

**UNIVERSITATEA  
ROMÂNNO-AMERICANĂ**



**UNIVERSITÀ  
DI SIENA**  
1240

## **SCHOOL OF FINANCE AND ACCOUNTING**



**STUDY GUIDE**

**MSC IN FINANCE**  
**DOUBLE DEGREE PROGRAM**

---

## **MSC in FINANCE** **2 years, full time,** **DOUBLE DEGREE PROGRAM** **taught in ENGLISH**

---

A Masters course is an academically rigorous programme during which you explore your subject in depth, reaching a high level of specialist knowledge. You draw on knowledge and skills from your undergraduate study or your professional life to produce work of a high academic standard, informed by current thinking and debate.

A postgraduate qualification is a major achievement and greatly valued by employers. Recent surveys show that higher degree graduates are more likely to obtain jobs at professional or managerial level and less likely to be unemployed. For some jobs a postgraduate qualification may be essential, for others it offers a competitive edge. Our graduates go into a variety of jobs, where the key employability skills and knowledge they have gained through postgraduate study are put to good use.

The **Master in Finance** is intended for persons who wish to develop their international competences and know-how in finance. The studies focus on financial investments and modeling, develop the students' understanding and knowledge of global financial environments, financial management and innovation as well as international regulations.

The primary task undertaken by the **Master in Finance** is to prepare students so that they meet the challenges posed by their employment in companies that are compelled to carry out activities in a business environment increasingly internationalized, technological and competitive, by providing training and a relevant experience in the field, which is to be recognized both nationally and internationally. Therefore, the **Master in Finance** aims to address the curricula not only in theoretical terms, but also to create multiple connections between practice and research.

For the evaluation of the students, the **School of Finance and Accounting** applies the methodology of the **Romanian-American University**, included in the Regulations on the professional activity of students and it relies on two criteria: attendance and performance.

Each academic year is divided into 2 semesters. The curriculum provides minimum 60 transferable study credit points (30 credit points per semester). There are 4 semesters in two years. A semester typically has 14 weeks. The 4th semester has 11 weeks + 3 allocated for internships and completion of the dissertation project.

The curriculum includes compulsory subjects and elective subjects (starting with the first year of study, the 2<sup>nd</sup> semester). Elective subjects are grouped together in pathways providing the students with additional training, according to the selection made in the first year.

<b>1<sup>st</sup> Semester 30 ECTS</b>	<b>2<sup>nd</sup> Semester 30 ECTS</b>	<b>3<sup>rd</sup> Semester 30 ECTS</b>	<b>4<sup>th</sup> Semester 30 ECTS</b>
<b>Microeconomics for Business and Finance</b>	<b>Financial Modeling</b>	<b>Advanced Financial Modeling</b>	<b>International Banking and Financial Regulation</b>
<b>Financial Investments and Risk Management</b>	<b>Econometrics</b>	<b>Monetary Economics</b>	<b>Specialized Internship</b>
<b>Corporate Valuation</b>	<b>Methodology of Scientific Work and Ethics</b>	<b>Asset Allocation</b>	<b>Specialized Scientific Research</b>
<b>Information Technology for Business and Finance</b>	<b>Fundamentals of Programming</b>	<b>Ethics and Leadership</b>	<b>Dissertation Paper Project</b>
	<b>Elective Subjects: International Business Negotiations International Sales Strategies Financial Derivatives English for Economics and Business</b>	<b>Elective Subjects: International Financial Accounting International and Comparative Tax Law</b>	<b>Elective Subjects: Doing Business with Asian Countries Startup Lab Strategic marketing simulation</b>

---

## MSC in FINANCE CURRICULUM

---

### **1<sup>st</sup> year, 1<sup>st</sup> semester, COMPULSORY SUBJECTS**

#### **1. MICROECONOMICS FOR BUSINESS AND FINANCE**

*6 credit points, 2 hours course and 1 hour seminar*

This subject seeks to identify patterns and knowledge for business and finance, and in particular models with asymmetric information evaluated under uncertainty.

#### **2. INFORMATION TECHNOLOGY FOR BUSINESS AND FINANCE**

*6 credit points, 1 hour course and 2 hours seminar*

The goal of this course is to introduce students to advanced topics related to the use of databases and their extensions to middle and senior managers. Obtaining some simple data analysis skills and understanding models with data mining technology - will be studied in IT fundamentals like: storing, processing and communicating information (databases) VBA and financial application, excel Information systems, IT applications in business and finance.

