

2010

KOGOD

MS FINANCE

MS REAL ESTATE

# OUR MISSION

At American University's Kogod School of Business, our mission is to:

**PREPARE** students to develop rewarding careers, and to become active global citizens who value integrity and respect diverse viewpoints and cultures.

**PRODUCE** highly engaged and well-prepared graduates to lead private, public, and nonprofit organizations.

**CONDUCT** and publish scholarship for academic and professional audiences.



# THE KOGOD EXPANSION

Opened in January 2009, the Kogod School of Business's more than 21,000-square-foot expansion includes three breakout rooms, a mini computer lab, and a career development center, as well as:

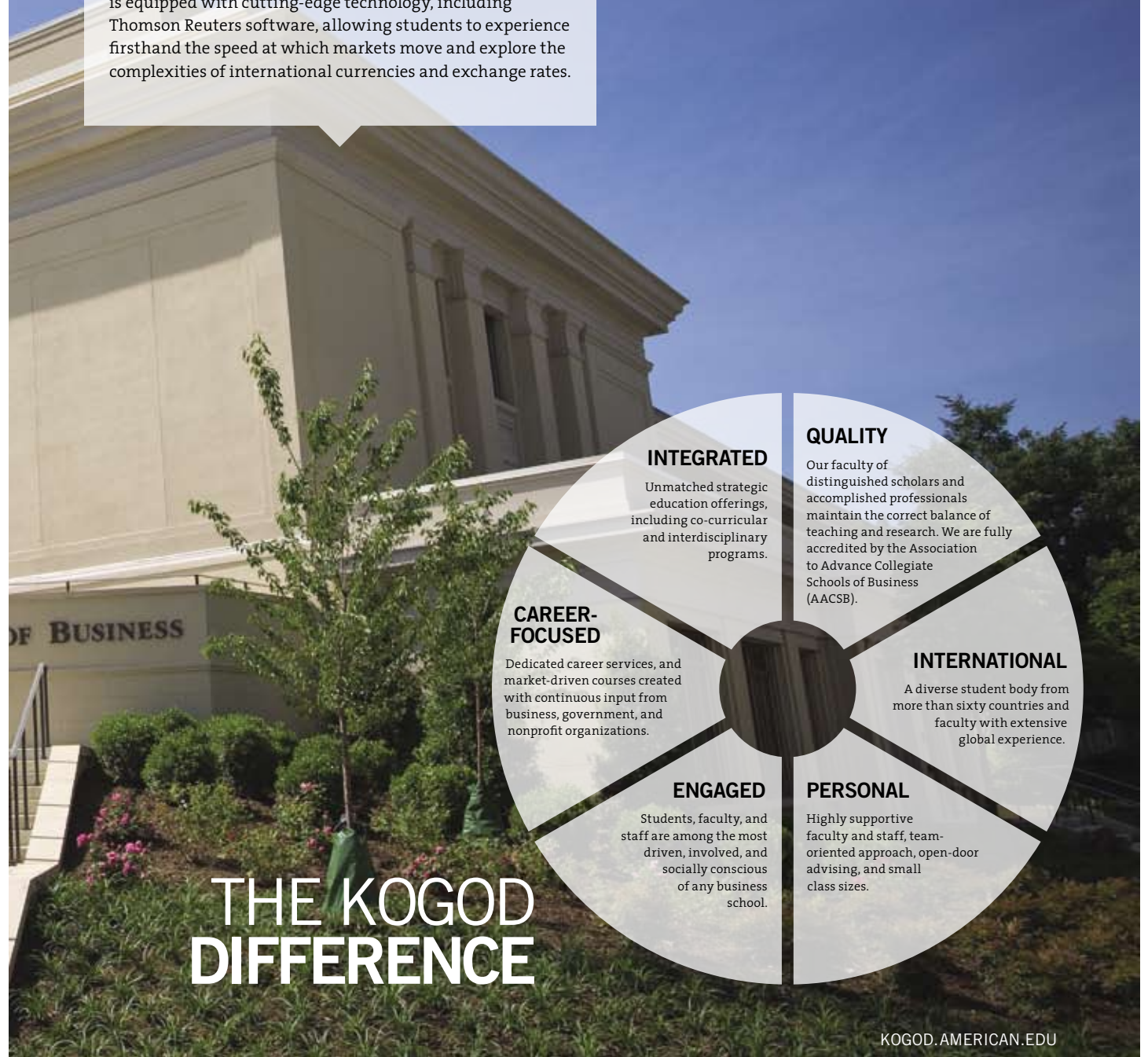
**7 NEW**  
WIRELESS  
CLASSROOMS

**1** BEHAVIORAL  
RESEARCH  
LAB

**3**  
STUDENT  
LOUNGES

## THE FINANCIAL SERVICES & INFORMATION TECHNOLOGY LAB

is equipped with cutting-edge technology, including Thomson Reuters software, allowing students to experience firsthand the speed at which markets move and explore the complexities of international currencies and exchange rates.



### INTEGRATED

Unmatched strategic education offerings, including co-curricular and interdisciplinary programs.

### QUALITY

Our faculty of distinguished scholars and accomplished professionals maintain the correct balance of teaching and research. We are fully accredited by the Association to Advance Collegiate Schools of Business (AACSB).

### CAREER-FOCUSED

Dedicated career services, and market-driven courses created with continuous input from business, government, and nonprofit organizations.

### INTERNATIONAL

A diverse student body from more than sixty countries and faculty with extensive global experience.

### ENGAGED

Students, faculty, and staff are among the most driven, involved, and socially conscious of any business school.

### PERSONAL

Highly supportive faculty and staff, team-oriented approach, open-door advising, and small class sizes.

# THE KOGOD DIFFERENCE

# MASTER OF SCIENCE IN FINANCE

The Master of Science in Finance (MSF) program offers a curriculum that provides students with a rigorous and intellectually sophisticated framework for analyzing decision-making in finance and finance-related areas. The MSF focuses on providing students with advanced training for careers in finance and real estate.

The MSF program requires that thirty-three credit hours be completed at American University, with the possibility of waiving three hours. The program can be taken on a full- or part-time basis. Depending on waivers and transfer credits, it is designed for completion by full-time students in one calendar year, including summer classes. The part-time program is flexible and can be completed in two years. Key components of the curriculum include spreadsheet modeling, two quantitative methods classes, investments, fixed income, and derivatives.

