Skilled. Focused. Work Ready.

WashU Specialized Masters

Entry-level employees with advanced skills and training

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Knight Hall
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Phone: (314) 935-5950
Website: olincareers.wustl.edu
Email: recruit@olin.wustl.edu
Focused, work-ready employees for today’s employment environment.

Students with Specialized Master’s degrees from Olin Business School graduate ready to make an immediate impact for their employers. These degree programs develop candidates with a sharp focus on one business discipline, making them highly skilled and able to effectively contribute to the workplace.

These business-focused programs are designed to cultivate candidates with strong analytical and mathematical skills who are ready for advanced certifications without further training from their employers.

Students in these programs get exceptional experience working with business leaders through Washington University’s innovative Center for Experiential Learning (CEL). This experience complements classroom lessons by allowing students to put theories and techniques to work for nonprofits, startups, and global firms under the supervision of practicing business leaders.

With a robust curriculum that includes a combination of lectures, guest speakers, practicums, extracurricular activities, and hands-on projects, Specialized Master’s students graduate with comprehensive knowledge, skills, and drive that employers are looking for in new recruits. Business leaders from prestigious companies such as Deloitte & Touche, EY, Goldman Sachs, IBM, Mars, PricewaterhouseCoopers, Toyota, and more bring real-world insights to the classroom to contribute to the well-rounded education received by the graduates. Students graduate from Olin prepared to assume roles as entry-level analysts.

STEM designation boosts value of three degrees.

In today’s business climate, STEM fields (Science, Technology, Engineering, and Mathematics) are gaining more notice and popularity. The Master of Science in Finance Quantitative (MSFQ), Master of Science in Supply Chain Management (MSSCM), and Master of Science in Customer Analytics (MSCA) all have STEM designations.

Many STEM-educated individuals help fuel innovation and entrepreneurship.

These talented STEM-certified students come away with a more technical specialization in a business area, a great benefit to employers.

International students have the potential to gain an additional, authorized off-campus work experience during their time in the US to ensure that they are prepared for the US workforce.

Students in these programs are eligible for 12 months of OPT (Optional Practical Training) immediately after graduating and then may be eligible for an additional 24-month OPT extension for a total of 36 months.

To recruit Specialized Masters Program graduates, contact the Weston Career Center at (314) 935-5950 or email recruit@olin.wustl.edu today.
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Master of Science in Finance
Corporate Finance & Investments

In-depth study of corporate financing principles and valuation.

Olin Business School students who complete the specialized Master of Science in Finance–Corporate Finance and Investments (MSFC) program have expertise in equity or fixed income research, asset management, corporate finance, private wealth management, and investment banking. Graduates of this program are ready to join a team of corporate finance and investment professionals.

Students complete classroom coursework, receive specialized lectures given by professionals working in the field, and gain real-world project experience through the Wells Fargo Advisors Center for Finance and Accounting Research (WFA-CFAR). WFA-CFAR is dedicated to the dissemination of cutting-edge research in finance and accounting by encouraging our faculty and students to work more closely with companies.

Careers for Master of Science in Finance–Corporate Finance and Investments Graduates

With advanced understanding of the principles of corporate finance and investments, students who successfully complete this Specialized Master’s degree program are ideal for the following positions:

- Equity Research Analyst
- Private Wealth Management Analyst
- Asset Management Analyst
- Commercial Banking Analyst
- Capital Markets Analyst
- Financial Analyst
- Consultant

Companies that have hired Master of Science in Finance–Corporate Finance and Investments graduates include:

- Avondale Partners
- Bain & Company
- Bank of America
- BMO Capital Markets
- Capital One
- Citigroup
- Credit Suisse
- Edward Jones
- Goldman Sachs
- HSBC
- JPMorgan Chase
- KPMG
- Pricewaterhouse Coopers
- Raymond James
- RW Baird
- Sagent Advisors
- Stifel
- SunTrust Banks
- Thomas Weisel Partners
- UBS AG
- Vanguard
Examples of Coursework

