



**Financial Markets and
Institutions - FIN 218-104
Spring 2025**

Instructor: George Eliopoulos, MBA (Yale University)

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Class Time & Location: Mondays 6:00 pm – 8:50 pm, FMH 408

Office Hours: Mondays 3:00 pm – 6:00 pm. By appointment.

Course Overview

This course provides an overview of the main features of financial markets and institutions in the United States, including interest rates and rates of return and how they are determined. It also covers the U.S. financial markets including bond, stock, and money market, and discusses how financial institutions, especially commercial banks work, along with the role of government in regulating financial markets and institutions.

Required Course Materials

Textbook

Financial Markets and Institutions, Frederic Mishkin and Stanley Eakins, 10th Edition, Pearson 2018.
ISBN: 9780138043681

eBook ISBN: 9780138025465

1. Microsoft Excel will be used in class and for homework problems as well as for the exams questions. Financial Calculators can be used (such as HP 10bII or TI BA II+ or HP 12c).
2. Business News: You are encouraged to read economic and financial publications such as The Wall Street Journal, Financial Times, the Economist and others.

Learning Outcomes

Upon successful completion of this course, the student should be able to:

- Describe fundamental business concepts;
- Identify main function and importance of financial markets and institutions;
- Develop critical thinking of complex financial situation; and
- Present the news analysis related to a real business world

Expected Learning Outcomes

In addition to content specific course objectives, the course intends to help students develop a wide range of analytical, communication, interpersonal, and technology skills, namely:

Competencies	Outcome
LC 1 Develop an Understanding of Business Concepts and the Technical Knowledge to Solve	LO 1.1 Our students will demonstrate the knowledge and application of business fundamentals

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Business Problems	
	LO 1.2 Our students will demonstrate the ability to solve business problems using current technology
	LO 1.3 Our students will demonstrate the ability to use technology for effective project management
LC 2 Develop Effective Communication Skills	LO 2.1 Our students will demonstrate the ability to deliver effective presentations enhanced by technology
	LO 2.2 Our students will demonstrate the ability to write clear and concise reports based on relevant information
LC 3 Interact Effectively in Teams	LO 3.1 Our students will demonstrate the ability to understand and use team building behaviors to accomplish group tasks
LG 4 - Develop Ethical Reasoning Skills	LO 4.1 - Our students will demonstrate the ability to identify ethical dilemmas and make decisions grounded in ethical principles

Course Website

The Canvas site is where most course materials are posted. Make sure you have an NJIT UCID and password so that you are able to access Canvas. I will use Canvas to post announcements and supplemental materials throughout the semester. So, please be sure to check the site (canvas.njit.edu) frequently. Please contact helpdesk (973-596-2900) for problems associated with Canvas.

Course Deliverables/ Final Grade Components

Your grade for this course will be based on the following components:

<u>Component</u>	<u>% of Grade</u>
Homework/Presentations	10%
Exam 1	15%
Exam 2	20%
Exam 3	20%
Exam 4	20%
Class Participation	15%
Total:	100%

The scale used for grading is as follows:

A	90% - 100%
B+	85% - 89%
B	80% - 84%
C+	75% - 79%
C	70% - 74%
D	60% - 69%
F	Below 60%

Homework Weekly Assignments

You need to complete the weekly homework assignments and submit them as instructed.

Exams

All students need to take the Exams in class as instructed.

Late Assignments

Late assignments will not be accepted for grading unless there is a severe illness or an emergency situation. In these cases, legitimate documentation of the emergency must be presented and approved by the office of the Dean of Students before extensions will be granted.

Class Participation

Participation in class discussions is required of all students. Actively participating in class discussions contributes to learning and is a good way to help build a sense of community and collaboration.

Email Etiquette

This is a business course, and the expectation is that you will conform to appropriate business letter writing practice in all of your email to me. The following are the basics.

- Put the course name (e.g. course name or course number) in the subject line
- Identify the subject of the e-mail with a brief but descriptive summary of the topic: include a proper salutation and the assignment details such as the title, homework, or test.

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- Proofread your e-mail for proper sentence structure, capitalization, spelling and punctuation.
- Conclude the e-mail message with a proper closing (e.g. Regards, Sincerely) and your full name.