The MSF program at Kogod prepares graduates for finance positions in areas such as asset management, real estate, commercial banking, corporate finance, financial regulation, investment banking, and development banking.

[kogod.american.edu/MSF](http://kogod.american.edu/MSF)



“The exceptional MSF program class offerings provide the tools to succeed in a global marketplace where government, corporations, and international organizations interact.”

**ADRIAN MILLER**

*Part-time MSF, Graduate Certificate in Financial Planning & Wealth Management*

**CAREER TRACKS**

Finance, Business Administration

**EDUCATION**

Licenciado en Administracion, Universidad Nacional De Cuyo Mendoza, Argentina

**PROFESSIONAL EXPERIENCE**

Budget & Contract Administrator, Inter-American Development Bank

Contracts Administrator, The Louis Berger Group

**PREREQUISITE COURSES**

The MSF program has three prerequisite courses: accounting, economics, and basic statistics.

Students who have not completed these prerequisites may take them at Kogod.

Students are also expected to take three basic courses as the foundation for their program. Those courses are:

- Financial Management
- Financial Modeling
- Statistical Methods

**REQUIRED COURSES**

The MSF requires a core of three financial courses designed to provide the necessary financial academic foundation to complete the degree.

- Derivatives & Risk Management
- Fixed Income
- Quantitative Methods in Finance

Additionally, students may take fifteen credit hours in elective courses, many designed to educate students about innovations and trends in finance and real estate.

## MASTER OF SCIENCE IN REAL ESTATE

The Master of Science in Real Estate (MSRE) program offers students a core content of real estate-specific knowledge, and the ability to pursue studies in a range of disciplines that reflect the diverse and ever-changing nature of the real estate industry.

MSRE students have the opportunity to develop skills with tools such as Argus and Excel. After completing the program, students are prepared to provide leadership to new and continuing businesses, nonprofits, government agencies, and other organizations.

The program provides many opportunities for networking with leaders in the real estate industry. Kogod maintains and actively promotes strong contacts with local professional associations, including the Greater Washington Commercial Association of REALTORS® (GWCAR), the Appraisal Institute, Commercial Real Estate Women (CREW), and the major participants in the secondary mortgage market. Many prominent local real estate developers and professionals are alumni of the program, and the school's benefactor, Robert Kogod, is the former Co-Chairman/Co-CEO of the Charles E. Smith Real Estate Company.

