

**FINA 4341/SECTION 18750**  
**COMMERCIAL BANK MANAGEMENT**  
**FALL 2012, W 6-9 PM, 213 MH**

**Instructor:** CHARLES GUEZ, Ph.D.

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**Office Hours:** By Appointment

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**A. REQUIRED READING:**

- Book:**
- 1. Bank Management**  
Timothy w. Koch and S. Scott MacDonald,  
South-Western Cengage Learning, 7<sup>th</sup> Ed.
  - 2. Wall Street Journal, MUST read everyday**

**REQUIRED TOOL:** BRING FINANCIAL CALCULATOR TO EVERY CLASS, INCLUDING EXAMS.

**IMPORTANT ITEM:**

GUEST LECTURERS ARE INVITED FOR THE BENEFIT OF THE STUDENTS. THESE ARE VERY IMPORTANT AND SUCCESSFUL BUSINESS EXECUTIVES WHO VOLUNTEER THEIR TIME AND EXPERTISE. CLASSES ON THOSE DAYS ARE MANDATORY AND THE SUBJECT MATTERS DISCUSSED IN THOSE PRESENTATIONS MAY BE INCLUDED IN THE EXAMS.

- B. COURSE OBJECTIVES :** Primary objective is to present to the students the role Financial Markets play in the Economy. And, to describe and study all Financial Markets domestically and internationally.

**C. Academic Honesty:**

The University of Houston Academic Honesty Policy is strictly enforced by the C. T. Bauer College of Business. No violations of this policy will be tolerated in this course. A discussion of the policy is included in the University of Houston Student Handbook, <http://www.uh.edu/dos/hdbk/acad/achonpol.html>. Students are expected to be familiar with this policy.

**D. Accommodations for Students with Disabilities:**

The C. T. Bauer College of Business would like to help students who have disabilities achieve their highest potential. To this end, in order to receive academic accommodations, students must register with the Center for Students with Disabilities (CSD) (telephone 713-743-5400), and present approved accommodation documentation to their instructors in a timely manner.

#### **E. STUDENT EVALUATION**

1. **Exams:** (3 mid-term exams @ 100 points each ( 300 points).  
Exams will be multiple choice questions including theory as well as problems. Will cover most recent material covered from book and class.
2. **Project:** ( 1 project- 80 points): See Appendix below.
3. **Contribution and Professional Conduct:** (20 points)

In accordance with the University's Student Handbook, students in this class are expected to conduct themselves in a manner that is conducive to a learning environment (<http://www.uh.edu/dos/hdbk/slpolicies/expectations.html>). The contribution and professional conduct grade in this class is based upon the following tenets of the Handbook:

- **Be respectful:** Respect the learning/classroom environment and the dignity and rights of all persons. Be tolerant of differing opinions.
- **Be Courteous/Considerate:** Extend courtesy in discourse. Please do not interrupt speakers. Avoid distractions such as cell phones, beepers, and irrelevant discussions.
- **Be informed:** Familiarize yourself with the course and instructor expectations. Read the course Syllabus and other information posted on Blackboard.
- **Be punctual:** Attend classes regularly and on time. Instead of closing your notebook early, listen carefully to information given near the end of class; summary statements and instructions may be important. Moreover, leaving class early distracts from a lecture.
- **Be Participative/Curious:** Contribute and participate in class discussions; display interest during class by raising thoughtful and relevant questions that enrich discussions.
- **Be communicative:** Interact with the instructor and discuss assignments, grading and subject matter. Express complaints and concerns in a calm and respectful manner.

#### **F. Assignment of Grades**

Your grade in this course will be based upon the total number of points you earn during the semester. The following distribution for the assignment of grades will be strictly adhered to.