**Required**
- Advanced Corporate Finance I – Valuation
- Advanced Corporate Finance II – Financing
- Investment Theory
- Financial Markets
- Corporate Finance and Investments Industry Seminar
- Advanced Business Analysis Financial Statements
- Fixed Income Securities
- Options and Futures
- Derivative Securities
- Investments Praxis
- WFA-CFAR Practicum

**Electives**
- Mergers and Acquisitions
- Data Analysis for Investments
- International Finance
- Real Option Valuation
- Data Analysis, Forecasting, and Risk Analysis
- Research Methods in Finance
- Financial Issues in Leasing
- Economics of the Organization
- Law and Business Management
- Real Estate Finance
- Money, Capital Markets and Economic Growth
- Critical Thinking Processes, and Modeling for Effective Decision Making
- Competitive Industry Analysis and Strategic Development
- Private Equity Methods
- Private Equity Practice
- Advanced Corporate Finance III – Corporate Financial Strategy

Practical Experience

The Master of Science in Corporate Finance & Investments program offers hands-on educational opportunities where students work collaboratively with professionals in their field to solve real-world business challenges faced by global firms. Options include:

- **WFA-CFAR Practicum** students work with the Wells Fargo Advisors Center for Finance and Accounting Research to gain a deeper understanding of finance and accounting through coursework, programs, and challenges faced by global companies.

- **The Center for Experiential Learning Practicum** allows students to contribute corporate finance and investment consulting services to St. Louis startups, nonprofits, and global firms.

- **The Taylor Community Consulting Program** offers team-based, faculty-led projects that make a positive impact on nonprofit organizations such as American Red Cross, Boys & Girls Club, and International Institute of St. Louis.

Students are ready to work in a corporate setting when they graduate with US business knowledge as a result of theory, application, and experiential learning.

Notable Faculty

- **Radhakrishnan (Radha) Gopalan**, PhD
  Associate Professor of Finance; Academic Director MSFC Program

- **Armando Gomes**, PhD
  Associate Professor of Finance

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Master of Science in Finance Quantitative

The fusion of mathematics and financial strategic decision making in a Science, Technology, Engineering, and Mathematics (STEM) designated degree.

Graduates of the Master of Science in Finance–Quantitative (MSFQ) program gain exposure to mathematical financial analysis, risk management, credit and data analysis, and programming languages. In addition, the coursework includes corporate finance, investments, and financial markets. Students who complete this program are ready to enter the workforce in quantitative positions at asset management firms, investment banks, hedge funds, and consulting firms.

Many of our students come from international backgrounds and are well versed in US business practices, making them ideal candidates for companies with global offices.

Careers for Master of Science in Finance–Quantitative Track Graduates

With advanced understanding of the principles of quantitative finance, students who successfully complete this program are ideal for the following positions:

• Risk Management Analyst
• Strategic Asset Allocation Analyst
• Asset Management Analyst
• Fixed Income Research Analyst
• Diversified Financial Services Analyst
• Credit Risk Analyst

Students receive hands-on training with software and technology tools associated with investment careers, including JAVA programming concepts and practice and object-oriented software development C++ programming.

MSFQ graduates are eligible for 12 months of OPT (Optional Practical Training) immediately after graduating and then may be eligible for an additional 24-month OPT extension for a total of 36 months.

Companies that have hired Master of Science in Finance–Quantitative track graduates include:

- Ascension Investment Management
- Bank of America
- Capital One
- Compass Advisors
- Credit Suisse
- Fidelity Investments
- General Mills
- Goldman Sachs
- HSBC
- Investment Management
- KPMG
- PIMCO
- Putnam Investments
- Pricewaterhouse Coopers
- Reinsurance Group of America
- UBS AG
- Vanguard
- Washington University in St. Louis
Examples of Coursework

