



TORQ Analysis of Financial Analysts to Treasurers and Controllers

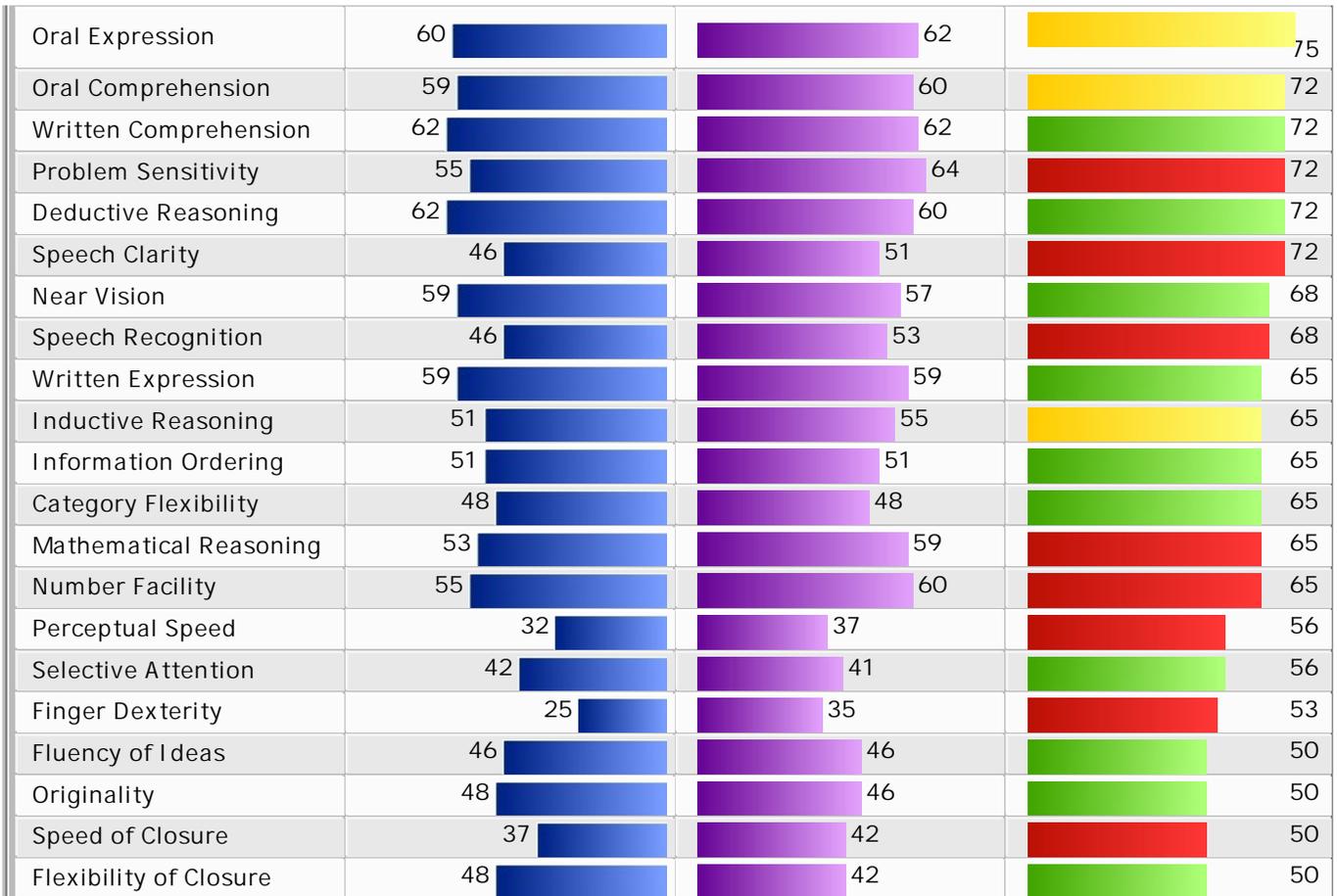
ANALYSIS INPUT					
Transfer	Title	O*NET	Filters		
From Title:	Financial Analysts	13-2051.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Treasurers and Controllers	11-3031.01	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

TORQ RESULTS					
Grand TORQ:					92
Ability TORQ		Skills TORQ		Knowledge TORQ	
Level	 96	Level	 92	Level	 87

Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Problem Sensitivity	64	9	72	Management of Financial Resources	88	14	88	Administration and Management	88	26	77
Finger Dexterity	35	10	53	Social Perceptiveness	60	7	72				
Speech Recognition	53	7	68	Writing	68	4	72				
Mathematical Reasoning	59	6	65								
Speech Clarity	51	5	72								
Number Facility	60	5	65								
Perceptual Speed	37	5	56								
Inductive Reasoning	55	4	65								
Speed of Closure	42	5	50								
Oral Expression	62	2	75								
Oral Comprehension	60	1	72								

LEVEL and IMPT (IMPORTANCE) refer to the Target Treasurers and Controllers. GAP refers to level difference between Financial Analysts and Treasurers and Controllers.

