New Name, Same Great Programs!

In spring 2015, we retired the name “Financial Education Partnership” as a way to unify all programs offered by the Duke Financial Economics Center under the DFE acronym. Only the name has changed — our purpose of expanding and enriching curricular and extracurricular opportunities for finance education remains, and encompasses more exciting programming each semester.

One crucial factor in the DFE’s success continues to be the sponsorship and involvement of our corporate partners. The level of interaction with professionals Duke students experience through visiting lectures, competitions, lunch & learns, and mentoring is a defining feature of the Center and could not be accomplished without these alumni and friends. There is no better way for students to learn professionalism and gain insight into the finance field.

We thank our corporate partners as well as our partners within Duke for supporting another active year of DFE programs!

2014 – 2015 DFE Programming

- Six competitions
- Finance Boot Camp
- Lunch & Learn Series
- Diversity Outreach Reading Group
- Sophomore Mentor Program
- Corporate Valuation Seminars
- Bloomberg Aptitude Test
- Duke in London: Finance
- 10 finances courses offered in fall ’14; 11 offered in spring ’15

2014 – 2015 DFE Sponsors

- Bank of America Merrill Lynch
- BlackRock
- BNP Paribas
- Boston Consulting Group
- Brownstone
- Deutsche Bank
- General Motors
- Goldman Sachs
- JP Morgan
- Morgan Stanley
- Peak6
- RBC

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Educational Competitions 2014 – 2015

Fall 2014

Four competitions were offered during the fall semester and saw strong rates of participation. More than 40 teams of students submitted unique trade pitch ideas for the Goldman Sachs Trade Pitch Competition, a new addition to the DFE competition slate. Ultimately, juniors Suqi Huang, Mandy Jiang, and Jenny Ni took first place for their idea of a merger among tobacco brands, which they pitched to a Goldman Sachs panel.

Duke alumnus and panelist Jonathan Shugar commented, “Our panelists were impressed that many of the teams’ ideas mirrored discussions we have every day at Goldman Sachs, as well as by the teams’ ability to support their investment theses.”

The BlackRock Asset Allocation Competition challenged students to act as portfolio managers for a particular class of funds, determining the allocation of different assets within their portfolios for a one-year horizon. The teams chosen to present were assigned BlackRock coaches, who gave feedback and guidance.

A team of two sophomores, Diana Evans and Sam Morton, won the competition (pictured left with BlackRock Managing Director Kip Zahn). They developed a prudent portfolio allocation for clients with a retirement date of 2045.

The Morgan Stanley Trading Game ran throughout the fall semester and gave 109 students the chance to get up close and personal with the markets. They traded a pre-selected group of assets via an online simulated trading platform called Stockfuse. The game featured a leaderboard that displayed the dynamic rankings of the participants by returns yielded throughout the competition. Divided into three periods, the game was structured to give participants multiple opportunities to boost their returns and learn from past missteps. Each player started with $100,000 in simulated funds to invest; the top 10 players generated returns of more than 12% on average.

The final competition of the fall ’14 semester was the Deutsche Bank Finance Game Show. Twelve teams of four students faced off over quiz questions on finance- and business-related topics. To prepare, the teams read assigned articles and perused the Wall Street Journal on a daily basis to keep up with current global events. Sophomores Derek Chait, Trey Coppinger, Lukas Neske, and Travis Wolf clinched the win.

Spring 2015

The DFE hosted two competitions this spring that allowed students to explore the roles of consultants and buy-side equity analysts. In total, 164 sophomores and juniors from 15 majors participated, with 58 selected to present in teams to representatives from the sponsoring firms.

Sponsored for the second consecutive year by Boston Consulting Group, the BCG Case Study Competition invited students to develop a strategic plan to regain market share and increase the profitability of a milk producer facing

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Duke Students Win Hedge Fund Challenge for a Second Consecutive Year

History repeated itself last fall when three seniors from Linsey Hughes’ Inside Hedge Funds course took first place in the Carolina Hedge Fund Challenge and were awarded $10,000. Wes Koorbusch, Annie Wang, and Giulia Caterini pitched their unique quantitative long/short equity hedge fund, Bull City Capital Management, to a distinguished panel of hedge fund professionals in November.