**Required**
- Intermediate Financial Accounting
- Options and Futures
- Investment Theory
- Stochastic Foundations for Finance
- Invest in Your Career
- Derivative Securities
- Data Analysis for Investments
- Data Analysis, Forecasting, and Risk Analysis
- Programming Concepts and Practices (Java)
- Professional Business Communication
- Fixed Income Securities
- Advanced Corporate Finance I – Valuation
- Advanced Corporate Finance II – Financing
- Mathematical Finance
- Advanced Credit Risk Modeling
- Advanced Derivative Securities
- Quantitative Risk Management
- Advanced Fixed Income Derivatives
- Topics in Quantitative Finance
- Finance Consulting Projects

**Electives**
- Financial Markets
- Financial Intermediation
- Predictive Analytics for Business Decision Making
- Database Design and SQL
- Fundamentals of Computer Science
- Rapid Prototype Development and Creative Programming
- Object-Oriented Software Development
- Intro to Artificial Intelligence
- Data Mining
- Machine Learning
- Database Management Systems

**Practical Experience**

The Master of Science in Finance–Quantitative track offers hands-on educational opportunities where students work collaboratively with professionals in their field to solve real-world business challenges faced by global firms. Options include:

- **The Center for Experiential Learning Practicum** allows students to contribute quantitative consulting services to St. Louis startups, nonprofits, and global firms.

- **The Taylor Community Consulting Program** offers team-based, faculty-led projects that make a positive impact on nonprofit organizations such as American Red Cross, Boys & Girls Club, and International Institute of St. Louis. Experiential learning complements classroom learning by reinforcing theories and techniques studied in the classroom, so students are ready to work in a corporate setting when they graduate with US business knowledge.

**Notable Faculty**

- **Hong Liu, PhD**
  - Fossett Distinguished Professor of Finance;
  - Academic Director, MSFQ Program

- **Phillip H Dybvig, PhD**
  - Boatmen’s Bancshares
  - Professor of Banking and Finance

To recruit WashU MSFQ graduates, contact the Weston Career Center at **(314) 935-5950** or email recruit@olin.wustl.edu today.
Professionals ready to meet the challenges of public accounting, corporate accounting, consulting, and financial services organizations.

Graduates of the Master of Accounting (MACC) program have the requisite credits to sit for the Uniform Certified Public Accounts (CPA) Exam in states with the “150-hour rule.” Our students are career ready upon program completion.

Master of Accounting students participate in a capstone course in Accounting Policy and Research which provides them with comprehensive insight and critical-thinking skills to understand and evaluate accounting trends and regulatory issues.

Graduates from this program are skilled in the fundamentals of Generally Accepted Accounting Principles (GAAP), as well as business ethics, legal theories, audits, federal income taxation, and International Financial Reporting Standards. The program is designed to give graduates keen insight into the role of the CFO and an in-depth view of current financial reporting issues facing CFOs today.

Companies that have hired Master of Accounting graduates include:

- Belden
- Capital One
- CohnReznick
- Deloitte & Touche
- EY
- Flextronics
- Interface Security Systems
- KPMG
- MasterCard
- Monsanto
- PricewaterhouseCoopers
- RSM
- RubinBrown
- Schnucks
- Scottrade
- Unilever
- Zhou Agency

Careers for Master of Accounting Graduates

With advanced understanding of the principles of accounting, students who successfully complete this program are ideal for the following positions:

- Accountant
- Assurance Associate
- Audit Associate
- Corporate Debt Analyst
- Corporate Finance Analyst
- Financial Advisory Services
- International Business Analyst
- Operations Analyst
- Risk Management Specialist
- Tax Consultant
Examples of Coursework

**Required**
- Financial Accounting
- MACC Accounting Foundations
- Business Analysis Using Financial Statements
- Effective Managerial Communications
- Advanced Business Analysis Using Financial Statements
- Auditing
- Federal Income Taxes
- Professional Communication Forum
- Accounting and Policy Research

