FINANCE

Program Objectives
We prepare and inspire current and future leaders and stimulate economic growth by providing quality learning opportunities, valuable research, and professional service, all in partnership with the business community.

The USM School of Business is located in Portland, Maine. An acclaimed faculty and serious, career-minded students work hand-in-hand with New England's business leaders to create academic and real world, practice-based partnerships inside the classroom and inside the business place.

Finance Major
The finance major prepares students for careers in corporate finance, investments, financial services, banking, and related fields. Students learn a blend of theoretical and practical concepts and apply this knowledge to real world settings.

Degrees & Concentrations Offered
Graduation Planner: usm.maine.edu/advising/degreeplanning
Degree Offered: Bachelor of Science in Business Administration
Major Offered: Finance

Business Administration
Portland Campus, 113 Luther Bonney Hall
(207) 780-4020
Web Address: usm.maine.edu/sb/bs-business-administration-finance-major
Facebook: usmschoolofbiz
Twitter: twitter.com/usmschoolofbiz
Blog: usmschoolofbusiness.wordpress.com

Career Possibilities*
Accountant
Bill and Account Collector
Budget Analyst
Business Teacher, Postsecondary
Chief Financial Officer
Cost Estimator
Credit Analyst
Financial Analyst
Financial Examiner
Financial Managers, Branch or Dept.
Insurance Adjuster
Insurance Appraiser
Loan Counselor
Personal Financial Advisor
Revenue Agent
Sales Agent, Financial Services
Stock Broker
Tax Collector
Tax Examiner
* Additional education, training or experience may be required.

Acquired Transferable Skills
Active Listening
Complex Problem Solving
Critical Thinking
Judgment and Decision Making
Persuasion
Reading Comprehension
Service Orientation
Social Perceptiveness
Speaking
Writing

For more information on transferable skills go to: usm.maine.edu/community-engagement-career-development/career-tools
### What can I do with this major?*

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<thead>
<tr>
<th>AREA</th>
<th>EMPLOYERS</th>
<th>INFORMATION/STRATEGIES</th>
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<tbody>
<tr>
<td>Corporate and Public Finance</td>
<td>Private businesses of all sizes&lt;br&gt;State &amp; local government entities&lt;br&gt;Federal agencies</td>
<td>- Complete a related internship.&lt;br&gt;- Sharp analytical skills are crucial in this industry.&lt;br&gt;- Earn an MBA to reach the highest levels of corporate finance</td>
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<tr>
<td>Banking</td>
<td>Commercial banks&lt;br&gt;Credit unions</td>
<td>- Develop a solid background in business (marketing and accounting).&lt;br&gt;- Get experience through part-time, summer or internship positions.</td>
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<tr>
<td>Insurance</td>
<td>Life insurance firms&lt;br&gt;Property and casualty insurance firms</td>
<td>- Complete an internship with an insurance agency.&lt;br&gt;- Initiative &amp; sales ability are necessary to be a successful agent.&lt;br&gt;- Talk to professionals in the industry to learn more about claims, underwriting, and risk management.</td>
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<tr>
<td>Personal Financial Planning</td>
<td>Brokerage firms&lt;br&gt;Trust companies&lt;br&gt;Financial partnerships</td>
<td>- Gain experience in sales.&lt;br&gt;- Demonstrate a highly motivated and entrepreneurial personality.&lt;br&gt;- Research how one obtains the Certified Financial Planner (CFP) designation.</td>
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<tr>
<td>Investment Banking</td>
<td>Investment banking firms&lt;br&gt;Financial services firms&lt;br&gt;Insurance firms</td>
<td>- An M.B.A. is required to move beyond the entry-level analyst position in investment banking.&lt;br&gt;- Obtain a Series 7 License for both institutional &amp; retail broker sales.</td>
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<tr>
<td>Money Management</td>
<td>Portfolio management firms&lt;br&gt;Commercial/Investment banks</td>
<td>- Most positions require an advanced degree in economics, finance or business and many years of financial experience.</td>
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<tr>
<td>Accounting</td>
<td>Companies of various sizes, in all industries</td>
<td>- Take more than the required amount of accounting classes to supplement finance curriculum.</td>
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</table>

*To learn about these areas and much more visit: whatcanidowiththismajor.com/major • © 2011 What Can I Do With This Major

### Enrichment Opportunities

**Internships**
- USM's School of Business Internship Program allows students the opportunity to apply classroom learning in area businesses for academic credit. [usm.maine.edu/cecd](http://usm.maine.edu/cecd)

**Study Abroad**
- For more information contact the USM Office of International Programs. [usm.maine.edu/international/study-abroad](http://usm.maine.edu/international/study-abroad)

**Clubs & Organizations**
- Accounting & Finance Society, Management Achievement Program, Students in Free Enterprise. For a complete list of student organizations: [webapp.usm.maine.edu/pathways/list](http://webapp.usm.maine.edu/pathways/list)

**USM Corporate Partners**
- The USM Corporate Partners are over 350 business people, from nearly 100 companies. [usm.maine.edu/corporatepartners](http://usm.maine.edu/corporatepartners)

### Helpful Career Links

**USMCareerConnections:**
USM’s career network for job and internship searches. [usm.maine.edu/community-engagement-career-development/usmcareerconnections](http://usm.maine.edu/community-engagement-career-development/usmcareerconnections)

**O*NET OnLine:**
Learn more about a career opportunity by researching it with O*NET. [onetonline.org](http://onetonline.org)

**Occupational Outlook Handbook:**
Learn more about a career opportunity by researching it with OOH. [bls.gov/ooh](http://bls.gov/ooh)

**PROFESSIONAL ASSOCIATIONS To name a few...**
- Certified Financial Planners Board of Standards
- Insurance Information Institute
- Financial Industry Regulatory Authority
- Association for Financial Professionals
- Securities Industry and Financial Markets Association
- Investment Management Consultants Association
- International Academy of Financial Management