

A. Course: 37:575:250:02 Finance for Personal and Professional Success

B. Instructor: Peter Rokkos

C. Contact Information:

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Please note that other students probably have similar questions to yours so use the Discussion feature at Canvas for any public questions relating to assignments; use email for any personal messages. Please use "37:575:250:02" in the Subject section of any emails sent to the instructor or teaching assistant.

D. Meeting Times: Wednesday 715PM to 1005PM, beginning Wednesday, September 4, 2019

Location: CDL-109, 3 College Farm Road, New Brunswick, NJ

E. Office Hours: Office hours for Professor Rokkos are prior to and immediately after class in classroom, typically between 3-4pm Tuesday in his office (although please email to confirm as this time changes) and otherwise by appointment. Office hours for the Teaching Assistants will be provided on Canvas or arranged by appointment. We strongly encourage students to schedule some time for office hours, either in an office or at various areas across campuses, so please reach out.

F. Course Description: Overview of core financial concepts and techniques useful both at work and in personal life; interest, credit, insurance, investments, present value and net worth.

G. Overarching Math Philosophy/Objectives Overview: Mathematics of Life:

Imagine that you are taking a vacation next year. You have many financial choices to make. How big is your vacation budget and how do you want to allocate it? The more money that you save now, the more you will have to spend on your vacation.

Now imagine that you are planning your financial future. You have many choices to make. How will you pay off your student loan? How much of your budget should be allocated to food and utilities? How much can you afford to spend on clothes? Should you buy a house? Should you buy a new car? What investments should you consider? When do you want to retire? All of these decisions require detailed planning.

Financial planning, prudent financial management, and careful spending can help you achieve your financial goals, which affect one's standard of living in the future.

The **financial planning process** enables you to understand the key components of a **financial plan** and to develop a **personal financial plan**. The simple objective of financial planning is to make the **best use of your resources to achieve your financial goals**. The sooner you develop your goals and a financial plan to achieve these goals, the easier it will be to achieve your objectives. Topics in personal finance include financial and career planning, budgeting, tax management, cash management, credit cards, borrowing, major expenditures, risk management, investments, retirement planning and estate planning.

Success in Life. A solid understanding of personal finance topics offers you an increased probability of success in facing life's financial challenges, responsibilities and opportunities. Such successes might include: paying minimal credit costs, not paying too much in income taxes, purchasing automobiles at low prices, financing housing on good terms, buying appropriate and fairly priced insurance, selecting successful investments that match your needs and tolerance for risk, planning for a comfortable retirement, and passing on your estate with minimal transfer costs.

Basic Mathematical models underlie all these financial analyses. The mathematics behind the time value of money can be applied to determining how much **current** savings will be worth in the **future**, or how to reach your goal of saving for a house or starting a business. If you were to win the lottery, should you take the lump sum or annual payments (annuity). If you have to invest, how do you know what is a good return? How much does a credit card really cost? How much money do you need for retirement? Debt also grows through mathematical models. There are tax implications as well.

Critical thinking plays a major role in financial analysis, as there may be more than one way to accomplish a goal. For example, if you decide to reduce your housing expenses you can, for example, either move to a cheaper unit and/or take in a room-mate. If you're saving for retirement, and can't save enough each month to meet your goal; consider alternatives such as: later retirement, reducing current or future expenses, or investing differently.

The measures of performance in this class will be referred to as authentic assessments. That is, student performance is evaluated based upon realistic life decision assignments, including:

- a series of math problems,
- an ongoing case analysis,
- course projects, such as assessing a lease and managing stocks in the stock market; planning for retirement using the time value of money; and finding the best bank to fit your needs,
- Excel applications; one project applies the Pareto Principal (80:20 Rule) to tracking your frivolous expenditures (non obligations of rent or mortgage, insurance, etc.) using Excel,
- developing your personal financial plan.

This is in sharp contrast to the types of assessments based on multiple choice, short answer, etc. in a timed environment. This type of assessment will provide the student the same type of environment as s/he will have during his/her life.

H. Relationship to SAS Learning Objectives:

- **Goal x** (Apply effective and efficient mathematical or other formal processes to reason and to solve problems). Specifically the focus is on the mathematics underlying the process of investment, and borrowing/saving money. The student will learn to apply concepts from algebra necessary to specify and solve equations related to loans, savings, mortgage, credit and insurance using compound interest.
- **Goal w** (Formulate, evaluate, and communicate conclusions and inferences from quantitative information)

Specific Learning Objectives:

Labor Studies and Employment Relations Department:

- Demonstrate an understanding of the perspectives, theories and concepts in the field of labor and employment relations. (Goal 1).
- Apply those concepts, and substantive institutional knowledge, to understanding contemporary developments related to work. (Goal 2).

