Will new costs for the first five years of the program be under $2 million? Yes X No ☐
If new costs exceed $2 million, coordinating board approval is required.
Submitted by (Contact Person):

Lanny R. Martindale

Name

Senior Lecturer

Title

Email

979-845-4859

Phone

Certification Statement
By signing below, the Dean of the College certifies the proposed program complies with coordinating board standards. If the program is delivered through Distance Education, the Dean of the College certifies that they are following the Principles of Good Practice for Academic Degree and Certificate Programs and Credit Courses Offered Electronically.

Use additional signature lines if program is between three or more departments or colleges.

Signature, Department Head or Interdisciplinary Program Chair  11/2/13

Typed or Printed Name

Chair, College Review Committee  Date

Dean of College  Date

Chair, University Curriculum Committee or Graduate Council  Date

Signature, Department Head or Interdisciplinary Program Chair (if joint program)  Date

Typed or Printed Name

Chair, College Review Committee  Date

Dean of College  Date

Chair, University Curriculum Committee or Graduate Council  Date

Additional Approvals Required: Faculty Senate and President.
New Program Request Form for Certificate Programs, Bachelor’s and Master’s Degrees

Directions: An institution shall use this form to propose a new bachelor’s or master’s degree program. In completing the form, the institution should refer to the document Standards for Bachelor’s and Master’s Programs, which prescribes specific requirements for new degree programs. Note: This form requires signatures of (1) the Chief Executive Officer, certifying adequacy of funding for the new program; (2) a member of the Board of Regents (or designee), certifying Board approval, and (3) if applicable, a member of the Board of Regents or (designee), certifying that criteria have been met for staff-level approval. NOTE: Preliminary authority is required for all engineering programs. An institution that does not have preliminary authority for a proposed engineering program shall submit a separate request for preliminary authority prior to submitting the degree program request form. That request shall address criteria set in Coordinating Board rules Section 5.24 (a).

Administrative Information

1. Institution: Texas A&M University

2. Program Name – Certificate in Investment Banking

3. Proposed CIP Code: 52.0807.00

4. Brief Program Description – Describe the program and the educational objectives:

   Participants complete a 3-credit seminar in investment banking, the 3-credit “Aggies on Wall Street” field experience, and take another 9 hours of related courses. Students interact extensively with representatives of investment banking institutions and securities firms.

   The educational objectives of the program are to acquaint each participant with the fundamentals of valuing publicly and privately held firms, underwriting public and private offerings of debt and equity securities, managing capital market risks, complying with SEC and NASD regulations, and managing other financial services commonly offered by investment banks.

   Number of Semester Credit Hours Required: 15

5. Administrative Unit – The Department of Finance within Mays Business School

6. Proposed Implementation Date – Spring 2015

7. Contact Person – Provide contact information for the person who can answer specific questions about the program:

   Name: Lanny R. Martindale

   Title: Senior Lecturer in Finance

   E-mail: LMartindale@mays.tamu.edu

   Phone: 979.845.4859

Updated 06.07.2010
Program Information

I. Need

A. Job Market Need – The department is developing this program in response to advisory board input. Representatives of investment banking institutions and securities firms indicate that a focused credential in investment banking will increase the competitiveness of graduates for entry level positions in this industry.

B. Student Demand – The department’s advisors report numerous students expressing an interest in applying for the pre-certificate trial version of the program, which will seat its first class of 12 to 15 in the Spring of 2014.

C. Enrollment Projections –

<table>
<thead>
<tr>
<th>YEAR</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
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<tr>
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<td>15</td>
<td>15</td>
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<td>15</td>
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</table>

II. Quality

A. Certificate Requirements

<table>
<thead>
<tr>
<th>Category</th>
<th>Semester Credit Hours</th>
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<tbody>
<tr>
<td>Required Courses</td>
<td>12</td>
</tr>
<tr>
<td>Prescribed Electives</td>
<td>3</td>
</tr>
<tr>
<td>TOTAL</td>
<td>15</td>
</tr>
</tbody>
</table>

