NEW YORK UNIVERSITY  
ROBERT F. WAGNER GRADUATE SCHOOL OF PUBLIC SERVICE  

CORE-GP.1021 FINANCIAL MANAGEMENT  
Fall 2014  
Professors Shiau, Smith, and West

COURSE DESCRIPTION

In this introductory core course in financial management, students will learn the fundamentals of budgeting and accounting for public, health, and not-for-profit organizations. Through readings, lectures, real-world case studies, and assignments, students will gain an understanding of how to use financial information in organizational planning, implementation, control, reporting, and analysis. In addition, students will develop their spreadsheet skills by using Microsoft Excel to perform financial calculations and create financial documents.

The first half of the course focuses on managerial accounting, a set of tools used by managers for internal planning, implementation, and control. Topics in this portion of the course include operating budgets, cash budgets, break-even analysis, cost allocation, variance analysis, the time value of money, capital budgeting, and long-term financing.

The second half of the course focuses on financial accounting, a set of tools used by managers and external observers for reporting on and analyzing an organization’s financial position and performance. Topics in this portion of the course include the preparation and analysis of financial statements (balance sheet, activity statement, and cash flow statement), ethics in financial management, government accounting, and government financial condition analysis.

COURSE OBJECTIVES

By the conclusion of the semester, students will learn to:

1. Prepare organizational budgets on the accrual and cash bases of accounting.
2. Make resource allocation and pricing decisions using break-even analysis, the time value of money, cost allocation, and variance analysis.
3. Prepare balance sheets, activity statements, and cash flow statements using Generally Accepted Accounting Principles (GAAP) for not-for-profit and healthcare organizations, and analyze these statements.
4. Interpret and analyze governmental financial statements that have been prepared on the accrual and modified accrual bases of accounting.
5. Use Microsoft Excel and a financial calculator to prepare financial statements and perform financial analyses.
PROFESSORS

Robert Shiau
Email: robert.shiau@nyu.edu
Office: Puck 3045 (3rd Floor)
Office hours: Mondays 6:00-7:00 pm or by appointment

Daniel L. Smith
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Twitter: @dansmithphd (#CORE1021)
Office: Puck 3046 (3rd Floor)
Office hours: Tuesdays 4:30-6:00 pm or by appointment

Mike West
Email: mike.west@nyu.edu
Office: Puck 4156C (4th Floor)
Office hours: Tuesdays 1:00-2:00 pm or by appointment

TEACHING COLLEAGUES

Noah Branman (Head TC)  Meghan Haenn  Gretchen Upholt
ndb252@nyu.edu  mlh466@nyu.edu  gmu202@nyu.edu

TUTORS

Sundays 12-2 pm  Sundays 4-6 pm  Tuesdays 10 am-12 pm
Bobst 411  Bobst 411  Puck (Lafayette, Room 3066)
Annie Benn  Danielle Cummings  Sarah Sullivan
ab5189@nyu.edu  dc2807@nyu.edu  ses677@nyu.edu

PREREQUISITES

The only prerequisite for this course is a basic familiarity with Excel. If you have limited or no experience using Excel, we strongly recommend that you register for the Excel instruction module (NONCR-GP.932), which meets for several weeks at the beginning of the semester. Please note that it is up to each student to determine whether or not he or she is familiar with Excel; taking the Excel module and passing the Excel proficiency exam are not prerequisites for enrollment in this course.
COURSE MATERIALS

Textbook

Finkler et al., *Financial Management for Public, Health, and Not-for-Profit Organizations*, Fourth Edition (2013), Pearson Prentice Hall, ISBN: 0132805669. This book is available at the NYU Bookstore located at 726 Broadway and on Amazon.com. **Do not buy an earlier edition.** If you do not wish to buy the textbook, there are several copies on reserve at Bobst Library. Students who plan to take additional finance courses at Wagner should consider retaining this book as a reference.