School of Management and Labor Relations:

- Apply appropriate quantitative and qualitative methods for research on workplace issues (Goal II).
- Demonstrate an understanding of relevant theories and apply them given the background context of a particular work situation. (Goal IV)
- Demonstrate an understanding of how to apply knowledge necessary for effective work performance. (Goal VI)

Other Learning Objectives:

- Familiarize students with core concepts of interest, present value, risk, diversification, and insurance,
- Improve student skills in using spreadsheets and other tools in common use for analyzing financial information, and
- Introduce students to major types of financial instruments including stocks, bonds, mutual funds, and to investments in real estate.

Assessment of Learning Objectives: Project assessments will be used to evaluate these objectives.

I. Text - Required:

Introduction to Personal Finance: Beginning Your Financial Journey

John E. Grable, Lance Palmer

ISBN: 978-1-119-54739-6

November 2018

Text – Optional:**Understanding the Mathematics of Personal Finance: An Introduction to Financial Literacy**

Lawrence N. Dworsky

First published: 18 September 2009

Print ISBN: 9780470497807

J. Pre-Requisite: None

K. Required: Excel, PowerPoint and Word (or their equivalents free versions through Google and other sources) will be used extensively in the class. Rutgers provides students with free access to these tools through Microsoft Office which is strongly recommended both for the Mac and PC versions. More information on downloading this software may be found at <https://oit.rutgers.edu/university-software-portal>.

Poll Everywhere. During lectures throughout the semester, I will often present you with polls and ask you to answer them using a website called Poll Everywhere. This site allows you to respond to polls in a number of different ways, including (1) your cell phone, via text message, (2) the web browser on your laptop, iPad/tablet, or cell phone, and (3) certain apps available on your cell phone.

Poll Everywhere will be used during the semester to collect your feedback and to take attendance. Please follow the following link in order to create a Poll Everywhere account.

<https://PollEv.com/peterrokkos/register>

By registering with this account, the instructor will be able to view your email and see your responses to polls (unless the poll is clearly marked as anonymous).

You will be asked to provide your email address, certify your mobile phone number (if you would like to participate in my polls via SMS texting), and create a password. Please choose to share your name with the instructor after you register. If you have any questions, please visit the Poll Everywhere User Guide (<http://www.polleverywhere.com/user-guide>).

It is considered a serious act of academic dishonesty to respond to Poll Everywhere questions when not physically present in the classroom. To be clear, you must be in your seat in the classroom: not on the bus, not down the hall—in the classroom, and ready to participate in the class!

Canvas. The course will be using Canvas extensively; the course site for Canvas may be accessed through the following link:

<https://rutgers.instructure.com/courses/26499>

If you are new to Canvas, be sure to complete the Canvas Tutorials under Course Tools Tutorials section of the Modules.

L. Participation. There will be a lecture at each class and then a discussion of a series of examples with as much class participation as possible – so please participate. Power Point presentations used during the lecture will be posted shortly prior to class on Canvas so that you can use them as a basis for taking notes or to follow along.

Each student may submit a comment on Canvas during most weeks prior to each class using the Assignments folder on Canvas. **This is optional and will be the basis for determining extra credit to your final calculated average.** These comments should address issues discussed in the current week's readings, specific topics relating to personal experiences a student would like to share with the class, or topics in the news relating to these materials. See Canvas each week for details on a particular week's submission. Students may be called upon in class to discuss their Participation comment so please come to class prepared to engage on the comment you provided.

M. CLASS SCHEDULE

Note that the class schedule, dates, materials and assignments noted below are tentative and subject to change. Please check Canvas regularly for updated schedules, materials and due dates as well as other relevant information.

