Finance 7397/7344
Principles of Financial Planning
Fall 2023

Instructor:	Vanessa Fellers, CFP®
Office:	By Appointment.
Email:	Message through Blackboard Learn.

COURSE DESCRIPTION:

The course is designed specifically for students interested in pursuing/exploring a career in the financial planning and wealth management profession and seeking to obtain the CERTIFIED FINANCIAL PLANNER™ designation.

The course examines basic financial planning concepts for developing client relationships; gathering, analyzing and evaluating financial documents, statements and other information; developing and communicating relevant recommendations to clients; implementing recommendations through the use of a financial planning team; and monitoring the financial plan on a periodic basis. Students will develop a pragmatic perspective of the field of financial planning as they learn to analyze personal financial statements, understand time value of money concepts, explore education funding techniques, advise clients regarding the management of debt, apply behavioral finance concepts, gain an understanding of federal and state regulatory requirements, learn the ethical environment.

The course and curriculum are approved by the CFP® Board of Standards and meets the components of the educational requirements to become a Certified Financial Planner ™

Topics studied will include:

GENERAL FINANCIAL PLANNING PRINCIPLES, PROFESSIONAL CONDUCT AND REGULATION.

- The Personal Financial Planning Process
- The Psychology of Financial Planning
- Cash flow and debt management
- Time Value of Money concepts and calculations
- Personal Financial Statements
- The economic environment of personal financial planning
- Professional conduct and fiduciary responsibility
- Educational Planning

LEARNING OBJECTIVES:

Learning objectives for this class are those which are outlined in the CFP® Board's Student-Centered Learning Objectives for each of the above topics. (**SEE LINK**).

CFP Learning Objectives

TEXT BOOKS AND MATERIALS:

Kaplan Financial Education:

FP511 Registered Programs General Financial Planning Principles, Professional Conduct, and Client Psychology - With Online Assessments.

Financial Calculator (one having Time Value of Money Features PV, FV, PMT, N, I, NPV, IRR)

Textbooks can be purchased by following this link:

Kaplan Financial Education

PRE-SEMESTER ACTIVITIES:

1) **Create an account with the CFP Board of Standards:**
   http://www.cfp.net/log-in
   Click on Login (top right corner of page)
   Click on "create your online CFP Board account"

2) When in the classroom, **please have a name tent** showing the name you wish to be called on the desk in front of you.

3) Acquire Time Value of Money Calculator and purchase the textbook and materials.

   You may use any financial calculator you are comfortable with; however, in class we will be solving problems using the TI BA II Plus calculator.

CLASS STRUCTURE:

We will go through all modules of the book.
Class will consist of discussing the important topics in each module.
Students will read each chapter and take an online module quiz.

ONLINE CHAPTER QUIZZES:

After reading a chapter, you will be required to take a chapter quiz.
This is a graded assignment and will count towards your final grade in the class.

EXAMS:

We will have 2 tests and a comprehensive final.

This is meant to prepare the student for the types of questions seen on the CFP® exam. If you have been following the material and class discussions and doing well on the chapter quizzes, you should have no problems with tests and the final exam.

GRADING:

Average of Chapter Quizzes-20% of Final Grade.
Average of Exams-40%
Average of Final Exam-40% of Final Grade.

Grading Intervals:

A 90%+
A- 85%+
B+ 80%+
B 75% +
C+70%+
C 65%+
D 60%+
F <60%