#### **3. FINANCIAL INVESTMENTS AND RISK MANAGEMENT**

*9 credit points, 2 hours course and 2 hours seminar*

Designed and conceived as an integral part of the specialized training „Financial investments and risk management”, offers students indispensable knowledge in order for them to learn about basic concepts related to financial investments and risk management, understanding theoretical and applied concepts of financial investments and financial instruments and understanding the concepts of global market and foreign investing. The students will gain the ability to make portfolio selection decisions based on an analysis of the wider role of risk management in finance. Methods of calculating the efficient frontier will be analyzed for the following risks: interest and exchange rate for the banking book with the asset liability management (ALM) solutions; market risk, valuating the estimation of the value-at-risk (VAR) and alternative solutions (e.g expected shortfall or CVAR); operational, and principal advanced models (AMA) implemented within financial intermediaries.

#### **4. CORPORATE VALUATION**

*9 credit points, 2 hours course and 2 hours seminar*

The course aims to provide the conceptual framework necessary for gaining knowledge about basic concepts related with corporate valuation, understanding theoretical and applied concepts of financial markets and corporate valuation and understanding the concepts of global financial market. Student will gain knowledge in evaluating companies using DCF, value based management models and relative valuation (multiples), analyze a company's financial performance, extracting information from the financial statements and from market data; estimating a company's cost of capital; apply different valuation techniques of DCF methods such as FCFE, FCFE, DDM and relative valuation; analyze and describe a company's value driving factors.

### **1<sup>st</sup> year, 2<sup>nd</sup> semester, COMPULSORY SUBJECTS**

#### **1. FINANCIAL MODELING**

*9 credit points, 2 hours course and 2 hours seminar*

The course aims to provide theoretical and practical comprehension of basic concepts related with financial modeling, theoretical and applied concepts of value at risk and financial modeling and concepts of global financial market. Students will learn basic principles of stochastic calculus (binominal lattices, Brownian motion, Ito's Lemma, stochastic differential equations), no-arbitrage principle and risk neutral (martingale) pricing, basic option pricing (Cox-Ross-Rubinstein and Black-Scholes models), basic interest derivatives valuation: short rate models (Vasicek and Cox-Ingersoll-Ross).

#### **2. ECONOMETRICS**

*6 credit points, 2 hours course and 1 hour seminar*

The discipline aims to identify steps, formalities and techniques specific to initiation, preparation, organization and conduct related with econometrics, understanding theoretical and applied concepts of a regression model and understanding the concepts of heteroskedasticity. You will learn about standard regression procedure of parameter estimation and hypothesis testing in economics. The following topics will be covered: simple and multiple regression, least-square estimation, goodness-of-fit, Gauss-Markov theorem, coefficient tests and confidence intervals, multicollinearity, dummy variables, tests on structural change, model misspecification, test of linear restrictions, heteroscedasticity (test and estimation), stochastic regressors, instrumental variables, dynamic models, forecasting, stability test, autocorrelation (test and estimation), introduction to simultaneous equations.

#### **3. METHODOLOGY OF SCIENTIFIC WORK AND ETHICS**

*5 credit points, 1 hour course*

The course aims to provide students with the knowledge and skills necessary for the development of a research activity using methods and tools specific to the field of international economics and business.

#### **4. FUNDAMENTALS OF PROGRAMMING**

*6 credit points, 1 hour course and 2 hours seminar*

This course is an introductory course to the basic principles of programming. By the end of this course, the students will be able to better understand and appreciate what is involved in programming a computer, and even write a few programs of their own. The course assumes that students have no previous or very little knowledge of programming prior to starting this course.

#### **1<sup>st</sup> year, 2<sup>nd</sup> semester, OPTIONAL SUBJECTS**

##### **1. ENGLISH FOR ECONOMICS & BUSINESS**

*6 credit points, 1 hour course and 2 hours seminar*

During the course, students will learn spelling and vocabulary skills. The objective of this course are: different techniques of argumentation and ways of presenting points of views in a text.; the specific vocabulary in English pertinent to business, finance and economic discourse; the course involves progressive stages towards awareness and autonomy in using such vocabulary in written and oral production.

