



## 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](http://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](http://usm.maine.edu/sb/bs-business-administration-finance-major)

Facebook: [usmschoolofbiz](https://www.facebook.com/usmschoolofbiz)

Twitter: [twitter.com/usmschoolofbiz](https://twitter.com/usmschoolofbiz)

Blog: [usmschoolofbusiness.wordpress.com](http://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](http://usm.maine.edu/community-engagement-career-development/career-tools)

## What can I do with this major?\*

AREA	EMPLOYERS	INFORMATION/STRATEGIES
<b>Corporate and Public Finance</b>	Private businesses of all sizes State & local government entities Federal agencies	<ul style="list-style-type: none"> <li>Complete a related internship.</li> <li>Sharp analytical skills are crucial in this industry.</li> <li>Earn an MBA to reach the highest levels of corporate finance</li> </ul>
<b>Banking</b>	Commercial banks Credit unions	<ul style="list-style-type: none"> <li>Develop a solid background in business (marketing and accounting).</li> <li>Get experience through part-time, summer or internship positions.</li> </ul>
<b>Insurance</b>	Life insurance firms Property and casualty insurance firms	<ul style="list-style-type: none"> <li>Complete an internship with an insurance agency.</li> <li>Initiative &amp; sales ability are necessary to be a successful agent.</li> <li>Talk to professionals in the industry to learn more about claims, underwriting, and risk management.</li> </ul>
<b>Personal Financial Planning</b>	Brokerage firms Trust companies Financial partnerships	<ul style="list-style-type: none"> <li>Gain experience in sales.</li> <li>Demonstrate a highly motivated and entrepreneurial personality.</li> <li>Research how one obtains the Certified Financial Planner (CFP) designation.</li> </ul>
<b>Investment Banking</b>	Investment banking firms Financial services firms Insurance firms	<ul style="list-style-type: none"> <li>An M.B.A. is required to move beyond the entry-level analyst position in investment banking.</li> <li>Obtain a Series 7 License for both institutional &amp; retail broker sales.</li> </ul>
<b>Money Management</b>	Portfolio management firms Commercial/Investment banks	<ul style="list-style-type: none"> <li>Most positions require an advanced degree in economics, finance or business and many years of financial experience.</li> </ul>
<b>Accounting</b>	Companies of various sizes, in all industries	<ul style="list-style-type: none"> <li>Take more than the required amount of accounting classes to supplement finance curriculum.</li> </ul>

\*To learn about these areas and much more visit: [whatcanidowiththismajor.com/major](http://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/cccd](http://usm.maine.edu/cccd)

### 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/oooh](http://bls.gov/oooh)

### **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](#)



Office of Community Engagement and Career Development • [usm.maine.edu/cccd](http://usm.maine.edu/cccd)

(207) 228-8091  
[usmcareers@maine.edu](mailto:usmcareers@maine.edu)

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