The MSRE program at Kogod prepares graduates for finance and real estate positions in areas such as commercial development and investment banks, mortgage finance firms, international development organizations, property management, insurance companies, and corporations.

[kogod.american.edu/MSRE](http://kogod.american.edu/MSRE)

“The MSRE builds on a long tradition of excellence in real estate education. Students gain insight into current trends as well as a solid understanding of the nature of real estate markets.”

**PAT RUDOLPH**  
*Director, MSRE*



## CURRICULUM OVERVIEW

The Kogod MSRE program requires thirty to thirty-three credit hours, depending on waivers and transfer credits. It is designed to be completed by full-time students in one calendar year, including summer classes. The part-time program is flexible and can be completed in two years.

## REQUIRED CORE COURSES

- ↘ Real Estate Principles and Investments
- ↘ Residential Real Estate
- ↘ Commercial Real Estate
- ↘ Mortgage Markets
- ↘ Real Estate Development
- ↘ Property Management
- ↘ Urban Growth and Sustainability

Additionally, students take credit hours in elective courses designed to educate students on innovations and trends in real estate.

# RECOGNIZED & REPUTABLE FACULTY

The Kogod Finance and Real Estate faculty is composed of internationally recognized scholars, outstanding lecturers, researchers, and advisors, all of whom are committed to the highest standards of teaching. Most importantly, they bring real-world business challenges into the classroom for students to solve.

## ↘ Phil English

Assistant Professor of Finance and Program Director of the MSF, has been published in a range of journals including *Emerging Market Review*, *Journal of Investing*, *Journal of Financial Research*, *Journal of Emerging Markets*, and the *Journal of Corporate Finance*. He is a member of the Washington Society of the CFA Institute and is a CFA charterholder.

## ↘ Peter Chinloy

Professor of Finance, has served on the board of directors for the Washington DC Association of REALTORS®, the regional Multiple Listing Service MRIS, the American Real Estate and Urban Economics Association, and a number of real estate firms. He has served as an advisor and consultant to firms and agencies including Fannie Mae and the U.S. Department of Defense.

## ↘ Michel Robe

Associate Professor of Finance, served as a visiting senior economist with the CFTC. His work on insider trading, financial regulation, security design, volatility, cross-border financial flows, and risk sharing has appeared in the *Journal of Financial Economics*, the *Journal of Financial and Quantitative Analysis*, and the *International Economic Review*.

## ↘ Ronald Anderson

Professor of Finance and Real Estate Department Chair, worked as a corporate executive in the oil industry for more than eleven years, with extensive international experience. He is an active researcher and teacher in Corporate Finance, particularly firm governance, and is nationally recognized for his work on the interaction of founding families and firm performance.

## ↘ Pat Rudolph

Executive-in-Residence and Program Director of the MSRE, served on the board of directors of the American Real Estate and Urban Economics Association, and on the editorial boards of the *Appraisal Journal* and the *Financial Services Review*. Pat is the owner of Rudolph Financial Planning, a fee-only financial planning and registered investment advisory firm.



## KOGOD CENTER FOR CAREER DEVELOPMENT

Kogod MS students benefit from:

- ✎ For-credit career management courses
- ✎ Personalized coaching and career advisement
- ✎ NYC fall finance and spring marketing trips
- ✎ Career fairs and preparation workshops
- ✎ Networking receptions
- ✎ Career assessments
- ✎ Job search strategies
- ✎ Mock interviews
- ✎ Internships/job search assistance
- ✎ Employer site visits
- ✎ Alumni network
- ✎ CareerSource Web site with internship/job postings

[kogod.american.edu/KCCD](http://kogod.american.edu/KCCD)

## KOGOD CENTER FOR BUSINESS COMMUNICATIONS

Students work with the Kogod Center for Business Communications to develop their academic and professional writing, public speaking, and team presentation skills. Through the Center, students receive individual coaching from seasoned communications specialists.

[kogod.american.edu/bizcomm](http://kogod.american.edu/bizcomm)

## KOGOD LEADERSHIP AND APPLIED BUSINESS K-LAB

Kogod believes education should extend beyond the classroom. Hands-on experiences enhance leadership ability, communication skills, and self-confidence. K-LAB allows students to learn valuable professional skills in real-world settings, and includes options to participate in numerous graduate clubs, the Case Competition, the Making a Difference is Our Business community volunteer program, and co-curricular opportunities off campus.