ASK ANALYSIS			
Ability Level Comparison - Abilities with importance scores over 50			
Description	Financial Analysts	Treasurers and Controllers	Importance



Skill Level Comparison - Abilities with importance scores over 69

Description	Financial Analysts	Treasurers and Controllers	Importance
Management of Financial Resources	74	88	88
Writing	64	68	72
Social Perceptiveness	53	60	72

Knowledge Level Comparison - Knowledge with importance scores over 69

Description	Financial Analysts	Treasurers and Controllers	Importance
Administration and Management	62	88	77

Experience & Education Comparison

Related Work Experience Comparison			Required Education Level Comparison		
Description	Financial Analysts	Treasurers and Controllers	Description	Financial Analysts	Treasurers and Controllers
10+ years	16%	54%	Doctoral	0%	0%
8-10 years	1%	10%	Professional Degree	0%	0%
6-8 years	15%	6%	Post-Masters Cert	0%	4%
4-6 years	13%	15%	Master's Degree	15%	55%
2-4 years	38%	8%	Post-Bachelor Cert	0%	0%
1-2 years	1%	3%	Bachelors	84%	28%
			AA or Equiv	0%	3%



6-12 months	1%	1%	Some College	0%	6%
3-6 months	0%	0%	Post-Secondary Certificate	0%	0%
1-3 months	0%	0%	High School Diploma or GED	0%	0%
0-1 month	0%	0%	No HSD or GED	0%	0%
None	11%	0%			

Financial Analysts	Treasurers and Controllers
Most Common Educational/Training Requirement:	
Bachelor's degree	Bachelor's or higher degree, plus work experience
Job Zone Comparison	
4 - Job Zone Four: Considerable Preparation Needed	5 - Job Zone Five: Extensive Preparation Needed
A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.	Extensive skill, knowledge, and experience are needed for these occupations. Many require more than five years of experience. For example, surgeons must complete four years of college and an additional five to seven years of specialized medical training to be able to do their job.
Most of these occupations require a four - year bachelor's degree, but some do not.	A bachelor's degree is the minimum formal education required for these occupations. However, many also require graduate school. For example, they may require a master's degree, and some require a Ph.D., M.D., or J.D. (law degree).
Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.	Employees may need some on-the-job training, but most of these occupations assume that the person will already have the required skills, knowledge, work-related experience, and/or training.

Tasks

Financial Analysts	Treasurers and Controllers
Core Tasks	Core Tasks
<p>Generalized Work Activities:</p> <ul style="list-style-type: none"> • Analyzing Data or Information - Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts. • Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources. • Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information. • Processing Information - Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data. • Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person. 	<p>Generalized Work Activities:</p> <ul style="list-style-type: none"> • Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources. • Selling or Influencing Others - Convincing others to buy merchandise/goods or to otherwise change their minds or actions. • Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information. • Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time. • Performing for or Working Directly with the Public - Performing for people or dealing directly with the public. This includes serving customers in restaurants and stores, and receiving clients or guests.
Specific Tasks	Specific Tasks
<p>Occupation Specific Tasks:</p> <ul style="list-style-type: none"> • Analyze financial information to produce forecasts of business, industry, and economic conditions for use in making investment decisions. • Assemble spreadsheets and draw charts 	<p>Occupation Specific Tasks:</p> <ul style="list-style-type: none"> • Analyze and classify risks and investments to determine their potential impacts on companies. • Approve or reject, or coordinate the approval and rejection of, lines of credit



and graphs used to illustrate technical reports, using computer.

- Collaborate with investment bankers to attract new corporate clients to securities firms.
- Contact brokers and purchase investments for companies, according to company policy.
- Determine the prices at which securities should be syndicated and offered to the public.
- Evaluate and compare the relative quality of various securities in a given industry.
- Interpret data affecting investment programs, such as price, yield, stability, future trends in investment risks, and economic influences.
- Maintain knowledge and stay abreast of developments in the fields of industrial technology, business, finance, and economic theory.
- Monitor fundamental economic, industrial, and corporate developments through the analysis of information obtained from financial publications and services, investment banking firms, government agencies, trade publications, company sources, and personal interviews.
- Prepare plans of action for investment based on financial analyses.
- Present oral and written reports on general economic trends, individual corporations, and entire industries.
- Recommend investments and investment timing to companies, investment firm staff, or the investing public.

