

# University of North Texas

G. Brint Ryan College of Business

Department of Finance, Insurance, Real Estate, and Law

## Course Syllabus

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### **FIPL 4210 – Section 501**

Securities Industry Essentials (SIE) Test Prep

Summer 2026 – Course Sponsored by TIAA

## Instructor Information

<b>Instructor</b>	Dr. Mark Evers, CFP®, CRPC®
<b>Title</b>	Clinical Assistant Professor and Director, Financial Planning Program
<b>Office Location</b>	Zoom (virtual)
<b>Phone</b>	(940) 565-3620
<b>Email</b>	Mark.Evers@unt.edu
<b>Office Hours</b>	Tuesdays 5:00–6:00 PM or immediately after Live sessions (via Zoom), or by appointment

## Communication Expectations

Email is my primary method of communication. Please include “FIPL 4210” in the subject line to ensure your message is routed to the course inbox.

I will respond within 24 hours (Monday–Friday). Emails sent after 1:00 PM on Friday will be answered the following Monday.

For tips on effective online communication, see [Online Communication Tips](#).

## Welcome to UNT

As members of the UNT community, we have all made a commitment to be part of an institution that respects and values the identities of the students and employees with whom we interact. UNT does not tolerate identity-based discrimination, harassment, or retaliation. UNT’s full Non-Discrimination Policy can be found in the UNT Policies section of this syllabus.

## Course Description, Structure, and Objectives

### Course Description

This course is designed to prepare students to take the Financial Industry Regulatory Authority (FINRA) Securities Industry Essentials (SIE) examination. The SIE is the foundational industry exam that serves as a prerequisite for FINRA Series 6, 7, and other representative-level qualification exams. Topics include equity and debt securities, packaged products, options, trading markets, customer accounts, the regulatory framework, economic analysis, and tax considerations, in accordance with the FINRA SIE Content Outline.

### Course Structure

This is a 10-week accelerated summer course delivered through a hybrid format combining face-to-face sessions on the Frisco campus Room 380, synchronous remote meetings, and

asynchronous self-paced study through the CeriFi Pass Perfect online exam preparation platform. The course is organized into four content modules covering 16 chapters. All assignments are submitted through the Pass Perfect system, and the course materials include readings, videos, practice quizzes, and exams.

In-person sessions are held in Frisco at Frisco Landing Room 380. See the Course Schedule section for specific dates, times, and classroom assignments. Students are expected to maintain consistent progress through the CeriFi platform according to the posted schedule.

## Course Prerequisites or Other Restrictions

FINA 2770 or FINA 3770 with a grade of C or better. FINA 4200 (Investments) or previous experience in investments is recommended but not required.

## About the SIE Exam

- Number of graded questions: 75, plus 10 ungraded pretest items (85 total questions)
- Passing score: Approximately 70% (aim for 75% or higher to be secure)
- Time limit: 1 hour 45 minutes (105 minutes)
- Format: Multiple-choice, administered at FINRA-approved testing centers

## Course Learning Objectives

Upon successful completion of this course, students will be able to:

1. Identify and compare the characteristics, rights, risks, and tax treatment of equity securities, debt instruments (corporate, Treasury, agency, and municipal bonds), money market instruments, and packaged investment products (mutual funds, ETFs, UITs, variable annuities, DPPs, REITs, hedge funds, 529 plans, and ABLE accounts).
2. Apply foundational fixed-income concepts—including the inverse price–yield relationship, the yield hierarchy (coupon rate, current yield, YTM, YTC), and credit ratings—and distinguish among the major categories of investment risk (interest rate, credit, reinvestment, inflation, call, prepayment, liquidity, and currency risk).
3. Explain the structure of securities markets (primary, secondary, third, and fourth markets), the roles of market participants (brokers, dealers, market makers, underwriters), the types of customer orders (market, limit, stop, and stop-limit), and the mechanics of trade settlement, dividend payment dates, corporate actions, and cost basis determination.
4. Describe the account opening process, Know Your Customer (KYC) and Customer Identification Program (CIP) requirements, Regulation Best Interest and FINRA suitability standards, and the characteristics of account types including cash, margin, discretionary, joint, trust, custodial, retirement, and corporate accounts.
5. Demonstrate knowledge of the regulatory framework governing the securities industry—including the Securities Act of 1933, the Securities Exchange Act of 1934, the

Investment Company Act of 1940, the roles of the SEC, FINRA, and MSRB, anti-money laundering compliance, prohibited activities (market manipulation, insider trading, and churning), registration and continuing education requirements, and the economic and tax principles that affect securities markets and investment decisions.