##### **2. INTERNATIONAL BUSINESS NEGOTIATION**

*5 credit points, 1 hour course and 2 hours seminar*

The discipline aims to identify steps, formalities and techniques specific to initiation, preparation, organization and conduct of international trade negotiations, being addressed primarily, those who want a career in international economic relations. Creating and fostering practical skills by reconstructing situations akin to the real, students having the opportunity to put into practice, by simulation, the preparation and planning of business negotiations (the drafting of commercial letters, notions of etiquette and business protocol, drafting specific documents - negotiation mandate, contract draft, negotiation files, negotiation plan and variants, agenda, and so on).

##### **3. FINANCIAL DERIVATIVES**

*6 credit points, 2 hours course and 1 hour seminar*

The course aims to describe analyses and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options. This course equips students with some essential techniques to be applied when valuing these financial derivatives and hedging the associated financial market risk exposures. In particular, it emphasizes the general principles central to derivatives valuation including no-arbitrage arguments and risk-neutral valuation methods, together with their implications for the pricing of the selected classes of financial derivatives. Outcomes are technical skills about pricing, performances and strategies on futures and interest rate options, in different market conditions.

#### 4. INTERNATIONAL SALES STRATEGIES

*5 credit points, 2 hours course and 1 hour seminar*

This course details strategic selling principles and techniques and international sales management. Students develop skills required for planning, making sales calls and providing follow-up to clients. The course covers prospecting, conducting sales meetings, making sales presentations, negotiating and sales management and control. A special emphasis is placed on sales issues and challenges in international business. Emphasis is also placed on developing confidence and professionalism in the selling interaction and enhancing cross-cultural communications, listening, team participation, problem solving and international management skills.

### 2<sup>nd</sup> year, 1<sup>st</sup> semester, COMPULSORY SUBJECTS

#### 1. ADVANCED FINANCIAL MODELING

*6 credit points, 2 hours course and 1 hour seminar*

The discipline emphasizes the fundamental core of knowledge that comprises the content of modern financial modeling. The course will help students to develop a systemic thinking and will facilitate the creation of knowledge about basic concepts related with financial modeling, understanding theoretical and applied concepts of financial markets and financial instruments and understanding the concepts of modeling in finance. The students will gain basic skills to price financial assets like equity derivatives, credit risk and interest rate instruments. The topics in this course cover: stylized facts on financial returns, ARCH/GARCH modeling, stochastic volatility modeling, poisson processes, structural and reduced form models for credit risk, HJM models, market models for interest rate instruments.

#### 2. MONETARY ECONOMICS

*6 credit points, 2 hours course and 2 hours seminar*

The discipline, **Monetary economics** seeks to thought students in order to gain knowledge about basic concepts related with monetary markets, understanding theoretical and applied concepts of monetary markets and monetary instruments and understanding the concepts of global monetary market. They will learn about intertemporal model of macroeconomic equilibrium in an open economy. Interest rates and asset prices in an intertemporal model of optimal savings and investment. Monetary policy and the yield curve. Inflation, output and interest rates. Open economy: capital flows and portfolio allocation.

#### 3. ASSET ALLOCATION

*6 credit points, 2 hours course and 1 hour seminar*

Provides students with techniques for evaluating investments on an individual basis and in the context of portfolio. Techniques for analysing investments focus on maximising expected returns while minimising risk. The most powerful way to achieve this objective is by creating a portfolio of investments. Topics covered are Financial Statement Analysis, Markets & Instruments, Equity Investments, Debt Investments & Portfolio Management. Student will get



to apply economics, econometrics and in general quantitative methods to solving relevant practical investment problems, such as searching alpha opportunities, measuring and controlling portfolio risks, maximizing appropriate reward/risk ratios, both in a relative return and in an absolute return context.

#### **4. ETHICS AND LEADERSHIP**

*6 credit points, 2 hours course and 1 hour seminar*

During the course, we will examine the ethical dilemmas of leadership, the foundations and context of moral choice, the moral implication of decision-making within public organizations and the impact upon staff, morale, personal integrity and citizens. In doing so, our purpose is to make visible the ethical challenges and decisions criteria facing leaders, to explore the leadership role in sharing the organization's ethical culture, and to examine governmental alternatives.

### **2<sup>nd</sup> year, 1<sup>st</sup> semester, OPTIONAL SUBJECTS**

#### **1. INTERNATIONAL FINANCIAL ACCOUNTING**

*6 credit points, 2 hours course and 1 hour seminar*

During the course, we will examine basic concepts related with fundamentals of international accounting, theoretical and applied concepts of accounting. The students will learn how to prepare a financial statement both in the context of privately held firms and publicly-held corporation and government-controlled organizations. This course it was structured in two parts named Financial Reporting and Public Sector Accounting.