Detailed Tasks

Detailed Work Activities:

- advise clients on financial matters
- analyze financial data
- analyze financial information to project future revenues or expense
- analyze market conditions
- analyze scientific research data or investigative findings
- analyze social or economic data
- compile data for financial reports
- compute financial data
- conduct financial investigations
- create mathematical or statistical diagrams or charts
- evaluate degree of financial risk
- follow tax laws or regulations
- gather relevant financial data
- identify financial risks to company
- interpret charts or tables for social or

and commercial, real estate, and personal loans.

- Communicate with stockholders and other investors to provide information, and to raise capital.
- Develop and analyze information to assess the current and future financial status of firms.
- Direct insurance negotiations, select insurance brokers and carriers, and place insurance.
- Establish and maintain relationships with individual and business customers, and provide assistance with problems these customers may encounter.
- Establish procedures for custody and control of assets, records, loan collateral, and securities, in order to ensure safekeeping.
- Evaluate data pertaining to costs in order to plan budgets.
- Evaluate financial reporting systems, accounting and collection procedures, and investment activities, and make recommendations for changes to procedures, operating systems, budgets, and other financial control functions.
- Examine, evaluate, and process loan applications.
- Network within communities to find and attract new business.
- Oversee the flow of cash and financial instruments.
- Plan, direct, and coordinate risk and insurance programs of establishments to control risks and losses.
- Plan, direct, and coordinate the activities of workers in branches, offices, or departments of such establishments as branch banks, brokerage firms, risk and insurance departments, or credit departments.
- Prepare financial and regulatory reports required by laws, regulations, and boards of directors.
- Prepare operational and risk reports for management analysis.
- Recruit staff members, and oversee training programs.
- Review collection reports to determine the status of collections and the amounts of outstanding balances.
- Review reports of securities transactions and price lists in order to analyze market conditions.
- Submit delinquent accounts to attorneys or outside agencies for collection.

Detailed Tasks



- interpret charts or tables for social or economic research
- make presentations on financial matters
- perform general financial analysis
- prepare financial reports
- use computers to enter, access and retrieve financial data
- use knowledge of economic trends
- use spreadsheet software
- use statistical cost estimation methods

Technology - Examples

Analytical or scientific software

- Analyse-it Software
- Decisioneering Crystal Ball
- Genetic algorithm software
- Keypoint DataDesk
- Mathematical software
- Palisade Evolver
- Palisade StatTools
- Pattern recognition software
- SAS JMP
- The Mathworks MATLAB
- Ward Systems Group GeneHunter
- Ward Systems Group NeuralShell Predictor
- Wolfram Research Mathematica

Charting software

- Data visualization software
- Montgomery Investment Technology Utility XL
- TickQuest NeoTicker

Data base management system software

- Oracle software

Data base user interface and query software

- IBM Lotus Approach
- Microsoft Access

Enterprise resource planning ERP software

- SSA Global Infinium Financial Management

Expert system software

- Ivorix Neurostrategy Finance
- Matheny Pattern Forecaster Plus

Detailed Work Activities:

- analyze financial data
- analyze market conditions
- analyze operational or management reports or records
- approve or deny credit applications
- approve or deny loans
- assign work to staff or employees
- compile data for financial reports
- conduct financial investigations
- conduct or attend staff meetings
- develop budgets
- develop management control systems
- develop policies, procedures, methods, or standards
- direct and coordinate financial activities
- identify financial risks to company
- monitor credit extension decisions
- oversee execution of organizational or program policies
- prepare reports for management
- prepare required government reports
- review loan applications
- use government regulations
- use negotiation techniques

Technology - Examples

Accounting software

- Accounting software
- Automatic Data Processing EasyPay software
- Hyperion Enterprise
- Intuit QuickBooks
- Job costing software
- MYOB Premier Accounting Small Business Suite
- Sage Fixed Asset Solution FAS
- Sage MP Fund Accounting

Sage Peachtree

Data base user interface and query software

- Database software
- Microsoft Access
- Oracle software
- Structured query language SQL

