

SACRED HEART UNIVERSITY

THE JOHN F. WELCH
COLLEGE OF BUSINESS
GRADUATE PROGRAMS



Global Investments
GRADUATE PROFESSIONAL
CERTIFICATE

The World of Investments is Changing

THE JOHN F. WELCH COLLEGE OF BUSINESS

We are witnessing a secular shift in the investment behavior of both individuals and institutions as a result of myriad new investment products and the continuing search for higher returns than those afforded by traditional asset classes. As a result, investments have become more complex and, in many cases, riskier.

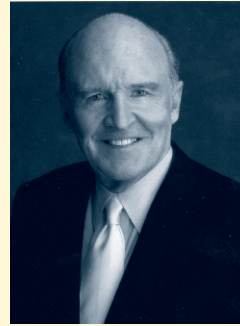
Products with absolute-return objectives, the widespread use of complex instruments such as over-the-counter derivatives and illiquid securities, and the growth of highly leveraged hedge funds and private equity, are examples.

This trend is expected to continue. It will demand increasing knowledge and sophistication on the part of investment professionals. Above all, it will create opportunities for those investment professionals who are able to combine the discipline of their specialization with a holistic view of investment theory and practice, and apply these to evolving balance of risk-return.

BROADEN YOUR HORIZONS

You are a practitioner in the financial sector seeking to obtain a fuller theoretical foundation in investments to complement the knowledge you have gained so far in your career.

Your career aspirations are focused on advancement towards greater specialist or managerial responsibilities in one or more aspects of financial services. You might be a manager with established competencies in specific areas. You might be a specialist in a key functional area. You know that markets and instruments are becoming more complex and volatile. You know that your customers are dealing in more complex products. You know that the advancement you seek will require a broader and deeper understanding of financial markets, investments and risk.



JACK WELCH
Former Chairman and CEO
General Electric Company

"I see myself in many of Sacred Heart University's students, and I strongly support the University's mission of providing them access to a top notch education. While I was at GE, I watched Sacred Heart University's tremendous growth. The job that has been done here is just phenomenal."

Global Investments Certificate Program

This unique certificate was developed to meet the needs of the financial sector.

Designed and delivered by a team of academics and practitioners both from Luxembourg and the US, the certificate will benefit the following groups:

- individuals working in hedge funds, private banking, private equity firms and asset management companies, and those in operations, trading and client relations
- those working in financial services desiring additional preparation in finance
- individuals wishing to switch from general business or marketing into a career with finance focus
- those with a dated MBA who need “refresher” work in investments, derivatives and risk management

The Global Investments certificate requires four or five courses, depending on prior course work in financial management.

- Financial Management (Prerequisite)
- Global Investments (Required)
- Three electives will be chosen from the following:
 - Derivatives & Risk Management
 - Advanced Risk Management
 - Alternative Investments
 - Portfolio Management
 - Mergers & Acquisitions

Designed for the working professional, graduate courses for this program are offered in the evenings at both our Fairfield and Stamford campuses. Courses are offered on a trimester basis with terms beginning in January, April and September.

In January 2007, the John F. Welch College of Business at Sacred Heart University earned accreditation by the AACSB International—the Association to Advance Collegiate Schools of Business. It joins an elite membership



AACSB
ACCREDITED

*of fewer than
10 percent of
business schools
worldwide.*

In September 2007, Sacred Heart University earned the Grand Ducal Decree. Sacred Heart University diplomas are now recognized in Luxembourg and can be registered with the Luxembourg Ministry of Higher Education.

Objectives of the Program

The Global Investments Program will complement and strengthen the role of an investment professional in:

- fund management and administration
- portfolio management
- the structure, management and valuation of alternative investments
- the identification and measurement of risk
- evaluation of acquisition/LBO opportunities
- providing a foundation on which to develop a more rigorous and holistic approach to the understanding and analysis of investments

The Program's main objectives, are two-fold:

- to provide a thorough conceptual understanding of the main theoretical foundations of investments
- to provide a comprehensive view of the universe of investment strategies, instruments and vehicles, and how each of these is positioned

GIVE YOURSELF AN EDGE

The Global Investments Certificate Program:

- enables you to understand the relationships between key investment concepts such as different types of risk, return and correlations between these
- contains the theoretical disciplines required to understand investments and their characteristics
- provides practical applications to perform important roles in the investments industry

Professors

THE FACULTY AT SACRED HEART UNIVERSITY

THE FACULTY INCLUDE:

Dr. Alfred Steinherr Chief Economist, European Investment Bank, Luxembourg (1995-2005); Professor of Economics and Finance, Sacred Heart University

“Investment is an art and a science. The relationship between return and risk forms the basis of Modern Portfolio Theory. Whether a traditional long-only strategy, or a leveraged strategy using derivative instruments, investments are essentially constructions of specific instruments and techniques with an expected return, and with a specific risk profile.”



John T. Gerlach Extensive experience in venture capital, mergers & acquisitions, investments management and corporate finance; Associate Professor of Finance, Sacred Heart University

“By focusing on both theoretical foundations and practical applications the Program will give investment professionals broader and deeper understanding about the growing complexity of investments as well as important perspectives and the skills needed to succeed.”