Calculator

You must have a calculator that can do time value of money calculations (it must have buttons labeled PV, FV, PMT, and NPV). If you do not already have such a calculator, please buy the HP10 BII (or the HP10 BII+). This calculator is available at the NYU Computer Store (inside the NYU Bookstore) and many other locations such as Staples and Amazon.com. If you choose to use a different financial calculator, please be advised that the professors, TCs, and tutors will **not** be able to assist you with your calculator. Also, please note that you will not be permitted to use calculators with graphing capabilities during the exams.

COURSE WEBSITE

The course website can be found on NYU’s Classes system, accessible via the “Academics” tab on NYU Home (http://home.nyu.edu). Throughout the semester, we will post documents such as lecture slides, homework solutions, and practice exams to this site. In addition, we will occasionally send emails about course logistics to your NYU email account. Therefore, you should check both the course website and your NYU email account on a regular basis.

GRADING

Your course grade will be determined as follows:

Homework Assignments: 20%
Midterm Examination: 40%
Final Examination: 40%
HOMEWORK ASSIGNMENTS

There are a total of 12 assignments, each worth 1% to 4% of your course grade.

Assignments are graded on the basis of completeness rather than accuracy. If you complete the entire assignment, you will receive full credit even if your work contains errors. If you do not complete the entire assignment, you will not receive full credit.

Assignments are to be submitted online via NYU Classes before lecture. At the end of each lecture, the professor will spend a few minutes going over the solutions to the assignment for that class (we recommend that you bring a hard copy to class for reference). Staying for this discussion is optional.

Assignments will not be accepted by email, nor will they be accepted during or after lecture. Late assignments will not receive any credit except in extreme circumstances such as serious medical emergencies.

You must complete the quantitative parts of your assignments in Excel and the written parts in Excel or Word. Templates will be provided for some assignments (posted on the course website).

Each student must write and submit his or her own assignments. We encourage you to work on the assignments in small groups, but two or more students turning in identical homework assignments constitutes cheating and will be reported to the administration and subject to disciplinary action.

EXAMS

The midterm and final exam will each last two hours and thirty minutes. The final exam is not cumulative; it covers the second half of the course only. You may bring a financial calculator (but graphing calculators are not permitted) and one 8 ½-by-11 page of notes (front and back) to both the midterm and the final exam. Your notes may be either typed or handwritten. There are no restrictions on the font size or the contents of your page of notes. You will be asked to hand in your notes with the completed exam. Students with disabilities should contact both the Head TC and the Moses Center for Students with Disabilities (http://www.nyu.edu/csd) as soon as possible to make exam arrangements.
COURSE RULES AND REQUIREMENTS

To do well in this course, you must devote a minimum of ten hours per week (three hours of lecture, one hour of discussion session, and about six hours of reading, studying, and working on assignments). Please keep in mind that the material presented in the course builds cumulatively. Do not fall behind. Students who fall behind find it very hard to catch up.

If you need to miss class, you do not need to notify your professor. We do not take attendance. However, you are responsible for finding out what you missed—including any announcements made in class—from one of your classmates. If possible, you should try to attend a different lecture that week. You do not need to ask for that professor’s permission in advance.

There are no extra credit assignments and no make-up exams. Please note the dates of the midterm and final exams on the following page; if you have a conflict please do not enroll in the course at this time.

If you have a logistical question, please check the syllabus and website. You can find the answer to almost every conceivable question there. For any remaining questions, please contact the Head TC.

The Wagner School has a strict policy regarding incompletes. The grade of "Incomplete Pass" will only be available in extreme circumstances such as serious medical emergencies. Students may withdraw from the course up until the date set by the Registrar. Students who withdraw will receive a grade of W and will have to pay for the course again when they retake it.