**Electives**
- Ethical and Managerial Decision Making
- Law and Business Management
- Information Technology Control and Audit
- Legal Issues at Business Stages
- International Financial Reporting Standards
- Managerial Control Systems
- Financial Issues in Leasing
- Tax and Business Strategy
- Fraud Prevention and International Controls
- Financial Reporting from the CFO’s Perspective
- Taylor Community Consulting Project
- Management Center Practicum

Practical Experience

The Master of Accounting program offers hands-on educational opportunities where students work collaboratively with professionals in their field to solve real-world business challenges faced by global firms. Options include:

- **The Center for Experiential Learning Practicum** allows students to contribute accounting consulting services to St. Louis startups, nonprofits, and global firms.
- **The Volunteer Income Tax Assistance program** (VITA) had more than 50 Olin students contributing more than 830 hours during the spring semester by preparing tax returns for local, low-income individuals.

- **The Taylor Community Consulting Program** offers team-based, faculty-led projects that make a positive impact on nonprofit organizations such as American Red Cross, Boys & Girls Club, and International Institute of St. Louis.

Experiential learning complements classroom learning by reinforcing theories and techniques studied in the classroom so students are ready to work in a corporate setting when they graduate with US business knowledge.

Notable Faculty

**Mark Sozeck**, PhD
Director of Taylor Community Consulting Project; Senior Lecturer in Accounting; Academic Director, MACC Program

**Richard Frankel**, PhD
Beverly and James Hance Professor of Accounting

To recruit WashU Masters graduates, contact the Weston Career Center at *(314) 935-5950* or email recruit@olin.wustl.edu today.
Master of Science in Customer Analytics

A Science, Technology, Engineering, and Mathematics (STEM) degree program for professionals dedicated to using big data to make strategic business decisions.

Today’s technology allows businesses to gather unprecedented amounts of data about their customers and prospects. Analyzing that information can be daunting for businesses of any size.

Graduates from the Master of Science in Customer Analytics (MSCA) program have both business and information technology backgrounds. The curriculum provides foundations in statistics, data analysis, market research, predictive analytics, and critical thinking to provide companies with actionable, data-driven insights for strategic business decisions.

Students in this program learn from faculty in Washington University’s Schools of Business, Engineering & Applied Science, and Arts & Sciences, and from working professionals through a premier partnership with IBM.

MSCA graduates are eligible for 12 months of OPT (Optional Practical Training) immediately after graduating and then may be eligible for an additional 24-month OPT extension for a total of 36 months.

Careers for Master of Science in Customer Analytics Graduates

With advanced understanding of the principles of data science as it relates to customer analytics, candidates who successfully complete this Specialized Master’s degree program are ideal for the following positions:

- Data Analyst
- Customer Analytics Specialist
- Manager of Analytics and Customer Insights
- Analyst in Strategic Insights & Analytics
- Analyst in Customer and Data Analytics
- Technology Consultant
- Data Scientist

Companies that have hired Master of Science in Customer Analytics graduates include:

- Bain & Company
- Deloitte & Touche
- Emerson
- Nations Info Corp
- Penn National Gaming
- Teradata
- The Walt Disney Company
- United Airlines
- Washington University in St. Louis
- Zillow
Examples of Coursework

Marketing Research
Marketing Strategy
Data Analysis for Brand Management
Introduction to Machine Learning
Quantitative Decision Making
Analytics-Driven Brand Management
Professional Business Communications
Quantitative Political Methodology
Statistical Computation
Data Analysis, Forecasting, and Risk Analysis
Rapid Prototype Development and Creative Programming

Digital Marketing
Pricing Strategy
Advanced Marketing Research
Pricing Decision Making and Implementation
Predictive Analytics for Business Decision Making
Customer Analytics Using Probability Models
Critical Thinking Processes and Modeling for Effective Decision Making
Data Mining
Intensive Industry Project
Database Management in SQL

Practical Experience

The Master of Customer Analytics program offers hands-on educational opportunities where students work collaboratively with professionals in their field to solve real-world business challenges faced by global firms. Options include:

- **The Center for Experiential Learning Intensive Industry Project** enhances critical-thinking skills through work with business leaders in organizations from startups to Fortune 500 firms.
- **The Center for Experiential Learning Practicum** allows students to contribute customer analytics consulting services to St. Louis startups, nonprofits, and global firms.
- **The Taylor Community Consulting Program** offers team-based, faculty-led projects that make a positive impact on nonprofit organizations such as American Red Cross, Boys & Girls Club, and International Institute of St. Louis.