Electronic mail software

- Microsoft Outlook



- Neural network modeling software

- NeuroSolutions for MatLab

Financial analysis software

- Advanced Portfolio Technologies Report Builder

- Advanced Portfolio Technologies Simulator

- AnalyzerXL software

- Annuities analysis software

- Aspen Graphics software

- BizBench Benchmarking Software

- BizPricer Business Valuation Software

- Business Forecast Systems Forecast Pro

- DealMaven Comparable Company Valuation Analysis

- DealMaven M&A Accretion/Dilution One-Pager

- DealMaven Modeling ToolPack for Excel

- Derivatives Imagine Trading System

- Derivicom FinOptions XL

- Economic forecasting software

- Experian Credinomics

- Express Business Valuations

- Financial modeling software

- FinEng Solutions PerfoRM

- FinEng Solutions Quantis

- Fractal pattern analysis software

- Genetic algorithm optimization software

- Harland Financial Solutions DecisionPro

- I-flex Solutions Reveleus Investment Performance Measurement

- Innova Financial Solutions Derivatives Expert

- Leading Market Technologies EXPO

- Longview Consolidation

- Longview Solutions Khalix

- Market forecast software

- MergerStat Control Premiums

Enterprise resource planning ERP software

- ADERANT Expert Back Office, Powered by Keystone

- Deltek software

- Enterprise resource planning ERP software

- Exact Software Macola ES

- Great Plains Dynamics software

- Hyperion Solutions System 9 Planning

- Microsoft Great Plains

- Oracle JD Edwards OneWorld

- Oracle PeopleSoft

- SAP software

- Solomon Software

Financial analysis software

- FRx software

- Hyperion Pillar software

- Oracle Financials

Human resources software

- Automatic Data Processing PC payroll for windows PCPW

Office suite software

- Microsoft Office

Presentation software

- Microsoft PowerPoint

Spreadsheet software

- Corel QuattroPro

- IBM Lotus 1-2-3

- Microsoft Excel

Word processing software

- Microsoft Word

Tools - Examples

- 10-key calculators

- Desktop computers

- Notebook computers

- Personal computers

- Personal digital assistants PDA



- MergerStat Price to Earnings Ratios
- Mid-Market Comps software
- MoneySoft Corporate Valuation
- Monte carlo simulation software
- Montgomery Investment Technology Bonds XL
- Montgomery Investment Technology Exotics XL
- Montgomery Investment Technology FinTools
- Montgomery Investment Technology Options XL
- Montgomery Investment Technology QuoteTools
- Montgomery Investment Technology Risk XL
- Montgomery Investment Technology SigTools
- Moss Adams Profit Mentor
- Mutual fund analysis software
- NeuroSolutions Trading Solutions
- OptionVue Options Analysis
- Palisade Bond @ nalyst
- Peer-to-Peer Financial Analysis
- Pi Blue OptWorks Excel
- Portfolio management software
- Pricing software
- Quantifying marketability discount QMD modeling software
- RiskMetrics Group WealthBench
- Securities analysis software
- Spreadware Business Financial Analysis
- Spreadware Business Valuator
- Spreadware Pro Forma
- Steele Mutual Fund and Variable Annuity Expert
- SunGard BancWare
- SunGard Kiodex Risk Workbench
- TechHackers Convertible Bond @ nalyst
- TechHackers Credit @ nalyst
- TechHackers Exotic @ nalyst

- Tablet computers



- TechHackers Financial @nalyst
- TechHackers IRO @nalyst
- TechHackers MBS @nalyst
- TechHackers Swap @nalyst
- Tetrahex Fractal Finance
- Tips Standard Securities Calculation Bond Analytics Module
- Tips Standard Securities Calculation Mortgage-Backed Analytics Module
- Trendsetter Software ProAnalyst
- Unlimited Learning Resources Valusource Pro
- ValuSource BIZCOMPS
- Whitebirch Software Projected Financials
- Wolfram Research Derivatives
- Wolfram Research Mathematica Finance Essentials
- Wolfram Research Mathematica UnRisk Pricing Engine

Information retrieval or search software

- dailyVest Investment Personalization Platform
- TradeTools Financial Market Databases
- TradeTools Monthly U.S. Economic Database
- Ward Systems Group NeuroShell Trader

Presentation software

- DealMaven PresLink for PowerPoint and Word
- Microsoft PowerPoint

Spreadsheet software

- Apple AppleWorks
- Corel QuattroPro
- IBM Lotus 1-2-3
- Microsoft Excel
- Spreadsheet software

Word processing software

- Microsoft Word
- Report generation software

Tools - Examples



- 10-key calculators
- Desktop computers
- Notebook computers
- Personal computers
- Personal digital assistants PDA
- Tablet computers