Academic dishonesty will not be tolerated. Cheating, forgery, plagiarism and collusion in dishonest acts undermine the Wagner School’s educational mission and your own personal and intellectual growth. You are expected to bear individual responsibility for your work and to uphold the ideal of academic integrity. Any student who compromises or devalues the academic process will be reported to the administration and be subject to disciplinary action.
**LECTURES**

Lectures will meet on the following dates:

<table>
<thead>
<tr>
<th>Tuesdays</th>
<th>Wednesdays</th>
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<tbody>
<tr>
<td><strong>Professor Smith</strong></td>
<td><strong>Professor Shiau</strong></td>
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<tr>
<td>12:30 – 3:15 pm</td>
<td>6:45 – 9:30 pm</td>
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<td>Kimmel 803</td>
<td>Silver 401</td>
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<td><strong>Professor West</strong></td>
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<tr>
<td>6:45 – 9:30 pm</td>
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<td>Silver 208</td>
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<tr>
<th>Date</th>
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<tr>
<td>Sep 2</td>
<td>Class 1</td>
<td>Sep 3</td>
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<td>Sep 9</td>
<td>Class 2</td>
<td>Sep 10</td>
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<td>Sep 16</td>
<td>Class 3</td>
<td>Sep 17</td>
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<td>Sep 23</td>
<td>Class 4</td>
<td>Sep 24</td>
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<td>Sep 30</td>
<td>Class 5</td>
<td>Oct 1</td>
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<td>Oct 7</td>
<td>Class 6</td>
<td>Oct 8</td>
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<td><strong>Oct 14</strong></td>
<td>Class 7 Midterm Exam</td>
<td><strong>Oct 15</strong></td>
<td>Class 7 Midterm Exam</td>
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<td>Oct 21</td>
<td>Class 8</td>
<td>Oct 22</td>
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<td>Oct 28</td>
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<td>Nov 4</td>
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<td>Dec 2</td>
<td>Class 14</td>
<td>Dec 3</td>
<td>Class 14</td>
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<tr>
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<td>No Class</td>
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<tr>
<td><strong>Dec 16</strong></td>
<td>Class 15 Final Exam</td>
<td><strong>Dec 17</strong></td>
<td>Class 15 Final Exam</td>
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*Tuesday, October 14 is “fall break.” We will administer the midterm exam as scheduled.*
DISCUSSION SESSIONS

In addition to the lectures, there are optional one-hour discussion sessions (CORE-GP.121) led by Teaching Colleagues (TCs). IMPORTANT: You may attend the discussion session of your choice, but you may only attend after attending that week’s lecture. The Monday discussion session covers material from the previous week’s lecture, so anyone may attend. Discussion sessions will meet on the following dates:

<table>
<thead>
<tr>
<th>Wednesdays 3:30 – 4:30 pm Haenn Silver 411</th>
<th>Thursdays 8:35 – 9:35 pm Branman Silver 411</th>
<th>Mondays 8:35 – 9:35 pm Upholt Silver 401</th>
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<tbody>
<tr>
<td>Sep 3 Class 1</td>
<td>Sep 4 Class 1</td>
<td>Sep 8 Class 1</td>
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<td>Sep 10 Class 2</td>
<td>Sep 11 Class 2</td>
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<td>Oct 8 Class 6</td>
<td>Oct 9 Class 6</td>
<td>Oct 13 Class 6</td>
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<tr>
<td>Oct 15 None</td>
<td>Oct 16 None</td>
<td>Oct 20 None</td>
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<td>Oct 22 Class 8</td>
<td>Oct 23 Class 8</td>
<td>Oct 27 Class 8</td>
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<tr>
<td>Oct 29 Class 9</td>
<td>Oct 30 Class 9</td>
<td>Nov 3 Class 9</td>
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<td>Nov 5 Class 10</td>
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<td>Nov 10 Class 10</td>
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<td>Nov 12 Class 11</td>
<td>Nov 13 Class 11</td>
<td>Nov 17 Class 11</td>
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<td>Nov 19 Class 12</td>
<td>Nov 20 Class 12</td>
<td>Nov 24 Class 12</td>
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<tr>
<td>Nov 26 Class 13</td>
<td>Nov 27 None</td>
<td>Dec 1 Class 13</td>
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<tr>
<td>Dec 3 Class 14</td>
<td>Dec 4 Class 14</td>
<td>Dec 8 Class 14</td>
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COURSE OUTLINE

Reading assignments must be completed before each lecture. (Note that you have a reading assignment for the first class!) You are not required to read the chapter appendices unless specifically noted below. Handout readings can be found on the course website.