Dr. Kwamie Dunbar received his Ph.D. in Financial Economics in 2005 from Fordham University. He is a member of the Society for Financial Econometrics and has written articles and reviews for the Journal of Quantitative Finance, and the Journal of Applied Financial Economics. His research interests are (i) Financial Economics, (ii) Monetary Policy Analysis, and (iii) Credit Risk Research. Dr. Dunbar has spent a number of years in the industry including stints at GE Asset Management, ING Bank, and most recently, as Director of Credit Risk Research and Risk Analytics at MasterCard International.



Course Content

Financial Management (Prerequisite) This course is an introduction to the field of finance. Core concepts include: risk and return trade-off, time value of money, bond and stock valuation, financial statements and ratio analysis, capital budgeting and capital structure.

Global Investments (Required) Examines the risk and return characteristics of the wide variety of domestic and international equity and debt investment products available. Topics include: investors' constraints and objective setting, fundamental and technical analysis, efficient market theory and investment research procedures.

CHOOSE THREE OF THE FOLLOWING SELECTIONS:

Alternative Investments (Elective) This course is designed to examine investment vehicles not generally available to the average investor that offer investors potentially higher returns but with some non-traditional risks. These investment vehicles include hedge funds, private equity, venture capital, collateralized debt obligations (CDOs) and structured investment vehicles (SIVs). The course will examine the investment strategies used by each, the methodology to analyze them and the types of risk peculiar to each, in particular the problems of liquidity and valuation.

Portfolio Management (Elective) This course develops the student's ability to evaluate securities in the context of a portfolio. Topics include: portfolio construction rules based on risk and return goals, valuation measures and risk-reduction techniques using derivative products.

Derivatives & Risk Management (Elective) This course attempts to answer the following questions: What are derivative securities and how can they be used in corporate strategy and risk management? The course will involve some theory about the mathematical foundation needed to analyze, design, price, and use derivative instruments in a managerial context. Basic derivative contracts such as forward, futures, option, and swap will be covered, as well as the pricing of these claims, arbitrage and hedging in these markets. Finally, students will apply the concepts developed in this course to real-life situations through case studies.

Advanced Risk Management (Elective) Risk management is becoming more important and more complex, while at the same time being viewed by regulators and investors as an important and integral part of investment governance. The advent of new investment strategies (e.g. hedge funds and private equity) and new investment vehicles (e.g. CDOs and SIVs) has made risk more difficult to measure and to manage. This course will review and assess various techniques, both quantitative and qualitative, for the measurement and management of risk including how to price credit default swaps, counterparty credit risk, stress testing and portfolio risk.

Mergers, Acquisitions and Joint Ventures (Elective) Examines the role of each of these strategies as part of the whole restructuring process faced by corporations in their attempt to compete and grow in the United States and abroad. Emphasis is on each method's strategic and financial advantages. Group analysis of cases and computer applications are utilized.

John F. Welch College of Business at Sacred Heart University

AT A GLANCE

It takes more than just keeping up to succeed in business. You need the vision to motivate a team, the ability to embrace technologies, and the creativity to crack seemingly unsolvable problems. Instilling these qualities is the mission of Sacred Heart University's John F. Welch College of Business.

The College, located in Fairfield, Connecticut, offers programs that provide the opportunity for individuals to prepare for managerial positions in today's complex and dynamic business environment. The programs place strong emphasis on:

- the application of business theory to the realities of the business world;
- a higher degree of scholarship and teamwork;
- the recognition of the demands of an increasingly competitive, multicultural, global economy characterized by rapid technological innovation and superior product and service quality demands.

Sacred Heart University has been providing the MBA program and graduate Certificates in the US since 1965 and in Luxembourg since 1991. More than 7,000 graduates have benefited from the depth and breadth of our program and an international faculty of scholars and business practitioners. The flexibility of the programs and the individual academic advice are highly appreciated by the students, as is the average class size of 16.5.

Graduate Business Programs

- **Master of Business Administration (MBA)**

Concentrations:

- Management
- Finance
- Accounting

- **Graduate Professional Certificates**

Concentrations:

- Corporate Finance
- Global Investments
- Leadership
- Marketing -
- Accounting

Courses from the Certificates may be transferred toward the MBA program upon acceptance to the program.

Learn more about the superior graduate programs at the John F. Welch College of Business, by visiting our web site at www.sacredheart.edu/graduate.cfm



For a Higher Degree of *Success*

ABOUT SACRED HEART UNIVERSITY

A coeducational, comprehensive institution founded in the Catholic Intellectual tradition, Sacred Heart University's enrollment exceeds 6,000 undergraduate and graduate students. As the second-largest Catholic University in New England, Sacred Heart offers a wide array of graduate programs designed to meet high academic standards as well as the professional and practical needs of students.

For more information contact Sacred Heart University at 203-365-7619 or email gradstudies@sacredheart.edu

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COLLEGE OF BUSINESS

www.sacredheart.edu/graduate



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5151 Park Avenue
Fairfield, CT 06825-1000