Duke had a total of three teams in the challenge, all of whom were enrolled in the course taught by Hughes, a seasoned hedge fund professional and executive in residence in the Economics Department.

The non-profit Hedge Fund Competition hosts regional challenges across the U.S., inviting ambitious finance-focused college students to pitch their start-up investment ideas via a hedge fund structure. In addition to winning the $10,000 cash prize, the top team receives a full scholarship to earn the Chartered Alternative Investment Analyst (CAIA) Designation, including Level I and Level II exams and test preparation classes.

Spring 2015 Competitions continued

competitive challenges. The top 10 teams, as chosen by DFE faculty and BCG, gave 10-minute presentations to a BCG panel. They addressed a wide variety of strategies—from streamlining production to participating in mergers and acquisitions—for improving the business.

For the Peak6 Equity Research Competition, sponsoring investment firm Peak6 asked student teams to choose one firm from a list of small-cap companies and carry out a “deep-dive” equity analysis, taking into consideration all aspects of the business, its competition, and future potential. “Use your creativity to try to uncover the ‘intrinsic value’ of the company,” guidelines from the firm advised. “Dig deep and try to develop a behind-the-scenes view.” Nine teams presented in April with nine Peak6 representatives in attendance.

Juniors Suqi Huang, Yuxuan Liu, and Bryan Wang (pictured right top) placed first in the Case Study Competition, winning first-round interviews with BCG in their senior year. The same team of sophomores who won the Deutsche Bank Finance Game Show, Derek Chait, Trey Coppinger, Lukas Neske, and Travis Wolf, took first in the Equity Research Competition and received a $6,000 cash prize plus an all-expenses-paid trip to visit Peak6 in Chicago. (Neske, Wolf, and Chait are pictured right bottom with Peak6 co-founder and CEO Matt Hulsizer.)

Congratulations to all of our 2014 – 2015 DFE competition winners!
Lunch & Learn Series 2014 – 2015

The DFE hosts lunch & learn sessions throughout the academic year to allow students to engage informally with alumni and DFE supporters in the financial markets. Students are able to ask questions in a non-evaluative atmosphere and learn about different professionals’ unique career experiences and current firms. Special thanks to those who participated in the 2014 – 2015 lunch & learns:

Zach Prager and Tyrone Thomas (Citi)
Merrick Axel (Cressey & Company)
Owen Ryan, Katy Hollister, and Mike Wade (Deloitte)
Chris Ryan (Moelis)
Mike Meyer and Grant Tolson (RBC)
Paul Hindsley (William Blair & Company)

If you would like to take part in a lunch & learn, please contact John Caccavale at john.caccavale@duke.edu.

Sophomore Mentor Program

The 2015 program kicked off in April with 65 students paired with Wall Street mentors. The program serves as an opportunity for sophomores to get personalized advice and encouragement in advance of internship recruiting in their junior year.

We are grateful to the many professionals offering their time this spring and summer to make one-on-one connections with Duke students. If you would like to be a mentor next spring, please contact Jennifer Valentyn at jennifer.valentyn@duke.edu.

DFE Leadership Award 2014 – 2015

The DFE Leadership Award (formerly FEP Leadership Award) was created to recognize seniors who have made a significant impact while participating in DFE and other finance-related activities at Duke. They represent qualities that made them leaders on campus and will serve them well in their post-Duke lives: initiative, collegiality, professionalism, and a passion for learning.

The 2014 – 2015 awardees are Tony Hernandez (below, left) and Max Lipscomb. Both have been generous in the guidance they have provided underclassmen, Tony through his engagement with underrepresented minority students, and Max through his involvement with the Duke Investment Club. DFE Teaching Director Emma Rasiel remarked, “Tony and Max’s efforts have fostered the culture of mentoring that is one of Duke's strongest characteristics.”

Tony is headed to BlackRock to work with the Latin America & Iberia Client Team, while Max is joining the Global Power & Utilities Investment Banking Group at Morgan Stanley. We wish them the very best of luck!

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Diversity Outreach

A key goal of the DFE is to increase opportunities for all students to become more knowledgeable about finance and the markets, regardless of major, ethnicity, or gender. Through our diversity outreach efforts, we engage with minority students who are underrepresented in finance, including Hispanics, African Americans, and women, to help promote diversity in the industry.