<u>Date</u>	<u>Topic</u>	<u>Reading Assignment</u>
		References below are to the Introduction to Personal Finance text unless otherwise indicated
Week 1 September 4	<ul style="list-style-type: none"> • Introduction • Beginning Your Financial Journey • Introduction to Time Value of Money 	<ul style="list-style-type: none"> • Chapter 1.1 to 1.5
Week 2 September 11	<ul style="list-style-type: none"> • Time Value of Money 	<ul style="list-style-type: none"> • Chapter 2.1 to 2.3
Week 3 September 18	<ul style="list-style-type: none"> • Financial Analysis 	<ul style="list-style-type: none"> • Chapter 2.4 to 2.6
Week 4 September 25	<ul style="list-style-type: none"> • Pareto Analysis of Expenses • Earnings and Income 	<ul style="list-style-type: none"> • Chapter 3.1 to 3.6
Week 5 October 2	<ul style="list-style-type: none"> • Taxes 	<ul style="list-style-type: none"> • Chapter 4.1 to 4.6
Week 6 October 9	<ul style="list-style-type: none"> • Checking and Savings • Credit Cards and Borrowing • Fraud and Identity Theft 	<ul style="list-style-type: none"> • Chapter 5.1 to 5.6 • Chapter 7.3 and 7.7
Week 7 October 16	<ul style="list-style-type: none"> • Loans • Housing 	<ul style="list-style-type: none"> • Chapter 6.1 to 6.6
Week 8 October 23	<ul style="list-style-type: none"> • Savings • Introduction to Investing 	<ul style="list-style-type: none"> • Chapter 7.1 to 7.7
Week 9 October 30	<ul style="list-style-type: none"> • Stocks and Bonds • Mutual Funds • Risk and Return 	<ul style="list-style-type: none"> • Chapter 8.1 to 8.7
Week 10 November 6	<ul style="list-style-type: none"> • Investing Goals • Brokerage Accounts • Investment Alternatives 	<ul style="list-style-type: none"> • Chapter 8.8 to 8.11
Week 11 November 13	<ul style="list-style-type: none"> • Risk Management • Health Insurance 	<ul style="list-style-type: none"> • Chapter 9.1 to 9.7
Week 12 November 20	<ul style="list-style-type: none"> • Insurance • Catch Up and Current Events 	<ul style="list-style-type: none"> • TBD
No Class November 27	<ul style="list-style-type: none"> • University Change of Designation Day • Wedn. Nov 27- University follows FRIDAY class schedule 	
Week 13 December 4	<ul style="list-style-type: none"> • Retirement Planning 	<ul style="list-style-type: none"> • Chapter 10.1 to 10.6
Week 14 December 11	<ul style="list-style-type: none"> • Additional topics including Career Planning, Marriage and Divorce, Children, Modern Extended Families and more... 	<ul style="list-style-type: none"> • TBD

EXAM WEEK	THERE IS NO FINAL EXAM FOR THIS CLASS Any makeup, late or final assignments must be submitted by Friday, December 13, 2019 or they will not be considered in evaluating final grades
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N. Attendance and Participation: Participation in the lectures and class meetings is critical to the class both in terms of being present in class and fully participating. Attendance will be taken in class using Poll Everywhere during each class and tracked on Canvas.

A student missing more than 5 classes absent extreme circumstances will not receive credit for this course.

At the instructor's discretion, perfect attendance (attending all classes in full) and consistent contributions to class discussions and homework review may improve your final grade. See Participation above

O. Assessment Policy:

Letter Grade	Scores Based on Course Components
A	90-100
B+	85-89
B	80-84
C+	75-79
C	70-74
D	60-69
F	< 60

Note: Rounding up for 'in between grades' will be based on multiple factors including participation and attendance; but will only be considered for 1% point. For example, an 84.6% may round up to an 85% for a B+ if attendance and participation are exceptional; an 84.4% will in all but exceptional instances not round up; and a 83.9% will not be considered for rounding up to a B+. The thresholds for final letter grades will be re-scaled if a conventional standard seems unreasonable.

In instances where a student has submitted Participation weekly on Canvas for a substantial majority of the ~10 weeks offered during the semester, extra credit of up to a full letter grade may be appropriate based on overall factors including in class participation and attendance. We are really hoping students take advantage of this and submit Participation each week AND are in class to follow up when called upon.

Assessments: This class is hands-on and features assessment of assignments, rather than a lecture course that uses exams to assess learning. Course assessment is calculated as a weighted average of the following projects:

Target Due Date	Assignment	% of Overall Grade
DUE DATES ARE SUBJECT TO CHANGE		
All Assignments must be submitted on Canvas by 11:59PM on Friday of the Target Due Date except as indicated below. Note some Target Due Dates include multiple Assignments		
September 13	Virtual Stock Exchange Registration	1
September 20	Personal Financial Plan 1 (Goals) Personal Financial Plan 2 (Financial Statements)	2 2
September 27	Problem Sets 1	5
October 4	Case Study Part 1	5
October 11	Pareto Analysis	6
October 18	Bank Comparison	4