B. Curriculum

```
+----------------+-----------------+-----+
| Prefix and Number | Required Courses                     | SCH |
|-------------------+--------------------------------------+-----|
| ACCT327           | Financial Reporting I                 | 3   |
| FINC443           | Valuation                             | 3   |
| FINC465           | Seminar in Investment Banking*        | 3   |
| FINC466           | Wall Street, Investment Banking, and the Financial Markets (a.k.a. “Aggies on Wall Street”) | 3   |
|                   | Total                                 | 12  |
```

*New course request pending

Updated 06.07.2010
<table>
<thead>
<tr>
<th>Prescribed Electives—Choose <em>One.</em></th>
<th>SCH</th>
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</thead>
<tbody>
<tr>
<td>FINC422 Applied Investment Analysis</td>
<td>3</td>
</tr>
<tr>
<td>FINC423 Options and Financial Futures</td>
<td>3</td>
</tr>
<tr>
<td>FINC424 Trading Risk Management</td>
<td>3</td>
</tr>
<tr>
<td>FINC425 Active Portfolio Management</td>
<td>3</td>
</tr>
<tr>
<td>FINC427 Titans of Investing</td>
<td>3</td>
</tr>
<tr>
<td>FINC428 Fixed Income Analysis</td>
<td>3</td>
</tr>
<tr>
<td>FINC429 Advanced Investments*</td>
<td>3</td>
</tr>
<tr>
<td>FINC449 Financial Modeling</td>
<td>3</td>
</tr>
</tbody>
</table>

*permanent course request pending*

**C. Faculty**

<table>
<thead>
<tr>
<th>Name of Core Faculty and Faculty Rank</th>
<th>Highest Degree and Awarding Institution</th>
<th>Courses Assigned in Program</th>
<th>% Time Assigned To Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mahajan, Arvind* and Lamar Savings and Professor of Finance</td>
<td>Ph.D. in Finance, Georgia State University</td>
<td>FINC465 (new course request pending)</td>
<td>50%</td>
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</tbody>
</table>

*Director of Program*

<table>
<thead>
<tr>
<th>Name of Support Faculty and Faculty Rank</th>
<th>Highest Degree and Awarding Institution</th>
<th>Courses Assigned in Program</th>
<th>% Time Assigned To Program</th>
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<tbody>
<tr>
<td>Sorescu, Sorin Patricia and Bookman Peters Professor of Finance</td>
<td>Ph.D. in Finance, University of Florida</td>
<td>FINC466</td>
<td>5%</td>
</tr>
<tr>
<td>Johnson, Shane A. Thomas W. Leland Memorial Chair in Finance</td>
<td>Ph.D. in Finance, Louisiana State University</td>
<td>FINC443</td>
<td>5%</td>
</tr>
<tr>
<td>Deer, Shannon K. Lecturer in Accounting</td>
<td>M.S. in Finance, Texas A&amp;M University</td>
<td>ACCT327</td>
<td>3%</td>
</tr>
<tr>
<td>Tebeaux, William Jene Executive Professor of Finance</td>
<td>M.B.A., University of Houston</td>
<td>FINC422; FINC425</td>
<td>10%</td>
</tr>
<tr>
<td>Hallermann, Detlef R. Clinical Associate Professor of Finance</td>
<td>Ph.D. in Mineral Economics, Colorado School of Mines</td>
<td>FINC423; FINC424</td>
<td>10%</td>
</tr>
<tr>
<td>Harris, T. Britton Executive Professor of Finance</td>
<td>B.B.A. in Finance, Texas A&amp;M University</td>
<td>FINC427</td>
<td>3%</td>
</tr>
<tr>
<td>Kim, Hwayun Assistant Professor of Finance</td>
<td>Ph.D. in Economics, University of Chicago</td>
<td>FINC428</td>
<td>3%</td>
</tr>
</tbody>
</table>

Updated 06.07.2010
**Support faculty, cont.**

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Education</th>
<th>Code</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chen, Yong</td>
<td>Assistant Professor of Finance</td>
<td>Ph.D. in Finance, Boston College</td>
<td>FINC429</td>
<td>3%</td>
</tr>
<tr>
<td>Kuvvet, Emre</td>
<td>Assistant Professor of Finance</td>
<td>Ph.D. in Finance, University of Memphis</td>
<td>FINC449</td>
<td>3%</td>
</tr>
</tbody>
</table>

D. **Students** – The department markets this program to its incoming undergraduates each Fall who indicate serious interest in this career field. The Department dedicates one third of the time of one undergraduate advisor to this program.

