

## About Banking and Finance

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- [Overview](#)
- [Resources](#)
- [Frequently Asked Questions](#)
- [Advising](#)

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### Overview

"Financial services" and "investment banking" are broad terms that are sometimes used interchangeably; both encompass the business of issuing, trading and selling stocks and bonds and/or providing financial advisory and asset management services.

A brief overview of the different areas within financial services:

Within any corporate organization, controllers manage a company's internal finances, the "real guts of the financial function." Treasurers are focused on a company's external finances, dealing with financial markets and institutions and the "glitz" of strategic planning.

Organizations that are completely financial, such as commercial and investment banks, and money management firms, include areas of corporate finance, investment analysis, portfolio management, trading, mergers and acquisitions, private equity investing, and institutional and retail sales.

For an excellent outline of the responsibilities and demands of specific financial services jobs, consult the *Harvard Business School Career Guide: Finance*, available in the Cornell Career Services Library. The Department of Labor's [Occupational Outlook Handbook](#) <http://stats.bls.gov/oco/home.htm> also contains information on financial services and the state of the hiring market for [Finance Managers](#).

Are you interested in this career path? A great in-depth, insider perspective on investment banking is available in *So, You Want To Be an Investment Banker*, part of the *Industry Insider* series produced by Wet Feet Press. This series is also available in the CCS Library (for browsing and note-taking only, no copying allowed!). The *Insider's* look at investment banking reveals a field that is "intensely competitive, action-oriented, and lucrative," demanding someone who is interested in "fast-paced, deal-oriented work, at ease with numbers and analysis, a type-A personality, and doesn't mind putting their personal life on hold for the sake of their job." Still sound good? The next step is finding a good match between an organization and you, the future financial analyst. Both the *Harvard Business School Career Guide* and the *Industry Insider* have descriptions of the various individual investment banks and financial service companies. The CCS Library also has a large collection of company literature. To research different companies while on campus, check out [Employer Information Sessions](#) and [On-Campus Recruiting](#).

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### Resources

Some of which may be available in A&S Career Services or the Cornell Career Services Library (103 Barnes Hall)

#### Books

- *Harvard Business School Career Guide: Finance*
- *The Industry Insider: So, You Want To Be an Investment Banker?*
- *Financial Yellow Book*