#### **2. INTERNATIONAL AND COMPARATIVE TAX LAW**

*6 credit points, 2 hours course and 1 hour seminar*

The International and Comparative Tax Law course will develop a detailed understanding and knowledge of selected key principles, rules and concepts of business taxation (including international taxation) and their application into a practical context and real fact scenarios. The students will compare and evaluate the extent to which the law of business taxation has adapted to the modern business environment in relation to those subjects within the syllabus. Develop the practical and cognitive skills appropriate for practice in the area of business taxation; and develop the transferable skills appropriate for general professional employment. Basic international tax planning techniques and of the main options regarding residence, permanent establishment, tax havens and the treatment of different types of income. Specific attention will be given to the analysis of the most relevant tax structures both in EU and extra-EU countries and to the main tax aspects of cross-border financial investments.



## 2<sup>nd</sup> year, 2<sup>nd</sup> semester, COMPULSORY SUBJECTS

### 1. INTERNATIONAL BANKING AND FINANCIAL REGULATION

*9 credit points, 2 hours course and 2 hours seminar*

The objective of the course is to help students gaining knowledge about basic concepts related with international banking and financial regulation, understanding theoretical and applied concepts of banking system and understanding the concepts of global financial and banking market. Analysis of recent regulatory changes in financial markets, particularly in the EU; changes directed, on the one hand, to safeguard and promote the solvency of financial intermediaries and overall economic stability, and on the other hand, to increase consumer and investor protection.

### 2. SPECIALIZED SCIENTIFIC RESEARCH

*8 credit points, 2 hours course and 1 hour seminar*

The objective of the **Research workshop** is to help students gain knowledge about basic concepts related with financial markets, understanding theoretical and applied concepts of financial markets and understanding the concepts of global financial market.

### 3. SPECIALIZED INTERNSHIP *3 credit points*

Students will be assigned to certain SME, where they will learn in practice about business structure, business operations etc. At the end of the internship, they will be evaluated by the company representative and by the faculty as well. Practical activity is performed in specialized units, 3 weeks (5days \* 6h/day), determined by the structure of the academic year, the assessment of this activity is done by a colloquium with scoring from 10 to 1.

During the internship period the student is gaining knowledge about the economic entities in which the future graduates will be able to operate, also developing professional skills, deepen economic analysis, preparation of databases, development of studies and shaping the decision on choosing the theme for dissertation paper project.

### 4. DISSERTATION PAPER PROJECT *5 credit points*

The main goal of the **Dissertation paper project** is learning the necessary skills to write and sustain the graduation paper work. Students will choose the scientific paper theme and the scientific coordinator how to develop the methodology for writing scientific papers.

## 2<sup>nd</sup> year, 2<sup>nd</sup> semester, OPTIONAL SUBJECTS

### 1. STRATEGIC MARKETING SIMULATION

*5 credit points, 1 hour course and 2 hours seminar*

The course aims at offering master students options for approaching complex strategic marketing situations in an interactive way, facilitating knowledge transfer through marketing simulation. During the course, master students will be able to initiate and develop teamwork abilities, knowledge for the use of strategic marketing instruments, in simulated environments, which will improve presentation skills.

## **2. STARTUP LAB**

*5 credit points, 2 hours course and 1 hour seminar*

Tuning processes are concerned with the sensitivity of bringing all elements of a system – a company – into an optimal contribution to the performance that a company has been chosen. Those elements include the human, the technical and the resources. To start the race for excellent performance the perfect combination between rational thinking and intuition, the choice of the right resources and the right "slot" between all resources must be established. That will take a lot of experience. This workshop is a good "start-up" for gaining valuable and necessary competences. This workshop will take students through the entrepreneurial process that tunes all available resources (human, technical and financial) into a high performing and excellently operating organization: their company. The organization and transformation of ideas into a successful start-up enterprise is the core of the workshop. The workshop will guide students through the disciplined process of developing a successful start-up.

## **3. DOING BUSINESS WITH ASIAN COUNTRIES**

*5 credit points, 2 hours course*

The course provides an overview of various aspects of doing business in Asian countries. The implications of political, socio-economic, and cultural environment for developing successful business strategies will be discussed with reference to selected countries.