



Business, Management & Legal

Online Series in Investment Banking

Offered in cooperation with
Global Window Partners, Inc.

This online, self-study sequential program provides a broad and comprehensive curriculum that exposes you to the many facets of the investment banking industry.

The concepts and analytical tools presented in this program lay the critical groundwork for graduating college seniors who are planning to pursue careers in corporate finance, equity analysis, or investment management. The program also prepares professionals in other fields to facilitate career changes and become established in the highly competitive and rewarding investment banking profession.

Online Series in Investment Banking

Offered in collaboration with Global Window Partners, the program consists of a series of online self-study courses that are presented in an intuitive, easy-to-navigate format that allows you the time and flexibility to effectively absorb the material on your own. Many of the materials for these online courses are adapted from the teachings of prominent faculty from UCLA's Anderson Graduate School of Management.

You may complete the Online Series in Investment Banking within 2 years. Those successfully completing the program receive a testimonial certifying their completion. Successful completion is defined as completing the performance assessment and Knowledge Review questions, Q&A, and quiz.

Suggested Prerequisites

It is highly recommended that you complete X 1A and X 1B Principles of Accounting (or equivalent) and X 100 Business Economics (or equivalent) prior to enrolling in the program.

Required Core Courses

Each of the following core courses consists of 3-5 self-study modules, with approximately 7.5-15.0 hours of learning time per course. You are encouraged to complete the required courses prior to enrolling in any of the elective modules.

831.2	Elements of Corporate Finance
831.21	Financial Statement Analysis
831.211	Components of an IPO
833.5	Investment Fundamentals
833.51	Fundamentals of Equity Valuation
833.511	Financial Markets, Instruments, and Institutions

Elective Modules (4 Required)

Each of the following elective modules presents approximately 2.5-3.0 hours of learning time per module.

831.214	Introduction to Venture Capital
831.215	Debt and Other Financing Sources
833.512	Market Efficiency
833.515	Effects of Inflation on Stock Valuation
833.516	The Equity Holder versus the Debt Holder
833.517	Financial Markets Outside the U.S.

Course Descriptions

Take advantage of early-enrollment pricing for the suggested pre-requisites: save 10% on the fee listed herein if you enroll at least 1 month prior to the course start date. (Online offerings of these courses are higher than their classroom counterparts.) Early-enrollment pricing does not apply to the self-study online courses. *All course descriptions and fees are subject to change.*

Suggested Prerequisites

Principles of Accounting

X 1A Management 4 units \$470

An introduction to accounting theory, principles, and practice, covering the uses, communication, and processing of accounting information, as well as the recording, analyzing, and summarizing procedures used in preparing balance sheets and income statements. Other topics include accounting for purchases and sales, receivables and payables, cash and inventories, plant and equipment, depreciation and natural resources, intangible assets, and payrolls. Sole proprietorships and partnerships also are examined.

Principles of Accounting

X 1B Management 4 units \$470

This course covers corporations, analysis and interpretation of financial statements, and statements of cash flows, as well as examines accounting for operations of departments and manufacturing. Other topics include cost accounting systems and variable costing, budgeting as an aid to planning and control, authorization and issuance of capital stock, reporting the results of operations, bonds payable, income taxes, and business decisions. *Prerequisite:* X 1A Principles of Accounting.

Business Economics

X 100 Management 4 units \$395

This course examines the effort of the enterprise to secure profits and the nature of demand for its products. Topics include cost and production, allocation of resources through competition, forms of market competition, relation of size to efficiency, markets for productive factors, incentives and growth, and capital budgeting.

Required Core Courses

Elements of Corporate Finance (Online)

831.2 Management 1.2 CEU \$195

This series of 5 online self-study modules helps managers develop a basic understanding of various issues in corporate finance. Students are introduced to the financing tools available to managers and the characteristics of the different financing vehicles with respect to the firm's lifecycle. Also explored are topics of optimal capital structure and how capital structure decisions impact a firm's value. The series consists of the following 5 self-study, self-paced modules, each requiring approximately 2.5-3 hours of study time which includes performance assessment and review of Knowledge Review questions, Q&A, and Quiz: Available Financial Markets and Instruments in the 21st Century, Raising Capital and the Lifecycle of the Firm, Determining the Cost of Financing: Understanding Risk and Return, Capital Structure, and Free Cash Flow Management. The series is adapted from the teachings of David Eiteman, PhD, Professor of Finance, Emeritus, UCLA.