## Teaching Philosophy

*“Study without desire spoils the memory, and it retains nothing that it takes in.” – Leonardo da Vinci*

No matter what area of finance your career takes you, there is a good chance that you will need to pass a FINRA securities license. The SIE exam is the gateway to unlock the other exams required to work in the investment and securities industry. Hopefully, you have signed up for this course because you desire to learn about the securities industry—specifically what is needed to pass the SIE test as a precursor to the FINRA Series licenses.

This is a collegiate course in which you, the student, are responsible for your own learning. The instructor presents materials along with the readings, videos, case studies, and assessments. Assessments in the form of homework assignments, quizzes, and exams are designed to give you feedback on your learning progress. Your success is up to you. The instructor is your guide in the learning process.

## How to Succeed in This Course

Success in this course requires consistent daily engagement with the CeriFi Pass Perfect platform. The SIE exam covers a broad range of material, and the most effective preparation strategy is steady, incremental progress through each chapter’s readings, practice questions, and flashcards rather than last-minute cramming.

I encourage you to reach out early and often if you encounter difficulties with the material. Office hours are held Tuesdays from 5 to 6:00 PM via Zoom or immediately after a live class session. Additionally, I am available via email. Students who take advantage of these resources consistently perform better on both the course Final Exams and the actual SIE examination.

## ADA Accommodation Statement

The University of North Texas makes reasonable academic accommodation for students with disabilities. Students seeking reasonable accommodation must first register with the Office of Disability Access (ODA) to verify their eligibility. If a disability is verified, the ODA will provide you with a reasonable accommodation letter to be delivered to faculty to begin a private discussion regarding your specific needs in a course. You may request reasonable accommodations at any time; however, ODA notices of reasonable accommodation should be provided as early as possible in the semester to avoid any delay in implementation. Note that students must obtain a new letter of reasonable accommodation for every semester and must meet with each faculty member prior to implementation in each class. Students are strongly encouraged to deliver letters of reasonable accommodation during faculty office hours or by

appointment. Faculty members have the authority to ask students to discuss such letters during their designated office hours to protect the privacy of the student.

For additional information, refer to the [Office of Disability Access](#) website. You may also contact ODA by phone at (940) 565-4323.

## Academic Success Resources

UNT strives to offer you a high-quality education and a supportive environment so that you learn and grow. As a faculty member, I am committed to helping you be successful as a student. To learn more about campus resources, visit [unt.edu/success](http://unt.edu/success) and explore [unt.edu/wellness](http://unt.edu/wellness). For enrollment and student financial questions, visit [scrappysays.unt.edu](http://scrappysays.unt.edu).

## Supporting Your Success and Creating an Inclusive Learning Environment

I value the many perspectives students bring to our campus. Please work with me to create a classroom culture of open communication, mutual respect, and belonging. All discussions should be respectful and civil. Although disagreements and debates are encouraged, personal attacks are unacceptable. Together, we can ensure a safe and welcoming classroom for all. If you ever feel like this is not the case, please stop by my (virtual) office and let me know.

Every student in this class should have the right to learn and engage within an environment of respect and courtesy from others. I encourage you to review UNT's [Code of Student Conduct](#) so that we can all start with the same baseline of mutual respect.

## Required Materials

### Course Platform

- **CeriFi Pass Perfect – Securities Industry Essentials (SIE) Exam Prep:** Online exam preparation platform providing readings, videos, practice questions, flashcards, mastery exams, and full-length exam simulations. The web address is [unt.learn.cerifi.com](http://unt.learn.cerifi.com). You will gain access during the first class using your UNT email address.

### Supplementary Materials

- **FINRA SIE Content Outline:** Available at [www.finra.org/sites/default/files/SIE\\_Content\\_Outline.pdf](http://www.finra.org/sites/default/files/SIE_Content_Outline.pdf)
- **SIE Exam Prep Study Guides (Chapters 1–16):** Four study guides provided by the instructor as supplementary reference materials.

### Technology Requirements

This course has digital components. To fully participate, students will need internet access to reference content on the Canvas Learning Management System and the CeriFi Pass Perfect

online platform. If circumstances change, you will be informed of other technical needs to access course content.

Information on how to be successful in a digital learning environment can be found at [Learn Anywhere](#).

### **Minimum Technology Requirements**

- Computer with a modern web browser (Chrome, Firefox, or Safari are recommended)
- Reliable internet access
- Speakers and microphone
- Required browser plug-ins
- Microsoft Office Suite
- [Canvas Technical Requirements](#)

### **Computer Skills and Digital Literacy**

- Using Canvas
- Using email with attachments
- Downloading and installing software
- Using spreadsheet programs
- Using presentation and graphics programs

### **Technical Assistance**

Working in an online environment sometimes involves dealing with the inconveniences and frustration that can arise when technology breaks down or does not perform as expected. UNT has a Student Help Desk available to assist with Canvas and other technology issues.