Experiential learning complements classroom learning by reinforcing theories and techniques so students are ready to work in a corporate setting.

Notable Faculty

**Seethu Seetharaman**, PhD
W. Patrick McGinnis
Professor of Marketing;
Academic Director, MSCA Program

**Tat Y. Chan**, PhD
Professor of Marketing

To recruit WashU MSCA graduates, contact the Weston Career Center at *(314) 935-5950* or email recruit@olin.wustl.edu today.
Master of Science in Supply Chain Management

A Science, Technology, Engineering, and Mathematics (STEM) degree program for professionals dedicated to managing every aspect of the production and delivery of a firm’s products and services.

Efficient production and delivery of products and services is critical to the success and profitability of a business. Candidates with a Master of Science in Supply Chain Management (MSSCM) degree have a deep understanding of the fundamental concepts of logistics, supply chain, change management, innovation, and integrated risk management.

Students participate in experiential learning simulations, negotiation exercises, and hands-on projects for corporate partners of Washington University’s Boeing Center for Supply Chain Innovation at Olin Business School.

MSSCM graduates are eligible for 12 months of OPT (Optional Practical Training) immediately after graduating and then may be eligible for an additional 24-month OPT extension for a total of 36 months.

Careers for Master of Science in Supply Chain Management Graduates

With advanced understanding of the principles of all aspects of supply chain management, candidates who successfully complete this program are ideal for the following positions:

- Business Transformation Consultant
- Consultant
- Global Management Trainee
- Logistics Planner
- Planning Analyst
- Product Specialist
- SAP Master Data Analyst
- Supply Chain Analyst

Companies that have hired Master of Science in Supply Chain Management graduates include:

- Agilent Technologies
- AB InBev
- IBM
- Intel
- JDA Software
- Kodak
- Mars, Inc.
- Mondelez International
- Nestlé USA
- Novus International
- OC&C Strategy Consultants
- Schlumberger
- SAIC Volkswagen
- Sigma-Aldrich
- Sysco
- Toyota
- Unilever
- Walmart
Examples of Coursework

Operations Management Foundations  Outsourcing for Competitive Advantage
Introduction to Financial Accounting  Managerial Control Systems
Introduction to Finance  Leading Change
Strategic Quality Management  Options and Futures
Foundations of SC Management  Pricing Strategies
Contemporary Marketing Channels  Supply Chain Risk Management
Corporate Strategy  Operations Management in the Service Industry
Negotiation and Conflict Management  Logistics and Supply Chain Management
Managing the Innovation Process  Supply Chain Analytics: Optimization
IT and Supply Chain Management  Operations Planning and Control
Managing Global Business Process

Practical Experience

The Master of Science in Supply Chain management program offers hands-on educational opportunities where students work collaboratively with professionals in their field to solve real-life business challenges faced by global firms. Options include:

• **A Supply Chain Practicum** through the Boeing Center for Supply Chain Innovation with a focus on finance, accounting, and supply chain research.

• **The Center for Experiential Learning Practicum** allows students to contribute supply chain consulting services to St. Louis startups, nonprofits, and global firms.

• **The Taylor Community Consulting Program** offers team-based, faculty-led projects that make a positive impact on nonprofit organizations such as American Red Cross, Boys & Girls Club, and International Institute of St. Louis.

Experiential learning complements classroom learning by reinforcing theories and techniques studied in the classroom so students are ready to work in a corporate setting when they graduate with US business knowledge.