Academic Integrity

Learning is both an individual and a cooperative experience. Asking for and giving help freely in appropriate settings helps you learn. However, you should present only YOUR work as your own. University rules and standards define and prohibit “academic misconduct” by all members of the academic community including students. You are asked and expected to be familiar with these standards and abide by them.

Academic Integrity is the cornerstone of higher education and is central to the ideals of this course and the university. Cheating is strictly prohibited and devalues the degree that you are working on. As a member of the NJIT community, it is your responsibility to protect your educational investment by knowing and following the academic code of integrity policy that is found at: [NJIT Academic Integrity Code](#)

Please note that it is my professional obligation and responsibility to report any academic misconduct to the Dean of Students Office. ***Any student found in violation of the code by cheating, plagiarizing or using any online software inappropriately will result in disciplinary action. This may include a failing grade of F, and/or suspension or dismissal from the university.*** If you have any questions about the code of Academic Integrity, please contact the Dean of Students Office at dos@njit.edu

Accommodations

Educational access is the provision of classroom accommodations, auxiliary aids and services to ensure equal educational opportunities for all students regardless of their disability. Students can request accommodations at any time throughout the semester. Accommodations are active from the date that professors/instructors receive the Letter of Accommodations from OARS via email. If you are in need of accommodations due to a disability please contact Marsha Williams-Nicholas, Associate Director of the Office of Accessibility Resources & Services (OARS), Kupfrian Hall 201, to discuss your specific needs: oars@njit.edu , Marsha.williamsnicholas@njit.edu , telephone: (973) 596-2994.

Final Comments

I may change aspects of this syllabus or the course schedule at any time when the need arises. Students registered for this course assume full responsibility for reading and understanding the course policies as stated above.

The topics are tentative. Updates will be provided.

Week #	Week of	Course Topics	
1	Jan 27	Syllabus and Chapter 1: <i>Why Study Financial Markets and Institutions</i>	Weekly Assignment
2	Feb 3	Chapters 2: <i>Overview of the Financial System</i> & Chapter 3: <i>What do Interest Rates mean and what is</i>	Weekly Assignment

		<i>their Role in Valuation?</i>	
3	Feb 10	Chapter 4: <i>Why do Interest Rates change</i> & Chapter 5: <i>How do Risk and Term Structure affect Interest Rates?</i>	Weekly Assignment
4	Feb 17	Chapter 6: <i>Are Financial Markets Efficient</i> & EXAM 1	Weekly Assignment
5	Feb 24	Chapter 7: <i>Why do financial institutions exist?</i> & Chapter 8: <i>Why do Financial Crises occur, and why are they so Damaging to the Economy?</i>	Weekly Assignment
6	Mar 3	Chapter 9: <i>Central Banks and the Federal Reserve System</i> & Chapter 10: <i>Conduct of Monetary Policy</i>	Weekly Assignment
7	Mar 10	Chapter 11: <i>The Money Markets</i> & EXAM 2	Weekly Assignment
8	Mar 24	(After Spring Recess Week) Chapter 12: <i>The Bond Market</i> & Chapter 13: <i>The Stock Market</i>	Weekly Assignment
9	Mar 31	Chapter 14: <i>The Mortgage Markets</i> & Chapter 15: <i>The Foreign Exchange Market</i>	Weekly Assignment
10	Apr 7	Chapter 16: <i>The International Financial System</i> & Chapter 17: <i>Banking and the Management of Financial Institutions</i>	Weekly Assignment
11	Apr 14	Chapter 18: <i>Financial Regulation</i> & EXAM 3	Weekly Assignment
12	Apr 21	Chapter 19: <i>Banking Industry: Structure and Competition</i> & Chapter 21: <i>Insurance Companies and Pension Funds</i>	Weekly Assignment
13	Apr 28	Chapter 23: <i>Risk Management in Financial Institutions</i> & Chapter 24: <i>Hedging with Financial Derivatives</i>	Weekly Assignment
14	May 5	Chapter 22: <i>Investment Banks, Security Brokers and Dealers, and Venture Capital Firms</i> & EXAM 4	