

PRACTICUM IN FINANCIAL PLANNING
Finance 470-01
Spring 2009

Time: 4:10 – 5:50 p.m., Tuesday and Thursday
Room: 044 Rike
Instructors: William Wood, CFP
Office: 241 Rike
Telephone: 775-2902
Email: William.wood@wright.edu private office:
bill.wood@theadvisorygroup.info
Office Hours: 10:00 – 11:30 a.m. Tuesday and Thursday
other times by appointment
Lab Room: 243 Rike

TEXT: No text required

PREREQUISITES: Finance 315, 351, 401, 402, 461, Acc 441

COURSE DESCRIPTION:

This course provides an overview of the theories, concepts, and principles of comprehensive financial planning.

LEARNING OBJECTIVES: At the completion of this course, the student should have an understanding of, or mastered, the following tasks:

- Be able to explain what financial planning is to a client
- Be able to ask meaningful questions of a client to help establish rapport and trust
- Be able to conduct an interview with a client
- Understand your role in helping clients implement recommendations to improve their financial well-being
- Develop presentation techniques that compliment the planning process
- Understand how software programs are used to assist financial planning professionals in evaluating a client's needs
- Prepare a financial plan using the interviewing skills, data gathering and analysis techniques, and presentation skills learned in the course

CONDUCT OF COURSE:

Lecture, discussion, role-playing, and projects.

PARTICIPATION:

Student participation in classroom discussions is encouraged at all times to maximize learning for all. Each student will be required to make one (or more) oral presentation(s) to the class and/or to interview a client to determine his or her financial needs.

GRADING:

Interview techniques	25%
Summary narratives of client interviews	25%
Case Study, participation and attendance	<u>50%</u>
	100%

NARRATIVE EVALUATIONS AND CASE STUDY:

Students will work in teams to prepare a comprehensive financial plan. Each team will prepare a written summary of a section to include data gathered, analysis of data, recommendations regarding their section of the plan and presentation of their plan section. Summary narratives and case study will be graded for completeness and correctness of answers. Your papers are expected to be prepared on a computer, be free of spelling and grammatical errors, and be in a business format with attractive presentation.

ATTENDANCE POLICY:

Attendance is considered integral to success in the class. Students are expected to attend all classes. Attendance includes prompt arrival, proper preparation, and presence for the entire class period.

ACADEMIC DISHONESTY:

Academic dishonesty will not be tolerated in this course. Appropriate disciplinary action will be initiated and taken for any form of academic dishonesty. For your information the university's definition of academic dishonesty follows:

“Academic dishonesty includes, but is not limited to plagiarism (submission of an assignment purporting to be the student’s original work which is wholly or in part the work of another person) or dishonest conduct during an examination (including possession of tests or notes not authorized by the instructor, or of devices prepared specifically for the purpose of cheating; communication with another person other than the instructor by any means; looking at another person’s paper; violation of procedures prescribed to protect the integrity of an examination; cooperation with another person in academic dishonesty).”

DATE OF CLASS

ASSIGNMENT

TOPIC

March 31

Overview of the course; Personal Statements

Apr 2	Client relationships
Apr 7	The Process; team assignments
Apr 9	Data Gathering and analysis
Apr 14	Intro to computer systems
Apr 16	Computer systems con't
Apr 21	Client Interview
Apr 23	Client Interview
Apr 28	Client Interview
Apr 30	Client Interview
May 5	Work on case study
May 7	Work on case study
May 12	Work on case study
May 14	Team 1 and 2 presentations to instructor
May 19	Team 3 and 4 presentations to instructor
May 21	Class discussion of case
May 26	TBD
	TBD
May 28	Student Presentations to class
June 2	TBD
Jun 4	Presentation to clients
Jun 9 Final Exam	5:45 pm Revised personal statements due