Notable Faculty

**Sergio Chayet**, PhD  
Academic Director, Master of Science in Supply Chain Management Program; Director of the Operations and Supply Chain Management MBA Platform; Senior Lecturer in Operations and Manufacturing Management

**Panos Kouvelis**, PhD  
Director of the Boeing Center for Supply Chain Innovation; Emerson Distinguished Professor of Operations and Manufacturing Management

To recruit WashU MSSCM graduates, contact the Weston Career Center at **(314) 935-5950** or email **recruit@olin.wustl.edu** today.
High-reaching professionals prepared for the challenges of modern global financial markets.

This exclusive Global Master of Finance (GMF) program is available to select students who meet stringent academic guidelines. They spend a summer at Washington University and remaining semesters at one of five leading schools around the globe in financial epicenters to achieve a dual certification that includes a Master of Science in Finance degree from Olin Business School at Washington University in St. Louis.

The highly unique program provides students with access to both domestic and international professional networks and immersion courses in New York and Washington, DC. Students experience a world-class curriculum, training targeted to the global marketplace, and access to both domestic and international professional networks. These students are ideal for companies looking to expand internationally or those who already have an international presence.

Global Partner Institutions and Degrees

In addition to earning a Master of Finance degree from Washington University, students receive one of the following degrees from our partner institutions:

- **Master of Science in Applied Finance**
  Singapore Management University, Singapore

- **Global Master of Business Administration**
  Yonsei University, Seoul, South Korea

- **Certificate in Innovation and Entrepreneurship**
  IDC, Herzliya, Israel

- **Master in Finance**
  WHU Otto Beisheim School of Management, Koblenz, Germany

- **Master of Science in Finance and Banking Degree**
  Universitat Pompeu Fabra, School of Management, Barcelona, Spain

Companies that have hired Global Master of Finance graduates include:

- Agilent Technologies
- AB InBev
- IBM
- Intel
- JDA Software
- Mars
- Nestlé USA
- Novus International
- OC&C
- Shanghai Volkswagen
- Sigma-Aldrich
- Sysco
Examples of Coursework

- Introduction to Finance
- Introduction to Accounting
- Investment Theory
- Advanced Corporate Finance I – Valuation
- Options and Futures
- Derivative Securities
- Data Analysis for Investments
- Advanced Corporate Finance II – Financing
- Real Option Valuation
- Risk Management
- Mergers and Acquisitions
- Financial Markets – Regulation, Washington, DC Immersion Course
- Financial Markets – Institutions, New York Immersion Course

Student Profile

Graduates of the Global Master of Finance program are high-achieving, success-driven professionals.
- Median Age: 23
- Average GMAT: 700
- Average GRE: 318
- Average GPA: 3.38
- Female: 63%
- International: 95%
- Average TOEFL: 103

The Immersion Experience

The nature of the Global Master of Finance is highly experiential with learning that includes immersion courses in New York and Washington, DC.

**The Financial Markets: Regulation, Washington, DC, Immersion Course** emphasizes the theory and practice of regulation in the context of contemporary financial systems and challenges to regulating it effectively. Students examine institutions and actors involved in regulation, such as the Federal Reserve, the Department of the Treasury, the Securities and Exchange Commission, Federal Deposit Insurance Corporation, Commodities Futures Trading Commission, among others. Students also get an in-depth look at regulatory entities within the US Senate and House of Representatives.

This course is offered in collaboration with Brookings Executive Education, part of the Brookings Institution, a nonprofit public policy research institute. The Brookings Institution is one of the world’s best-known and respected think tanks.

**The Financial Markets: Institutions, New York Immersion Course** examines financial institutions including corporate and investment banking, hedge funds, private equity firms, venture capital firms, fund management, private wealth management, and the markets in which they participate. Markets covered include stocks and bonds, forex trading, and derivatives with emphasis on current trends and future prospects in each, and how these all relate to the global economy, especially in the context of global financial crisis.

Notable Faculty

- **Rich Ryffel**
  Senior Lecturer in Finance
- **Ohad Kadan, PhD**
  Professor of Finance, Academic Director, GMF Program

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