#### [UIT Student Help Desk](#)

**Email:** helpdesk@unt.edu

**Phone:** (940) 565-2324

**In Person:** Sage Hall, Room 130

**Walk-In Availability:** 8:00 AM – 9:00 PM

#### **Telephone Availability**

- Sunday: Noon – Midnight
- Monday–Thursday: 8:00 AM – Midnight
- Friday: 8:00 AM – 8:00 PM
- Saturday: 9:00 AM – 5:00 PM
- Laptop Checkout: 8:00 AM – 7:00 PM

## Course Requirements and Schedule

The following schedule outlines weekly topics, chapter assignments, and assessment deadlines. This schedule is tentative. Content, dates, and topics may change as situations throughout the semester warrant. Any changes will be announced via Canvas. Students will be notified by Eagle Alert if there is a campus closing that will impact a class meeting.

For more information, see the [Campus Closures Policy](#).

Week	Dates	Topics and Activities	Chapters	Assessments
1	May 18–24  Remote <b>May 19 Live</b> via Zoom w/Cerifi	<b>May 20 Live via Zoom 5pm – 6pm:</b> Course introduction with Cerifi Pass Perfect setup. <b>Complete Final Exam #1</b> unaided (baseline).  During the week on your own: Begin Equities, Debt, Bonds, Munis, and Money Markets.	1–5	<b>Baseline Final Exam 1</b>
2	May 25–31  Remote <b>May 26 Live</b> via Zoom w/ TIAA	<b>May 27 Live via Zoom 5pm – 6:30pm:</b> Career Event with TIAA (Get a finance job! Make lots of money!) (Might get moved to June 2 depending on TIAA)  During the week on your own: Finish Equities, Debt, Bonds, Munis, and Money Markets. <b>Complete Mastery Exam I.</b>	1–5	<b>Mastery Exam I</b>
3	Jun 1–7	During the week on your own: Packaged Products, Trading Markets, Trade Processing and Settlement. <b>Complete Mastery Exam II.</b>	6–8	<b>Mastery Exam II</b>
4	Jun 8–14	During the week on your own: Begin Options, Customer Accounts, Suitability, Account Types, Retirement Plans, Variable Annuities.	9–12	
5	Jun 15–21	During the week on your own: Finish Options, Customer Accounts, Suitability, Account Types, Retirement Plans, Variable Annuities. <b>Complete Mastery Exam III.</b>	9–12	<b>Mastery Exam III</b>
6	Jun 22–28	During the week on your own: <b>Finish!!</b> Primary Market, Act of 1934, SRO Rules, Economic Analysis, Tax Rules. <b>Complete Mastery Exam IV.</b>	13–16	<b>Mastery Exam IV</b>

7	<b>Jun 30 **In-person**</b>	<b>Final Exam Simulation (1 hr 45 min, FINRA format). Final Exam (#2 or 3). In-person only.</b>	All	<b>Final Exam 2 or 3</b>
8	Jul 6–12	During the week on your own: Review materials and retake Final Exam at Testing Center if necessary (Exam #4). If you achieve 75%+, register and take the actual SIE Exam.	All	<b>Final Exam 4 (retake if needed)</b>
9	July 13 – 19	During the week on your own: Review and retake Final Exam at Testing Center if necessary (Exam #5). If you achieve 75%+, register and take the actual SIE Exam.	All	<b>Final Exam 5 (retake if needed)</b>
10	July 20 - 24	During the week on your own: Review and retake Final Exam at Testing Center if necessary (Exam #7). If you achieve 75%+, register and take the actual SIE Exam.	All	<b>Final Exam 6 (retake if needed)</b>

## Final Exam Information

**Date and Time:** June 30, 2026 – In-person (1 hour 45 minutes, FINRA format) 5:00pm – 7:00pm

**Location:** Frisco Landing Room 380, or UNT Testing Center at Sage Hall

## Important Notes on the Final Exams

- Week 1: Students will complete an unaided baseline Final Exam (#1) during the first class meeting to establish a starting point. This baseline score is not used in grade calculations.
- Week 7 (June 30): Students must attend in person to take the Final Exam simulation (#2 or #3) under FINRA testing conditions. Alternative arrangements may be made with the Testing Center at Sage Hall, but are subject to the availability there. Do not risk it. Be in class at Frisco Landing 380 with your laptop between 5pm and 7pm to test.
- Weeks 8–10 (July 6–10): Students who do not achieve a passing score may retake the Final Exam (#4–#10) at the Testing Center. Only in-person or Testing Center results will be accepted.
- Students who achieve a score of 75% or higher on the Final Exam are encouraged to register for and take the actual FINRA SIE examination.

