

Handout A - Typical Jobs in Finance

Job	Description	Training (Y/N)
Venture Capital	Identifying new business to fund, advise, and grow	N
Private Equity	Identifying existing business to buy, manage, and improve	N
Financial / Corporate Restructuring	Identifying existing business to advise, manage, and improve	N
Investment Banking (M&A)	Identifying existing business to advise and grow	Y
Corporate Development	Identifying new or existing business to buy, manage, and improve	N
Strategic Planning	Measuring business units to advise and improve on revenues	N
Corporate Finance (LOB)	Measuring a business unit to manage and improve on revenue or costs	Y
Internal Audit	Measuring business units to advise and improve on costs	Y
Institutional Sales	Advising clients to buy new securities for their portfolios	Y
Private Banking	Advising clients to allocate their assets within their portfolios	Y
Commercial Banking	Advising clients to accept loans to free up other resources	Y
Securities Research	Advising clients to buy securities for their portfolio	Y
Investment Banking (Capital Markets)	Raising money for business by advising clients to buy new securities for their portfolios	Y
Asset Management	Identifying, buying or selling assets for a portfolio	N
Trading	Identifying and buying or selling assets for a portfolio	Y
Treasury / Risk	Identifying, buying or selling assets for a portfolio	Y