Labor Market Comparison

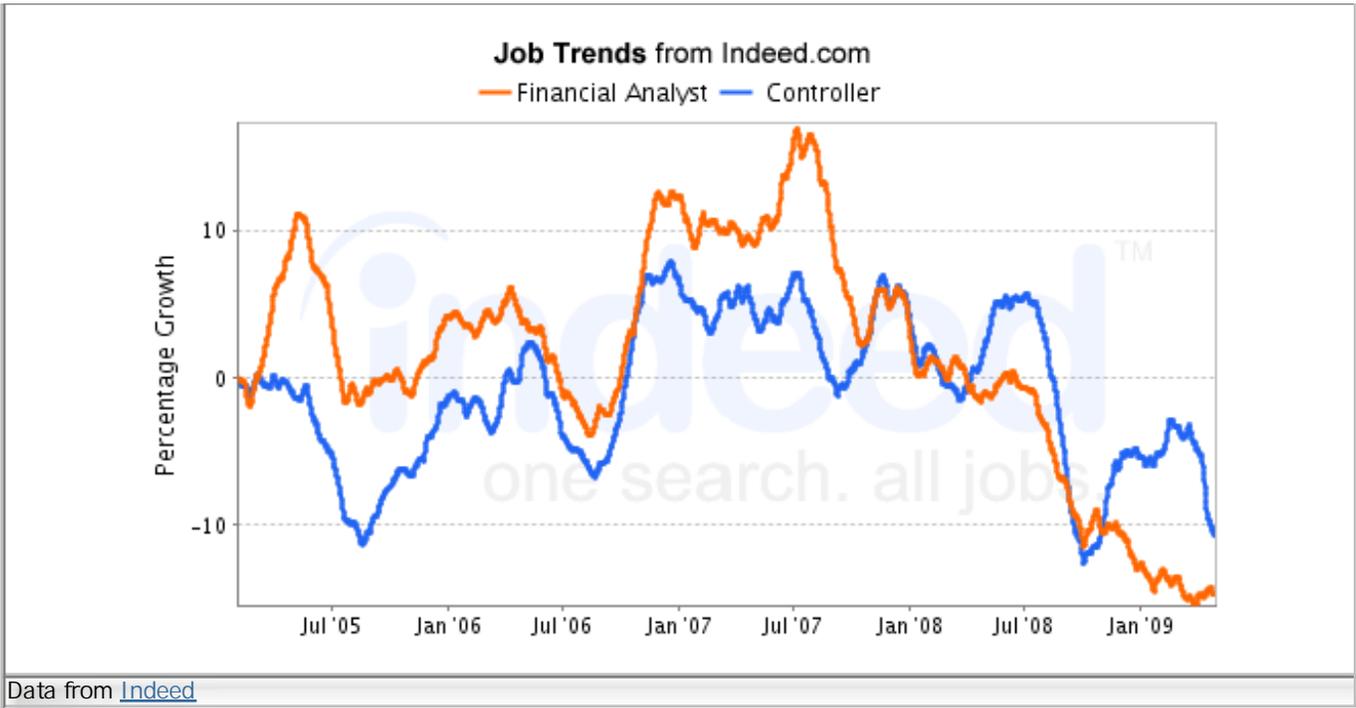
Maine Department of Labor.

Description	Financial Analysts	Treasurers and Controllers	Difference
Median Wage	\$ 71,380	\$ 67,670	\$(3,710)
10th Percentile Wage	\$ 42,650	\$ 41,820	\$(830)
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	\$ 86,220	\$ 89,670	\$ 3,450
90th Percentile Wage	\$107,560	\$119,660	\$ 12,100
Mean Wage	\$ 73,130	\$ 74,780	\$ 1,650
Total Employment - 2059	210	2,440	2,230
Employment Base - 2006	243	2,692	2,449
Projected Employment - 2068	268	2,881	2,613
Projected Job Growth - 2006-2068	10.3 %	7.0 %	-3.3 %
Projected Annual Openings - 2006-2068	4	58	54
Special			

Special Occupations:

National Job Posting Trends

Trend for Financial Analysts and Treasurers and Controllers



Programs			
Related Programs			
Accounting and Business/Management			
Accounting and Business/Management. An integrated or combined program in accounting and business administration/management that prepares individuals to function as accountants and business managers.			
No information on schools for the program			
Accounting and Finance			
Accounting and Finance. An integrated or combined program in accounting and finance that prepares individuals to function as accountants and financial managers or analysts.			
Institution	Address	City	URL
University of Southern Maine	96 Falmouth St	Portland	www.usm.maine.edu
Credit Management			
Credit Management. A program that prepares individuals to perform and/or manage operations concerning personal and corporate credit, collateral, loan processing, and related financial agency communications. Includes instruction in general finance and banking principles, insurance, real estate, taxation, business law and regulations, quantitative methods, financial computer systems applications, database management, communications skills, business and office management, and professional standards and ethics.			
No information on schools for the program			
Finance, General			
Finance, General. A program that generally prepares individuals to plan, manage, and analyze the financial and monetary aspects and performance of business enterprises, banking institutions, or other organizations. Includes instruction in principles of accounting; financial instruments; capital planning; funds acquisition; asset and debt management; budgeting; financial analysis; and investments and portfolio management.			



Institution	Address	City	URL
Husson College	One College Circle	Bangor	www.husson.edu
Saint Josephs College	278 Whites Bridge Rd	Standish	www.sjcme.edu
Thomas College	180 W River Rd	Waterville	www.thomas.edu

Financial Management and Services, Other

Finance and Financial Management Services, Other. Any instructional program in financial management and services not listed above.

No information on schools for the program

International Finance

International Finance. A program that prepares individuals to manage international financial operations and related currency transactions. Includes instruction in international banking, international monetary and financial policy, money and capital markets, foreign exchange, risk analysis, and international cash flow operations.

No information on schools for the program

Investments and Securities

Investments and Securities. A program that prepares individuals to manage assets placed in capital markets, and related technical operations. Includes instruction in security analysis, debt and equity analysis, investment strategies, securities markets, computer-assisted research, portfolio management, portfolio performance analysis, and applications to specific investment problems and business situations.

No information on schools for the program

Public Finance

Public Finance. A program that prepares individuals to manage the financial assets and budgets of public sector organizations. Includes instruction in public trusts and investments; the laws and procedures used to plan, prepare and administer public agency budgets; and the preparation and analysis of public budget projections and policies.

No information on schools for the program

Maine Statewide Promotion Opportunities for Financial Analysts

O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings	Special
13-2051.00	Financial Analysts	100	4	210	\$71,380.00	\$0.00	10%	4	
13-2052.00	Personal Financial Advisors	92	3	360	\$94,100.00	\$22,720.00	10%	13	
25-1063.00	Economics Teachers, Postsecondary	86	5	80	\$73,830.00	\$2,450.00	11%	2	
23-1011.00	Lawyers	84	5	1,910	\$80,120.00	\$8,740.00	6%	73	★
11-2022.00	Sales Managers	80	4	1,310	\$72,720.00	\$1,340.00	3%	32	



11-3021.00	Computer and Information Systems Managers	79	5	870	\$83,130.00	\$11,750.00	8%	21	
11-2021.00	Marketing Managers	79	4	570	\$74,560.00	\$3,180.00	7%	17	
23-1023.00	Judges, Magistrate Judges, and Magistrates	78	5	80	\$115,160.00	\$43,780.00	1%	2	
11-1021.00	General and Operations Managers	78	4	8,490	\$77,050.00	\$5,670.00	-5%	209	
11-1011.00	Chief Executives	77	5	750	\$102,290.00	\$30,910.00	-6%	25	
11-3061.00	Purchasing Managers	76	4	330	\$72,560.00	\$1,180.00	2%	11	
29-1051.00	Pharmacists	75	5	1,190	\$112,550.00	\$41,170.00	22%	46	★
11-9121.00	Natural Sciences Managers	74	5	180	\$79,810.00	\$8,430.00	8%	5	
25-1061.00	Anthropology and Archeology Teachers, Postsecondary	72	5	50	\$74,360.00	\$2,980.00	8%	1	
15-1032.00	Computer Software Engineers, Systems Software	71	4	290	\$73,410.00	\$2,030.00	11%	8	

Special Occupations:

Top Industries for Treasurers and Controllers

Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Depository credit intermediation	522100	14.40%	72,902	74,327	1.95%
Management of companies and enterprises	551100	7.98%	40,411	46,586	15.28%
Securities and commodity contracts, brokerages, and exchanges	5231-2	4.05%	20,507	30,461	48.54%
Self-employed workers, primary job	000601	3.88%	19,649	20,934	6.54%
Local government, excluding education and hospitals	939300	3.51%	17,785	19,980	12.34%
Accounting, tax preparation, bookkeeping, and payroll services	541200	3.27%	16,571	19,653	18.60%
Other nondepository credit intermediation, including real estate credit and consumer lending	522290	2.84%	14,398	17,266	19.92%