October 25	Credit Report	2
	Identity Theft Assessment	2
November 1	Problem Sets 2	6
November 8	Case Study Part 2	6
November 15	Lease Analysis	4
	Personal Financial Plan 3 (Purchasing a Home)	2
	Risk Assessment	2
November 22	Problem Sets 3	6
	Case Study Part 3	6
December 4	Life Expectancy and Retirement Assessment	2
	Stock Project	6
December 11	Problem Sets 4	6
	Case Study 4	6
	Career Assessment	6
~November 15 to December 11	Current Events In Class Presentation and Deliverables	10
~December 4	Financial Literacy Assessment (In class quiz)	3
		100%

P. Academic Integrity: All students are responsible for locating, reading, and abiding by the University Policy on Academic Integrity for Undergraduate and Graduate Students. The policy is available on-line at <http://cat.rutgers.edu/integrity/policy.html>.

Some additional thoughts on assignments and academic integrity:

- All homework assignments are to be handed in via Canvas, using the Assignments tab.
- Submissions must be complete; no partial assignments can be submitted, they will not be accepted.
- Cheating or copying from another student's answers will result in a ZERO for both involved.
- Working or studying together does not constitute as cheating as long as all work is original and not duplicated. All names of group members or who you worked with must be added to the assignment and a note explaining the division of work or how the task was performed.
- Uploading or downloading course answers/materials/etc. or someone else's work from previous semesters is plagiarism and considered cheating resulting in a zero grade.

Q. Recommendations: Requests for recommendations must be made in writing after completion of the course.

R. Late Submission Penalty: Immediate 10% for each grade component submitted late with penalties increasing **daily** after that. **Note: Assignment due dates are tentative until confirmed in class.**

S. Communication:

Please check your e-mail and Canvas regularly, especially on the day of class, to learn if there are any changes in the class schedule, class requirements, or for other general announcements.

T. University Resources

1. The Center for Teaching Advancement and Assessment Research supports teaching and learning through a variety of areas. Free for students are software workshops in Excel, Word, PowerPoint, Access, etc. http://ctaar.rutgers.edu/workshops/ws_descr_IT.html
2. Counseling, ADAP & Psychiatric Services (CAPS): (848) 932-7884 / 17 Senior Street, New Brunswick, NJ 08901. CAPS is a University mental health support service that includes counseling, alcohol and other drug assistance,

and psychiatric services staffed by a team of professional within Rutgers Health services to support students' efforts to succeed at Rutgers University. CAPS offers a variety of services that include: individual therapy, group therapy, and workshops, crisis intervention, referral to specialists in the community and consultation and collaboration with campus partners.

3. Violence Prevention & Victim Assistance (VPVA): (848) 932-1181 / 3 Bartlett Street, New Brunswick, NJ 08901. The Office for Violence Prevention and Victim Assistance provides confidential crisis intervention, counseling and advocacy for victims of sexual and relationship violence and stalking to students, staff, and faculty. To reach staff during office hours when the university is open or to reach an advocate after hours, call 848-932-1181.

4. Scarlet Listeners: (732) 247-5555. Free and confidential peer counseling and referral hotline, providing a comforting and supportive safe space.

U. Classroom Etiquette: Common courtesy is expected at all times. Please turn off all cell phones and other communications devices during class. This facilitates efficient learning, best performance in the course, and timely completion of classes.

V. Special Needs: Rutgers, the State University of New Jersey abides by the Americans with Disabilities Act of 1990, the Americans with Disabilities Act Amendments (ADAA) of 2008, and Sections 504 and 508 which mandate reasonable accommodations be provided for qualified students with disabilities and accessibility of online information.

If you have a disability and may require some type of instructional and/or examination accommodation, please contact me early in the semester so that I can provide or facilitate in providing accommodations you may need. If you have not already done so, you will need to register with the Office of Disability Services, the designated office on campus to provide services and administer exams with accommodations for students with disabilities. Here are the particulars:

[Lucy Stone Hall](#), Livingston Campus, 54 Joyce Kilmer Ave., Suite A145, Piscataway, NJ 08854-8045

E-mail Address: dsoffice@rci.rutgers.edu **Phone:** (848) 445-6800 • **Fax:** (732) 445-3388

I look forward to talking with you soon to learn how I may be helpful in enhancing your academic success in this course.

W. Extra Credit: No extra credit opportunities are offered other than the weekly Participation Submissions noted above.

X. University/Campus Closings: 732-932-INFO (New Brunswick); <http://campusstatus.rutgers.edu>