## Assessing Your Work

### Grading Components

Your final grade is based on the following weighted components:

Assessment Component	Weight	Points
Mastery Exam I (Chapters 1–5)	10%	100
Mastery Exam II (Chapters 6–8)	10%	100
Mastery Exam III (Chapters 9–12)	10%	100
Mastery Exam IV (Chapters 13–16)	10%	100
CeriFi Course Completion (all modules)	20%	200
Final Exam (FINRA-format simulation)	40%	400
<b>Total</b>	<b>100%</b>	<b>1,000</b>

#### Mastery Exams (40% total – 10% each)

Four mastery exams are administered through the CeriFi Pass Perfect platform at the completion of each content module. Each mastery exam assesses your command of the chapters covered in that module. Mastery exams are timed and must be completed by the deadline indicated on the course schedule.

#### CeriFi Course Completion (20%)

Students are expected to complete all assigned modules within the CeriFi Pass Perfect platform, including chapter readings, practice questions, and flashcard reviews. Your course completion grade is determined by your progress percentage through the platform as recorded by CeriFi at the end of the term. You must complete all modules to receive full credit.

#### Final Exam (40%)

The Final Exam is a comprehensive, FINRA-format simulation consisting of 75 multiple-choice questions administered under timed conditions (1 hour 45 minutes). The exam covers all 16 chapters and mirrors the structure, timing, and difficulty of the actual FINRA SIE examination. Final Exam results are accepted only when taken in person or at the UNT Testing Center at Sage Hall.

Students submitting a Prometric's result of Pass before the end of the course will automatically receive an A in the course.

### Grading Scale

Final letter grades are determined by your weighted final average according to the following scale:

Final Average	Letter Grade
75.00% and above	A
70.00% – 74.99%	B
65.00% – 69.99%	C
60.00% – 64.99%	D
Below 60.00%	F

This grading scale reflects the standards of the FINRA SIE examination, where a passing score corresponds to approximately 70% on the scored examination. The course uses a higher threshold for the A grade to encourage thorough mastery of the material before students register for the actual SIE exam.

### Late Work Policy

Because this is an accelerated summer course, staying on schedule is essential. Mastery exams must be completed by the posted deadline. Late submissions will be accepted only in cases of documented emergencies or university-excused absences. Please communicate with me as early as possible if you anticipate difficulty meeting a deadline.

### Academic Integrity

Students are expected to complete all work independently unless otherwise instructed. All students are bound by UNT's [Academic Integrity Policy \(06.003\)](#). Violations—including cheating on exams, sharing exam content, or misrepresenting CeriFi platform progress—may result in a failing grade for the assignment or the course, and may be reported to the Office of Academic Integrity. Accessing materials, using aid materials, or using AI while taking the quizzes and exams are examples of cheating and will not be tolerated. You will receive an automatic F in the course. AI will detect AI use.

*Honor Code: "I commit myself to honor, integrity, and responsibility as a student representing the University of North Texas community. I understand and pledge to uphold academic integrity as set forth by UNT Student Academic Integrity Policy 06.003. I affirm that the work I submit will always be my own, and the support I provide and receive will always be honorable."*

## Attendance and Participation

The majority of this course follows an “on your own” format, consisting of videos, readings, and practice quizzes and exams delivered through CeriFi Pass Perfect. The classroom will be open for study sessions during designated weeks.

Attendance at the mandatory in-person session on June 30, 2026 (Final Exam) is required unless prior arrangements have been made with the Testing Center at Sage Hall. If you cannot attend the mandatory session due to a university-excused absence—such as active military service, a religious holy day, or an official university function—please notify me as early as possible.

For more information, see the [Student Attendance and Authorized Absences Policy](#).

## UNT Policies and Student Support Services

In addition to the course-specific standards outlined in this syllabus, students are responsible for understanding and complying with all applicable UNT policies and procedures. A comprehensive list of student support services and institutional policies—including academic integrity, student conduct, grade appeals, emergency procedures, and more—is available on the [Student Support Services and Policies](#) page.

Key policies include:

- **Academic Integrity Policy:** [policy.unt.edu/policy/06-003](http://policy.unt.edu/policy/06-003)
- **Code of Student Conduct:** [policy.unt.edu/policy/07-012](http://policy.unt.edu/policy/07-012)
- **Student Attendance and Authorized Absences:** [policy.unt.edu/policy/06-039](http://policy.unt.edu/policy/06-039)
- **Campus Closures Policy:** [policy.unt.edu/policy/15-006](http://policy.unt.edu/policy/15-006)
- **Office of Disability Access:** [studentaffairs.unt.edu/office-disability-access](http://studentaffairs.unt.edu/office-disability-access)
- **UNT Course Syllabi Requirements Policy:** [policy.unt.edu/policy/06-049](http://policy.unt.edu/policy/06-049)

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*This syllabus is a guide for the course and is subject to change with advance notice. Students will be notified of any changes via Canvas. For the most current FINRA SIE exam information, visit [www.finra.org](http://www.finra.org).*