Internship

Professor: Michael Counihan
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Course Description

Internship is a course focused on students carrying out internships in a financial oriented role, either at a company in the finance or banking sector, or in a financial roles at a non-finance industry company. Within the course of Internship, there is also a part called “Connecting with the Industry” which shows the real-life, practical side that happens in finance positions. The course sessions will mostly be carried out with guest speakers and real life cases that they worked in. The students will have a chance to prepare and present in the class what they think is the best response to the situation posed in the case study, and afterward the guest speaker will explain what really happened and how they approached the situation in real life.

The required work experience (Internship or Full Time position) in order to graduate from the Master is also included in this course.

Objectives

- To show the students real life cases and have them present their views on what the best courses of action could have been
- For the students to learn from the visiting professionals what really happened on a professional level in the situations and why
- For students to gain a better idea of many of the different finance career options by hearing an overview of these areas, and also hear first-hand experiences from guest speakers so that they can analyse and consider those experiences themselves
- For students to work in either an internship or full time setting themselves and learn first hand about their specific role within the company

Methodology

There will be 6 sessions of 1.5-2.5 hours each plus the internship or full time work experience.

The 6 sessions will feature guest speakers and two will be generally going over different career options. During the 6 sessions featuring guest speakers, student groups will prepare presentations, which will be given in front of the class, including the guest speaker.

Finally, the required work experience (Internship or Full-Time position) in order to graduate from the Master is also considered a part of this course and is included in the evaluation criteria.
Evaluation criteria

Student Grades will be based on:

60% - Participation, and Preparation during the course sessions including attending all of the sessions, making good/additive comments, not disrupting or making noise when the professor or another student is talking. Each student is required to present at least 2 times during the sessions of the course with guest speakers. Preparation and performance during these required presentations will be included in the grade assessment. Finally, preparation and performance during the required internship / full time professional work position in order to graduate from the Master will also be taken into account.

40% - Internship/employer report, which is to be prepared by the employer, after evaluating the student’s performance in the internship / full time professional work position.

Students are required to attend 80% of classes. Failing to do so without justified reason will imply a Zero grade in the participation/attendance evaluation item and may lead to suspension from the program.

As with all courses taught at the UPF BSM, students who fail the course during regular evaluation will be allowed ONE re-take of the examination/evaluation. Students that pass any Retake exam should get a 5 by default as a final grade for the course. If the course is again failed after the retake, students will have to register again for the course the following year.

In case of a justified no-show to an exam, the student must inform the corresponding faculty member and the director(s) of the program so that they study the possibility of rescheduling the exam (one possibility being during the “Retake” period). In the meantime, the student will get an “incomplete”, which will be replaced by the actual grade after the final exam is taken. The “incomplete” will not be reflected on the student’s Academic Transcript.

Plagiarism is to use another’s work and to present it as one’s own without acknowledging the sources in the correct way. All essays, reports or projects handed in by a student must be original work completed by the student. By enrolling at any UPF BSM Master of Science and signing the “Honor Code,” students acknowledge that they understand the schools’ policy on plagiarism and certify that all course assignments will be their own work, except where indicated by correct referencing. Failing to do so may result in automatic expulsion from the program.

Calendar and Contents (tentative)

The calendar and sessions for the course will be planned throughout the year, depending on availability of guest speakers, which cannot be confirmed at the beginning of the course. All sessions will be planned at least a week in advance, though most will be planned much more in advance (as far as is possible given the coordination challenges with the professionals).

The required work experience (internship or full time) should be completed after the classes for the school year finish. If the student decides to do an internship to fulfil this part of the Master, then the internship can be completed either after the completion of all the classes of the school year finish, or during the school year at the same time that there are the regular classes of the Master, only in the case that the Internship is part-time and the student is able to
complete both the part-time internship and his or her full time classes at the same time at a high level of performance.

**Reading Materials / Bibliography/ Resources**

Prior to each session with the guest speakers, readings will be specified and disseminated so that the students can prepare well for each session.

**Bio of Professor**

Michael Counihan has spent the majority of his career in investment banking, company financing, fundraising and M&A. He has lived in San Francisco, New York, London and Barcelona while working both at major investment banks, Merrill Lynch and Citigroup and boutique firms such as Prime Capital Investors and NewTech Capital, where he works today.

In addition to extensive financial work, Michael has launched technology startups in both collaborative consumption and flash sales e-commerce.

Michael is a professor of Finance, including Investment Banking topics. He completed his MBA at IESE Business School and University of Chicago - Booth School of Business, and he completed the Chartered Financial Analyst (CFA) Program.

**Additional Note**

To avoid any confusion about the name of this course, we want to clarify that the official name of this course is “Internship”; however, during our communications with students we will sometimes be referring to the course as “Connecting with the Industry”. Whenever the course name of either “Internship” or “Connecting with the Industry” is mentioned, it is referring to this course.