Other financial investment activities	523900	2.56%	12,983	18,297	40.93%
Federal government, excluding postal service	919999	2.41%	12,222	11,554	-5.47%
Colleges, universities, and professional schools, public and private	611300	1.72%	8,734	9,771	11.87%
General medical and surgical hospitals, public and private	622100	1.68%	8,503	9,414	10.71%
Automobile dealers	441100	1.61%	8,167	9,265	13.44%
Direct insurance (except life, health, and medical) carriers	524120	1.58%	8,009	8,371	4.52%
State government, excluding education and hospitals	929200	1.57%	7,953	7,804	-1.87%
Computer systems design and related services	541500	1.40%	7,071	9,548	35.02%

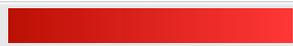
Top Industries for Financial Analysts

Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Other financial investment activities	523900	12.23%	26,970	43,500	61.29%
Management of companies and enterprises	551100	10.11%	22,307	28,287	26.81%
Securities and commodity contracts, brokerages, and exchanges	5231-2	9.55%	21,064	37,617	78.59%
Self-employed workers, primary job	000601	7.82%	17,254	22,058	27.84%
Depository credit intermediation	522100	7.68%	16,950	19,010	12.15%
Accounting, tax preparation, bookkeeping, and payroll services	541200	3.87%	8,546	11,149	30.46%
Management, scientific, and technical consulting services	541600	3.32%	7,315	14,366	96.38%
Computer systems design and related services	541500	2.05%	4,532	6,731	48.52%
Direct insurance (except life, health, and medical) carriers	524120	1.99%	4,386	5,043	14.98%
Other nondepository credit intermediation, including real estate credit and consumer lending	522290	1.77%	3,914	4,225	7.93%
General medical and surgical hospitals, public and private	622100	1.53%	3,376	4,112	21.78%
Colleges, universities, and professional schools, public and private	611300	1.44%	3,184	3,918	23.06%
Computer and peripheral equipment manufacturing	334100	1.29%	2,837	2,043	-28.00%
State government, excluding education and hospitals	929200	1.25%	2,755	2,974	7.94%
Other investment pools and funds	525900	1.20%	2,638	4,074	54.45%

TORQ Analysis of Financial Analysts to Personal Financial Advisors

ANALYSIS INPUT					
Transfer	Title	O*NET	Filters		
From Title:	Financial Analysts	13-2051.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Personal Financial Advisors	13-2052.00	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

TORQ RESULTS											
Grand TORQ:					92						
Ability TORQ		Skills TORQ		Knowledge TORQ							
Level		98	Level		92						
			Level		87						
Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Number Facility	64	9	68	Service Orientation	66	12	77	Customer and Personal Service	66	6	79
Oral Expression	66	6	78	Persuasion	69	13	71				
Speech Recognition	48	2	68	Active Listening	78	9	95				
Oral Comprehension	60	1	78	Coordination	55	7	75				
				Critical Thinking	76	6	82				
				Mathematics	71	2	75				
<p>LEVEL and IMPT (IMPORTANCE) refer to the Target Personal Financial Advisors. GAP refers to level difference between Financial Analysts and Personal Financial Advisors.</p>											

ASK ANALYSIS			
Ability Level Comparison - Abilities with importance scores over 50			
Description	Financial Analysts	Personal Financial Advisors	Importance
Oral Comprehension	59 	60 	 78
Oral Expression	60 	66 	 78
Written Comprehension	62 	57 	 75
Written Expression	59 	59 	 75
Problem Sensitivity	55 	51 	 75



Inductive Reasoning	51	50	72
Speech Clarity	46	44	72
Deductive Reasoning	62	62	68
Number Facility	55	64	68
Speech Recognition	46	48	68
Mathematical Reasoning	53	48	62
Near Vision	59	51	62
Category Flexibility	48	42	59
Information Ordering	51	46	56
Fluency of Ideas	46	42	50
Originality	48	39	50
Selective Attention	42	39	50

Skill Level Comparison - Abilities with importance scores over 69

Description	Financial Analysts	Personal Financial Advisors	Importance
Active Listening	69	78	95
Critical Thinking	70	76	82
Service Orientation	54	66	77
Mathematics	69	71	75
Coordination	48	55	75
Persuasion	56	69	71

Knowledge Level Comparison - Knowledge with importance scores over 69

Description	Financial Analysts	Personal Financial Advisors	Importance
Customer and Personal Service	60	66	79