In fall 2014, DFE partnered again with black fraternity Kappa Alpha Psi to host a “Minorities on Wall Street” panel event. Representatives from several banks attended.

This spring we organized regular Diversity Reading Group lunches and dinners, discussing current global events affecting the markets with students of all backgrounds and levels of familiarity with finance and economics.

Finance Boot Camp

From January 2 – 6, the DFE held Finance Boot Camp for the third consecutive year. This program is targeted at juniors seeking summer finance internships who are unavailable for the many on-campus training and networking activities in the fall semester because they are studying abroad. Our motto for Boot Camp is “No Junior Left Behind”: we are committed to getting any junior with an interest in finance up to speed for spring internship recruiting season.

The first two and a half days of Boot Camp are educational. Students attend classes on accounting, corporate valuation, equity research, financial market fundamentals, and more. The last two days are dedicated to interaction with representatives from sponsoring firms, including one-on-one résumé review and interview preparation, small group workshops, and networking events. In response to demand, this year we invited twice as many students as in previous years (60 total) to participate in the educational portion. We kept the number who attended the networking portion at 30 to maximize one-on-one interaction with the firm reps.

The DFE partners with Duke Continuing Studies, Trinity College of Arts & Sciences, and the Career Center to make Boot Camp possible.

Many thanks to the firms who sponsored and participated in 2015 Finance Boot Camp!
Bank of America Merrill Lynch  BNP Paribas  Blackstone  Brownstone
Deutsche Bank  Goldman Sachs  JP Morgan  Morgan Stanley  RBC

New in Fall 2015 – Fall Break Boot Camp

We are excited to announce that the DFE will offer a two-day, education-only Finance Boot Camp over fall break, October 13 – 14, 2015. All juniors on campus for the fall semester are welcome to apply. The program will include two keynote-speaker dinners and two full days of educational training for interview preparation. We anticipate that 60 – 70 students will attend.

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Finance Courses 2014 – 2015

The following finance courses were offered through the Department of Economics this academic year:

- Advanced Financial and Managerial Accounting
- Behavioral Finance
- Corporate Finance
- Economics of Entrepreneurship
- Financial Derivatives and Engineering
- Financial Institutions
- Financial Markets and Investments
- Forecasting Financial Markets
- Global Capital Markets
- Goodner Equity Research Project
- Inside Hedge Funds
- Intermediate Finance
- Shakespeare & the Financial Markets

The DFE works to continually expand the number of finance courses available to undergraduates. This coming fall, we will offer a course on the fixed income markets, and in spring 2016, a course on mutual funds will be added to the schedule.

2014 – 2015 DFE-Organized Training Events

- **Corporate Valuation Seminar** hosted by Bank of America Merrill Lynch: Students gained practical, hands-on experience in building discounted cash flow, comparable companies, and LBO models.

- **Training the Street Financial Valuation Seminar** sponsored by Wells Fargo: Designed for students interested in investment banking and capital markets, this five-hour seminar provided an essential foundation in popular valuation techniques.

- **Bloomberg Aptitude Test**: The BAT was offered three times during the academic year to give students an opportunity to test their quantitative skills and competency in such areas as news analysis, economics, analytical reasoning, and financial statement analysis.

Study Away Opportunities

**Duke in New York: Financial Markets & Institutions**

The 18 sophomores who participated in Duke in New York this spring enjoyed a full semester of coursework in finance, site visits to 10 firms, and 15 visiting lectures from financial professionals. Professor Grace Kim taught the courses *Financial Institutions* and *The Economics of Entrepreneurship*, while Professor George Tauchen returned for a sixth year to teach *The Economics of Derivatives and Financial Engineering*. Rounding out the students’ course load was visiting professor Anna Jozefacka’s course, *Architecture and Urbanism in New York City*. The program kicked off in January with a reception at BlackRock at which the students mingled with alumni and friends of the DFE.

**Duke in London: Finance**

The 2014 Duke in London students made the most of their six weeks in the UK, learning about the financial markets through in-depth interaction with professionals and rigorous classroom instruction. They also took in the area’s sites and culture, with visits to the Tate Modern, the London Tower, and Oxford. DFE Executive Director John Caccavale taught *Global Capital Markets* on the program, and DFE Teaching Director Emma Rasiel taught *Financial Markets and Investment*.

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