A	400-370	C+	319-307
A-	369-360	C	306-290
B+	359-347	C-	289-280
B	346-330	D	279-240
B-	329-320	F	230-0

## SCHEDULE

8/29/12	ORIENTATION CHAP 1: BANKING & THE FIN'L SERVICES INDUSTRY
9/5/12	CHAP 2: GOV'T POLICIES & REGULATION CHAP 3: ANALYZING BANK PERFORMANCE
9/12/12	CHAP 4: MANAGING NONINTEREST INCOME & NONINTEREST EXPENSES
9/19/12	EXAM 1
9/26/12	NO CLASS
10/3/12	CHAP 6: PRICING FIXED INCOME SECURITIES CHAP 8: MANAGING INTEREST RATE RISK: DURATION CHAP 7: ASSET-LIABILITY MANAGING INTEREST RATE RISK: GAP
10/10/12	CHAP 13: OVERVIEW OF CREDIT POLICY CHAP 14: EVALUATING COMM'L LOANS & MANAGING CREDIT RISK CHAP 15: EVALUATING CONSUMER LOANS.
10/17/12	GUEST LECTURER: JIM RECER, SENIOR EVP, BBVA/COMPASS BANK ERIC ENSMANN, EVP, BBVA/COMPASS CREDIT DECISION & STRATEGY OF BBVA/COMPASS BANK
10/24/12	EXAM 2
10/31/12	CHAP 12: THE EFFECTIVE USE OF CAPITAL
11/7/12	BANKING ROUND TABLE: CHALLENGES FACING THE BANKING INDUSTRY HOSTED BY LATHA RAMCHAND, Ph.D., INTERIM DEAN, BAUER COLLEGE PARTICIPANTS: AMEGY BANK: STEVE STEPHENS BBVA/COMPASS BANK: JIM RECER, ERIC ENSMANN CITI: CLINTON GERST COMERICA BANK: DOWNEY BRIDGWATER JPMORGAN-CHASE: TERRY HILL
11/14/12	INTERNATIONAL TRADE AND FINANCE
11/21/12	THANKSGIVING
11/28/12	WSJ PRESENTATIONS, UNDERGRADUATES MBA PRESENTATION
12/5/12	EXAM 3

**This Syllabus may be modified as needed during the semester. Any changes will be posted on Blackboard.**

## APPENDIX

### Dr. Guez's Classes PROJECT GRADE CALCULATION UNDERGRADUATE

1. The project grade represents 20% of your total Class Grade.
2. The project grade comprises three elements:
  - Chapter Summaries (50 points)
  - Home Works (10 points)
  - Class Power Point Presentation of one Wall Street Journal Article (20 points)
3. **Chapter Summaries**: Work must be submitted **IN PERSON AT THE BEGINNING OF CLASS**.  
**IMPORTANT: KEEP A COPY OF ANY CHAPTER YOU SUBMIT.** Chapter Summaries must be submitted the day of the class when we discuss that chapter. (Except for the first day of class). **Late submissions will not be accepted.** Chapter Summaries must include: Name, Date, Class you belong to, and must be STAPLED, chapter by chapter.
4. **Homeworks**: Work must be submitted **IN PERSON AT THE BEGINNING OF CLASS**.  
**IMPORTANT: KEEP A COPY OF ANY HOMEWORK YOU SUBMIT.** To be submitted the day of the Assignment. No Late Submission. Must include Name, Date, Number of that Homework, Class you belong to . In case of Multiple Homeworks please submit separate page for each.
5. **Power Point Presentation**: Each student must select a WSJ article and send me an email (see address on Syllabus), requesting my approval of the article. Please include in the email: Your full name, which class you belong to and the title of the article.  
**DEADLINE for submission of article: NO LATER THAN October 23rd ).**
6. **Calculation of the Participation Grade**:
  - **Chapter Summaries**: Say there are 15 Chapters we cover in class, the student who will submit all of them will obtain 100 in that category. If a student submits any number less than 15 his/her grade will be prorated. Example: 12 Chapters will be  $100 \times \frac{12}{15} = 80$ .
  - **Homework**: Same principle.
  - **Presentation**: A grade (from 0 to 100) will be assigned to each student commensurate with the success of the presentation.
  - **NO PRESENTATION** will be graded with a 0.

**The final Participation grade will be an average of the three components described above.**