Financial Statement Analysis (Online)

831.21 Management 1 CEU \$175

This course comprises of 4 self-study modules that introduce the most important source of accounting data– the annual report, from which investors get a comprehensive picture about the financial and economic positions of firms. Discussions include how data contained in the three major financial statements included in the annual report (the income statement, the balance sheet and the statement of cash flow), help investors better understand the wellness and growth potential of firms in general. The modules are adapted from the teachings of David Eiteman, PhD, Professor of Finance, Emeritus, UCLA.

Components of an IPO (Online)

831.211 Management 0.7 CEU \$145

This course is comprised of 3 self-study modules that explore the process of how securities are brought to market for the first time through investment banks; the pricing of IPO's; and institutional features of the IPO process. Topics include the typical interaction of securities firms with financial institutions and the major risks these securities firms are exposed to during the course of the business. Also covered is the trading of financial assets—insights on how to gain IPO allocations and how to trade them in the aftermarket for different types of IPO's. The modules are adapted from the teachings of David Eiteman, PhD, Professor of Finance, Emeritus, UCLA.

Investment Fundamentals (Online)

833.5 Management 1.2 CEU \$195

This course comprises of 5 self-study modules that survey key facets of investments, including an introduction to the most influential trading market systems for securities in the United States: NYSE, AMEX, and NASD, and some regional exchanges as well. For each system, a historical perspective is provided with explanations on how trading is conducted in these markets. The modules are adapted from the teachings of David Eiteman, PhD, Professor of Finance, Emeritus, UCLA.

Fundamentals of Equity Valuation (Online)

833.51 Management 1 CEU \$175

This course comprises of 4 self-study modules that provide an introduction to equity valuation which is regarded as the first step toward making intelligent investing decisions. The modules discuss valuation of the overall stock market, as well as individual stocks. Examined are the concepts of efficiency, technical and fundamental analysis, book value versus market value, liquidation value, and other valuation techniques. The modules are adapted from the teachings of David Eiteman, PhD, Professor of Finance, Emeritus, UCLA.

Financial Markets, Instruments, and Institutions (Online)

833.511 Management 0.7 CEU \$145

This course is comprised of 3 self-study modules that examine the function of the financial markets and institutions. A list of the major types of financial institutions are discussed, including commercial banks, savings institutions, mutual funds, pension funds, and insurance companies. In addition, different financial instruments are introduced and their roles discussed. The modules are adapted from the teachings of David Eiteman, PhD, Professor of Finance, Emeritus, UCLA.

Elective Modules

Introduction to Venture Capital (Online)

831.214 Management 0.3 CEU \$65

While there are many different sources of capital for young businesses, venture capital has grown as a viable option for many entrepreneurs. This online self-study module discusses the nature of the venture capital industry, outlining how it is structured and which types of business it funds. Additionally, this module discusses the essential elements for striking agreements with a venture capital firm.

Debt and Other Financing Sources (Online)

831.215 Management 0.3 CEU \$65

Most firms are searching for financing sources outside of the venture capital markets. This online self-study module deals with the remaining options of financing available to entrepreneurs. Various funding sources are discussed in detail. Also discussed is the importance of cash for a young firm, and the ways in which the firm can find sources of cash both internally and externally.

Market Efficiency (Online)

833.512 Management 0.3 CEU \$65

This module addresses one of the most heavily debated questions in finance: Is the market efficient? In other words, do current market prices for shares of stock rationally and correctly reflect the underlying economic fundamentals of the issuing firm? The debate centers on three different forms of the Efficient Market Hypothesis: the weak form, semi-strong form, and strong form.

Effects of Inflation on Stock Valuation (Online)

833.515 Management 0.3 CEU \$65

The significant influence of inflation on the development of an economy is a well-received fact for policy makers. For investors in the stock market, the role of inflation on stock valuation can never be over-emphasized, because inflation directly affects investor's expectations for the stream of future earnings and cash flows. This self-study module guides the reader through a sample of chain of reactions by the means of a specific example. By this approach, the reader is able to understand the linkage between inflation and stock returns. The module also discusses briefly how past and contemporary thinkers address the issues of inflation.

The Equity Holder versus Debt Holder (Online)

833.516 Management 0.3 CEU \$65

The decision to issue new equity instead of new debt, or vice versa, can be complicated by conflicts between the goals of equity holders and the goals of debt holders. This online self-study module examines the nature of this conflict between these two different types of investors in a company. The capital structure decision in the context of this conflict also is discussed.

