Syllabus ECO 610-01 Analyst Program

**Instructor:** Daniel Fischmar, Professor Emeritus

The focus of the course will be on a firm in a given industry. The goal will be to examine the financial strength and credit worthiness of the selected firm in the context of the economy and industry.

**Investigative Focus**
- What are the key macro indicators? (GDP, industrial production)
- Key products, end markets, raw materials, competitors
- Environmental concerns
- Financial statements – one-time items, profitability, big risks

**Process**
- Work in a team-based setting with individual goals.
- Structured to replicate an internship and working in a corporate environment.
- Hold weekly conference calls with all participants.
  - Overlooked skill that is increasingly necessary in a globalizing business world.
  - Most college students graduate without ever having participated in a conference call.
- Use real financial statements filed with the SEC.
  - Familiarity with financial statements is desired by employers.
  - Enhancement over the Bond Rating Competition, which used simplified statements.
- Use real-world analytical methodologies.
  - Moody’s Global Credit Rating Methodologies; similar to bank “scorecards”.
- Present findings to a panel of expert judges (and potential networking contacts!)

**Results**
- Analytical Skills in researching and interpreting financial statements, economic reports and indicators
  - Useful for business majors and non-business majors.
- Unexpected and underappreciated experience, such as conference calls.
- Searching for Internships and Jobs
- Employer feedback has been strong.

**External-facing events:**
- Past and future guest speakers including:
  - Dave Nesbit ‘80, Retired VP financial operations, BNY Mellon
  - Bob Jewell, ’80, CEO at Exchange Solutions
  - Phil Petraglia ’83, Retired CFO Pittsburgh Life Sciences Greenhouse
  - Jeff McCandless, President of Cooper Thomas

**Grading:** S U