Homework assignments consist primarily of analytical problems based on the previous week’s readings and lecture, but also include a few short-answer questions about the current week’s readings. All assignments can be found on the course website. Solutions will be posted each week after the last lecture has met (Wednesday nights).

Discussion session practice problems are designed to help you prepare for the homework assignments. Your TC will bring copies of all practice problems to discussion session, so you do not need to bring your textbook, but the problems are listed below in case you either want to start thinking about them in advance or you cannot make it to discussion session and want to solve the problems on your own. Most problems are from the textbook, but in a few cases they are from handouts distributed in discussion session and posted on the website. Solutions will be posted on Monday nights.

CLASS 1: OPERATING BUDGETS & CASH BUDGETS
Read before class: Chapter 1, Chapter 2, and “Excel & Calculator Tips 1” handout
Homework #0 due: Student Bio Sheet
Discussion session: Practice problems: handout

CLASS 2: FLEXIBLE BUDGETS & BREAK-EVEN ANALYSIS
Read before class: Chapter 3 up to p. 84, Chapter 4 up to p. 136, Appendix 4-A
Homework #1 due: Haven House (1% of course grade)
Discussion session: Practice problems: 3-23, 4-48, handout

CLASS 3: COST ALLOCATION & VARIANCE ANALYSIS
Read before class: Chapter 4 from p. 136-end, and Chapter 8 up to p. 283
Homework #2 due: Net Works (2% of course grade)
Discussion session: Practice problems: 8-27, 8-29, handout
CLASS 4: TIME VALUE OF MONEY
Read before class: Chapter 5 up to p. 176, Appendices 5-A and 5-B, “Excel & Calculator Tips 2” handout, and “New York State Lottery” handout
Homework #3 due: Franklin Center (1% of course grade)
Discussion session: Practice problems: 5-14 through 5-19

CLASS 5: CAPITAL BUDGETING & LONG-TERM FINANCING
Read before class: Chapter 5 from p. 176-end and Chapter 6
Homework #4 due: Personal Investments (2% of course grade)
Discussion session: Practice problems: 5-30, 5-31, 5-34, 5-35, 6-18

CLASS 6: MIDTERM EXAM REVIEW & CASE STUDIES
Read before class: Handout
Homework #5 due: City of Springfield (2% of course grade)
Discussion session: Practice problems: handout

CLASS 7: MIDTERM EXAM

CLASS 8: THE BALANCE SHEET
Read before class: Chapters 7 and 10
Homework #6 due: Healthy Harvest (1% of course grade)

CLASS 9: THE ACTIVITY STATEMENT
Read before class: Chapter 11 up to p. 370
Homework #7 due: Community Clinic (1% of course grade)
Discussion session: Practice problems: 11-15, 11-16 (balance sheet & activity statement), 11-17
CLASS 10: THE CASH FLOW STATEMENT
Read before class: Chapter 11 from p. 370-end
Homework #8 due: WPR Public Radio (2% of course grade)
Discussion session: Practice problems: cash flow statements for 11-16 and WPR Public Radio

CLASS 11: ACCOUNTING FOR NOT-FOR-PROFIT AND HEALTH ORGANIZATIONS & ETHICS IN FINANCIAL MANAGEMENT
Read before class: Chapter 12 and Chapter 8 from p. 283-end
Homework #9 due: Mozart Music School (2% of course grade)
Discussion session: Practice problems: handout

CLASS 12: FINANCIAL STATEMENT & GOVERNMENT FINANCIAL CONDITION ANALYSIS
Read before class: Chapters 15 and 16 (including Appendix 16-A)
Homework #10 due: Teach for America, Part I (1% of course grade)
Discussion session: Practice problem: 15-10

CLASS 13: BUDGETING AND ACCOUNTING FOR STATE AND LOCAL GOVERNMENTS
Read before class: Chapters 13 and 14
Homework #11 due: Teach for America, Part II (4% of course grade)
Discussion session: Practice problem: 13-4

CLASS 14: FINAL EXAM REVIEW & CASE STUDIES
Read before class: Handout
Homework #12 due: Wagner City (1% of course grade)
Discussion session: Practice problems: handout

CLASS 15: FINAL EXAM