### KOGOD CASE COMPETITION

The Case Competition is one of the premier annual events hosted by Kogod. The competition is an excellent opportunity for students to sharpen their communication skills, presentation style, teamwork abilities, and problem-solving techniques. The Center for Business Communications provides workshops and rehearsals. Student competitors enjoy networking with the sixty senior-level business leaders from the Washington, D.C., area who serve as judges.



### THE ALAN MELTZER CEO LEADERSHIP SPEAKER SERIES

The Alan Meltzer CEO Leadership Speaker Series brings top business leaders to campus and gives students the opportunity to interact informally with executives following each presentation. Recent speakers have included Dean Factor (KSB '87), CEO & Co-Founder, Smashbox Enterprises, and Mark Murphy (KSB '83), President & CEO, Green Bay Packers.

## KOGOD GRADUATE CLUBS & ASSOCIATIONS

- ↘ Graduate Business Association
- ↘ Accounting Club
- ↘ Asian MBA Association
- ↘ Black MBA Association
- ↘ Entrepreneurs Club
- ↘ Hispanic MBA
- ↘ International Business Association
- ↘ JD/MBA Club
- ↘ Kogod Capital
- ↘ Kogod Women in Business
- ↘ Marketing Club
- ↘ Graduate Information Society
- ↘ Net Impact
- ↘ Real Estate Club
- ↘ Society for Human Resource Management
- ↘ Toastmasters

Graduate students have the opportunity to start new clubs and initiatives in the K-LAB as well.

# APPLICATION INFORMATION

## CONTACT INFORMATION

### All Admissions

Kogod School of Business  
Office of Admissions  
kogodgrad@american.edu  
202-885-1913

### MSF

Phil English  
Director, MSF  
Assistant Professor  
CFA Finance  
english@american.edu  
202-885-2745

### MSRE

Pat Rudolph  
Director, MSRE  
Executive-in-Residence  
rudolph@american.edu  
202-885-2082

### Directions to Campus

[kogod.american.edu/visit](http://kogod.american.edu/visit)

### Mailing/Campus Address

Kogod School of Business  
Office of Admissions  
4400 Massachusetts Ave. NW  
Washington, DC 20016-8044

### Web site

[kogod.american.edu/grad](http://kogod.american.edu/grad)

## WHEN SHOULD I SUBMIT MATERIALS?

Admission for MS degrees is open for both the fall and spring semesters.

Apply online at:  
[kogod.american.edu/apply](http://kogod.american.edu/apply)

## DECISIONS

Decisions on all applications are made on a rolling basis. Applicants can typically expect notification within four to six weeks of submitting a completed application.

## FINANCIAL AID

American University offers a wide range of financial assistance programs.

For more information, please visit:  
[american.edu/financialaid](http://american.edu/financialaid)

## CAMPUS VISITS

We encourage prospective students to visit the American University campus to attend a graduate-level class at Kogod. To register for a class, please visit [kogod.american.edu/schedule](http://kogod.american.edu/schedule).

Additionally, graduate information sessions are held throughout the year, both on and off-campus. Visit [kogod.american.edu/calendar](http://kogod.american.edu/calendar) for a list of upcoming events.

## MSF DEADLINES

**OCT 30** Spring 2010  
Priority Deadline

**DEC 1** Spring 2010  
Final Deadline  
Fall 2010  
Priority Deadline

**FEB 1** Fall 2010  
International  
Deadline

**APR 15** Fall 2010  
Final Deadline

## MSRE DEADLINES

**DEC 1** Fall 2010  
Priority Deadline

**FEB 1** Fall 2010  
International  
Deadline

**APR 15** Fall 2010  
Final Deadline

## APPLICATION CHECK LIST

- Current résumé
- Official transcript from all universities attended
- Personal statement
- Two letters of recommendation
- \$100 application fee
- Valid GMAT Score (for GMAT waiver policies, visit [kogod.american.edu/msf](http://kogod.american.edu/msf))
- Valid TOEFL or IELTS Score (if applicable)



KOGOD SCHOOL *of* BUSINESS  
AMERICAN UNIVERSITY • WASHINGTON, DC

# KOGOD

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