Financial Markets Outside the U.S. (Online)

833.517 Management 0.3 CEU \$65

This online self-study module focuses on major international security markets outside the United States. Major foreign exchanges covered in this module are the London Stock Exchange (LES), Tokyo Stock Exchange (TSE), Frankfurt Stock Exchange (FWB), Hong Kong Stock Exchange (HKEx), and Euronext, a pan-Europe exchange founded originally by the merger of the exchanges of Amsterdam, Brussels and Paris.

General Information

Enrolling in a Sequential Program

To officially enroll in this sequence and be assured of completing the program under its current requirements, an Application for Candidacy and nonrefundable application fee must be submitted. Enroll online at uclaextension.edu/TT305.

Online Self-Study Courses

You may enroll in the online self-study courses anytime during the regular academic quarters. Upon enrolling, you are automatically directed to the courses and, after initial login and launch of module, are given access to each module for a total of 21 days or a maximum of 7 launches, whichever comes first.

Windows PC and high-speed Internet connection are required to access the online self-study courses.

Course Scheduling

To determine if a course(s) is being offered, see the quarterly schedule of courses in the UCLA Extension catalog or visit our website: uclaextension.edu/TT305.

Cost of the Program

The following are approximations and are subject to change without notice. The total does not include the suggested prerequisites.

Candidacy Fee (Nonrefundable): \$75

Course Fees: \$1,290

Approximate Total: \$1,365

Contact Us

For more information about this sequential program, including course selection advisement, record maintenance, transcript evaluations, problem resolutions, and course substitutions, call (310) 206-1654; email: bamcertificate@uclaextension.edu; or visit uclaextension.edu/TT305.

For more information about the scheduling of the online self-study modules, contact Sam Gomez at (310) 825-4938; email: sgomez@uclaextension.edu.

For more information about the online self-study modules offered with Global Window Partners, including technical requirements to enroll in these courses, visit unex.gwpartners.com: click "FAQs" on the left-hand nav bar. For your log-in ID and password, as well as more technical information, email admin@gwpartners.com.

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Frequently-Asked Questions

- 1. What are the Business E-ssentials® modules?**
Business E-ssentials® are self-contained, self-study modules designed to address the specific business needs of today's rapidly changing knowledge economy. These modules deliver focused and efficient learning, enhancing both tangible and behavioral skill sets. Many are developed based on the lessons and teaching materials of highly esteemed faculty from some of the nation's top business school programs, including the Anderson School of Management at UCLA.
- 2. Who should take Business E-ssentials® modules?**
The modules are designed for working business professionals, entrepreneurs, and those looking to refresh or acquire relevant skills and knowledge to enhance their work performance or career objectives. They are intended for adult learners with self-discipline and initiative.
- 3. Can I take these modules to fulfill my certificate requirements?**
These modules provide CEU credit only and may not be applied toward certificates. They do serve as core courses and/or electives for the following sequential programs offered by UCLA Extension:
 - Online Series in Entrepreneurship
 - Online Series in Investment Banking
 - Online Series in Marketing: Brand Management
 - Online Series in Mergers and Acquisitions
 - The Business of Creativity
- 4. How much time should I expect my online module to take?**
On average, approximately 2.5 to 3.0 hours per module, including core reading materials, practice review exercises and taking quizzes.
- 5. What are the system requirements?**
 - PC or Mac with Microsoft Windows operating system. *Note:* PCs with Microsoft Vista will need to adjust settings in Internet Explorer. These modules cannot be accessed with a Mac operating system.
 - Internet Explorer or Mozilla Firefox web browser. *Note:* Cannot be viewed with Chrome or Safari.
 - Intel Pentium processor or higher
 - Broadband/high-speed Internet access
 - Macromedia Authorware Web Player
 - Adobe Acrobat Reader
 - 800 x 600 (or higher) monitor resolution
 - Sound card and audio/speakers
- 6. What is the format like?**
You register for the courseware modules and learn the material at your own pace online. There are no live instructors for these learning modules. Each includes:
 - Overview and Learning Objective Outcomes
 - Learning Content Organized into 10 Learning Objectives
 - Module Summary
 - Key Glossary Terms
 - Practice Exercises and Quizzes to Reinforce Learning Material
- 7. Is there a time limit?**
Yes. Each module has a start date and an end date. You are allotted a total of 7 launches or 21 days to complete each module, whichever expires first.

For detailed information about Business E-ssentials® online self-study programs, visit unex.gwpartners.com.