

The Trading Room

I CAN MAKE
IT ON WALL
STREET



BECAUSE
I'VE ALREADY
MADE IT HERE

Connecting business education to
the world's financial markets.

PENNSTATE



SMEAL College of Business



The Trading Room

The Trading Room was established in spring 2001 as an advanced learning laboratory for students at all levels: undergraduate, MBA, Ph.D., and executive education. Smeal was among the first business schools in the nation to invest in such a unique learning environment, and the facility is now better than ever as part of the college's new 210,000-square-foot building.

The Trading Room replicates a real-world trading experience and functions as a classroom and a laboratory. Televisions offer access to live coverage of CNBC, CNN, and other financial and news networks. Real-time tickers and stock boards surround you with important financial information.

Each of the 54 workstations in the Trading Room is equipped with two monitors, a powerful computer, and the software needed for simulated trading, deal capture, settlement, analytics, pricing, portfolio management, derivatives pricing, and other finance-related challenges.

The Trading Room is a dedicated arena for intense debates with your peers about the latest market trends. Spend long hours on real-world research as you use the available technology to hone your finance skills. Network with Smeal alumni who have made it on Wall Street, and have returned to share their insights.

This state-of-the-art facility is located on the ground floor of the Business Building, near the main entrance, and stands as both a physical and figurative symbol of the college's commitment to and connection with its students.

"I used the knowledge I gained from the Trading Room to distinguish myself very early in my career. I was able to teach things to my peers, and even some in senior management."

— Nathan Kline, Analyst, Fortress Capital Management ('03 B.S.)



The Smeal College of Business

During a history that spans more than fifty years, the Smeal College has emerged as one of the largest and most successful business schools in the nation. Our size offers numerous advantages including world-class facilities, an expansive alumni network, and a prestigious faculty representing every area of business.

Smeal also offers opportunities for tailored student engagement and learning. In the Smeal Trading Room and beyond, a commitment to personal focus prepares you for success at Smeal and throughout your career.

“Smeal students have access to all the market data and software tools that are available in the profession. They are receiving ‘on the job training’ while still in school. I hire them because of this experience. They arrive ready to roll up their sleeves and get the job done.”

— **T. Timothy Murray, Senior Managing Director and Derivatives Middle Office Global Manager, Bear Stearns**

Connecting the classroom and the financial world

The Smeal College pushes the technological frontier of business education through the Trading Room. It is a vital link between the learning experience and business practice, a bridge between the classroom and financial markets.

It also serves as the foundation for a number of educational programs that will introduce you to the dynamic world of trading and risk management. Prepare to thrive on Wall Street and beyond with the experiences you gain in the Trading Room.



“My experiences in the Trading Room have taught me more about financial markets than any one class here at Penn State. It goes beyond just learning, it is about the experience we need to be successful professionally.”

**— Frank Howard,
Undergraduate in
Accounting, Nittany
Lion Fund Manager**

Internship Program

The Trading Room is home to a group of interns, or Trading Room analysts, who develop specialized knowledge in one of the software systems in the room including Bloomberg, Reuters, TradeStation, or Financial Trading System (FTS). Analysts are responsible for working in the room and assisting visitors. They also teach regular classes about the software systems.

As part of their internships, Trading Room analysts also complete a research project using the resources available in the room. These projects range from developing trading simulations in FTS to using Reuters and Bloomberg to construct datasets of financial information for finance courses.

Many of our interns have gone on to jobs on Wall Street, where they say the knowledge they gained as analysts helped them stand out from the competition from day one.

Penn State Investment Association

The Penn State Investment Association (PSIA) is a student organization established to provide students with a strong foundation in the functioning of the capital markets. PSIA often uses the Trading Room as a meeting place, and many of the students in the organization are involved as student managers of the Nittany Lion Fund or as Trading Room interns.

Nittany Lion Fund

Our student-managed investment fund—with its \$4.5 million under management and 69 investors—grew by nearly 13 percent in its first year thanks to the shrewd investment decisions of our students.

With the pressure of real investment dollars at stake and an investment strategy focused on long-term capital growth, over 200 Smeal students participate in the fund's management, gaining extensive research and analysis experience.

The information and software available through the Trading Room provides easy access to the financial information student managers need to successfully oversee the fund. The room also provides a regular meeting place for the student managers, both formally, as they meet in class, and informally, as they debate the latest stock pick between classes.

“In the Trading Room, our students develop great insights into how the markets operate. As a result, our placements on Wall Street have never been better.”

— **J. Randall Woolridge, Goldman, Sachs & Company** and **Frank P. Smeal University Endowed Fellow in Business Administration**



“In the Trading Room, I found a group of people I can rely on and confide in. They are now a strong network of contacts that I still rely on to try out my ideas.”

— **Jay Hammarstedt, Analyst, Merrill Lynch ('04 B.S.)**



Professional Software Training

The Trading Room has the same software packages professionals use, and representatives from these software companies, such as Bloomberg or Reuters, often visit to lead formal training sessions. Such professional training is usually available only on the job, but, through the Trading Room, we make it available to our students.

Trading Room Lecture Series

A number of accomplished finance professionals—many of whom are alumni—visit the Trading Room each year as part of the Trading Room Lecture Series. With its real-time access to both software and financial information, the Trading Room is perfectly equipped for these lectures and demonstrations about financial markets. Visiting lecturers have included CEOs, hedge fund managers, and high-level executives from Wall Street investment firms.

Trading Competitions

The Trading Room has hosted its own international trading competition, in which a Penn State student emerged the winner. The room has also been a training ground for a number of Penn State students who have been successful at other trading competitions, including back-to-back first- and third-place showings at the Rotman International Trading Competition.

LionTrader

LionTrader is the official magazine of the Trading Room. It is written and edited by Trading Room analysts, and provides opportunities for our students to research and publish articles on topics important to the business world.

Center for the Study of Financial Markets

The Center for the Study of Financial Markets is dedicated to the support and promotion of academic research in the operation, governance, and performance of global financial markets. The Trading Room provides researchers associated with the center an advanced laboratory in which they can conduct studies about global financial markets, stock trading, options, and other tools and elements found in today's global economies.

“As a manager of the Nittany Lion Fund, I am able to work with the same software that is on Wall Street, which will give me a competitive advantage when I am ready to interview for permanent positions.”

— Allison Pavlick,
Undergraduate in
Finance, Nittany Lion
Fund Manager





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