

**MAJOR GOALS AND LEARNING OUTCOMES FOR THE M.S.B.A. IN
BUSINESS ADMINISTRATION/FINANCIAL AND TAX PLANNING MAJOR
PROGRAM**

I. Determine client financial situation and needs.

Student Learning Outcomes:

SLO #1.1: Determine a client's financial status by constructing and interpreting their financial statements.

SLO #1.2: Recognize problems and opportunities, strengths and weaknesses of their current financial situation.

SLO #1.3: Evaluate clients' psychological attitudes so that a plan can be implemented that is not only feasible but also psychologically appropriate to the clients.

SLO #1.4: Help clients enunciate their life goals, enumerate the financial aspects of those goals, evaluate their ability to meet their goals, devise a plan to meet those goals.

SLO #1.5: Evaluate the sufficiency of clients' emergency funds, their preparation for fiscal stress, their credit worthiness and their use of debt and propose improvements in each.

SLO #1.6: Estimate the inflation adjusted cash flows and the present values for each goal, and build an accumulation plan to accomplish each goal.

II. Develop a financial plan.

Student Learning Outcomes:

SLO #2.1: Evaluate the economic and demographic environment to understand how it may affect clients' plans, including current and anticipated interest and inflation rates, expected rates of return, and mortality.

SLO #2.2: Help clients identify elements of risk they face and select appropriate means of dealing with them: insurable risks, portfolio risks, hedgeable risks.

SLO #2.3: Evaluate investment choices and select the most appropriate choices from among various investment and insurance alternatives in order to help clients achieve specific goals.

SLO #2.4: Optimize a client's after-tax well being by understanding personal taxation and its effect on personal financial decisions.

SLO #2.5: Make choices of means in the transfer of wealth between generations and the use of gifts. Evaluate which optimizes the clients well being.

SLO #2.6: Aid both clients and firms in the selection of optimal choices among employee benefit alternatives.

III. Prepare to operate a financial planning practice.

Student Learning Outcomes:

SLO #3.1: Evaluate and resolve ethical dilemmas facing financial planners.

SLO #3.2: Recognize the legal and regulatory constraints within which planners operate.

SLO #3.3: Determine the appropriate business form for operating a financial planning practice.