E. **Library** – This program requires no change in existing facilities or resources.

F. **Facilities and Equipment** – The program required no change in existing facilities or equipment.

G. **Accreditation** – The discipline does not have a national accrediting body.

H. **Evaluation** – The department will include the program in its regular assessment of undergraduate learning outcomes.

### III. Costs and Funding

**Five-Year Costs and Funding Sources** – The department anticipates no incremental cost to the institution of delivering this program.

<table>
<thead>
<tr>
<th>Five-Year Costs</th>
<th>Five-Year Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>Director Salary Supplements</td>
<td>Reallocated Funds $0</td>
</tr>
<tr>
<td>Facilities and Equipment</td>
<td>Anticipated New Formula Funding $0</td>
</tr>
<tr>
<td>Library, Supplies, and Materials</td>
<td>Special Item Funding $0</td>
</tr>
<tr>
<td>Staff Salary Allocations</td>
<td>$50,000</td>
</tr>
<tr>
<td>Travel, Board Meetings, and Student Events</td>
<td>$50,000</td>
</tr>
<tr>
<td></td>
<td>$0</td>
</tr>
<tr>
<td>Total Costs</td>
<td>$200,000</td>
</tr>
<tr>
<td>Total Funding</td>
<td>$200,000</td>
</tr>
</tbody>
</table>

1. Report costs for new faculty hires, graduate assistants, and technical support personnel. For new faculty, prorate individual salaries as a percentage of the time assigned to the program. If existing faculty will contribute to program, include costs necessary to maintain existing programs (e.g., cost of adjunct to cover courses previously taught by faculty who would teach in new program).
2. Specify other costs here (e.g., administrative costs, travel).
3. Indicate formula funding for students new to the institution because of the program; formula funding should be included only for years three through five of the program and should reflect enrollment projections for years three through five.
4. Report other sources of funding here. In-hand grants, "likely" future grants, and designated tuition and fees can be included.
Signature Page

1. Adequacy of Funding – The chief executive officer shall sign the following statement:

   I certify that the institution has adequate funds to cover the costs of the new program. Furthermore, the new program will not reduce the effectiveness or quality of existing programs at the institution.

   _____________________________________________________________
   Chief Executive Officer                                      Date

2. Board of Regents or Designee Approval – A member of the Board of Regents or designee shall sign the following statement:

   On behalf of the Board of Regents, I approve the program.

   _____________________________________________________________
   Board of Regents (Designee)                                     Date of Approval

3. Board of Regents Certification of Criteria for Commissioner of Assistant Commissioner Approval – For a program to be approved by the Commissioner or the Assistant Commissioner for Academic Affairs and Research, the Board of Regents or designee must certify that the new program meets the eight criteria under TAC Section 5.50 (b): The criteria stipulate that the program shall:

   (1) be within the institution’s current Table of Programs;
   (2) have a curriculum, faculty, resources, support services, and other components of a degree program that are comparable to those of high quality programs in the same or similar disciplines at other institutions;
   (3) have sufficient clinical or in-service sites, if applicable, to support the program;
   (4) be consistent with the standards of the Commission of Colleges of the Southern Association of Colleges and Schools and, if applicable, with the standards or discipline-specific accrediting agencies and licensing agencies;
   (5) attract students on a long-term basis and produce graduates who would have opportunities for employment; or the program is appropriate for the development of a well-rounded array of basic baccalaureate degree programs at the institution;
   (6) not unnecessarily duplicate existing programs at other institutions;
   (7) not be dependent on future Special Item funding
   (8) have new five year costs that would not exceed $2 million.

   On behalf of the Board of Regents, I certify that the new program meets the criteria specified under TAC Section 5.50 (b).

   _____________________________________________________________
   Board of Regents (Designee)                                      Date

Updated 06.07.2010