Experience & Education Comparison

Related Work Experience Comparison			Required Education Level Comparison		
Description	Financial Analysts	Personal Financial Advisors	Description	Financial Analysts	Personal Financial Advisors
10+ years	16%	0%	Doctoral	0%	0%
8-10 years	1%	1%	Professional Degree	0%	1%
6-8 years	15%	3%	Post-Masters Cert	0%	0%
4-6 years	13%	12%	Master's Degree	15%	0%
2-4 years	38%	41%	Post-Bachelor Cert	0%	9%
1-2 years	1%	5%	Bachelors	84%	44%
6-12 months	1%	0%	AA or Equiv	0%	17%
3-6 months	0%	0%	Some College	0%	10%
1-3 months	0%	0%	Post-Secondary Certificate	0%	0%



O-1 month	0%	0%	High School Diploma or GED	0%	15%
None	11%	35%	No HSD or GED	0%	0%
Financial Analysts			Personal Financial Advisors		
Most Common Educational/Training Requirement:					
Bachelor's degree			Bachelor's degree		
Job Zone Comparison					
4 - Job Zone Four: Considerable Preparation Needed			3 - Job Zone Three: Medium Preparation Needed		
A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.			Previous work-related skill, knowledge, or experience is required for these occupations. For example, an electrician must have completed three or four years of apprenticeship or several years of vocational training, and often must have passed a licensing exam, in order to perform the job.		
Most of these occupations require a four - year bachelor's degree, but some do not.			Most occupations in this zone require training in vocational schools, related on-the-job experience, or an associate's degree. Some may require a bachelor's degree.		
Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.			Employees in these occupations usually need one or two years of training involving both on-the-job experience and informal training with experienced workers.		

Tasks	
Financial Analysts	Personal Financial Advisors
Core Tasks	Core Tasks
<p>Generalized Work Activities:</p> <ul style="list-style-type: none"> Analyzing Data or Information - Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts. Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources. Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information. Processing Information - Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data. Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person. 	<p>Generalized Work Activities:</p> <ul style="list-style-type: none"> Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail. Analyzing Data or Information - Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts. Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources. Processing Information - Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data. Documenting/Recording Information - Entering, transcribing, recording, storing, or maintaining information in written or electronic/magnetic form. Provide Consultation and Advice to Others - Providing guidance and expert advice to management or other groups on technical, systems-, or process-related topics.
Specific Tasks	Specific Tasks
<p>Occupation Specific Tasks:</p> <ul style="list-style-type: none"> Analyze financial information to produce forecasts of business, industry, and economic conditions for use in making investment decisions. Assemble spreadsheets and draw charts and graphs used to illustrate technical reports, using computer. Collaborate with investment bankers to attract new corporate clients to securities firms. Contact brokers and purchase investments 	<p>Occupation Specific Tasks:</p> <ul style="list-style-type: none"> Analyze financial information obtained from clients to determine strategies for meeting clients' financial objectives. Answer clients' questions about the purposes and details of financial plans and strategies.



- for companies, according to company policy.
- Determine the prices at which securities should be syndicated and offered to the public.
 - Evaluate and compare the relative quality of various securities in a given industry.
 - Interpret data affecting investment programs, such as price, yield, stability, future trends in investment risks, and economic influences.
 - Maintain knowledge and stay abreast of developments in the fields of industrial technology, business, finance, and economic theory.
 - Monitor fundamental economic, industrial, and corporate developments through the analysis of information obtained from financial publications and services, investment banking firms, government agencies, trade publications, company sources, and personal interviews.
 - Prepare plans of action for investment based on financial analyses.
 - Present oral and written reports on general economic trends, individual corporations, and entire industries.
 - Recommend investments and investment timing to companies, investment firm staff, or the investing public.

Detailed Tasks

Detailed Work Activities:

- advise clients on financial matters
- analyze financial data
- analyze financial information to project future revenues or expense
- analyze market conditions
- analyze scientific research data or investigative findings
- analyze social or economic data
- compile data for financial reports
- compute financial data
- conduct financial investigations
- create mathematical or statistical diagrams or charts
- evaluate degree of financial risk
- follow tax laws or regulations
- gather relevant financial data
- identify financial risks to company
- interpret charts or tables for social or economic research
- make presentations on financial matters
- perform general financial analysis
- prepare financial reports
- use computers to enter, access and retrieve financial data
- use knowledge of economic trends
- use spreadsheet software

- Authorize release of financial aid funds to students.
- Build and maintain client bases, keeping current client plans up-to-date and recruiting new clients on an ongoing basis.
- Collect information from students to determine their eligibility for specific financial aid programs.
- Conduct seminars and workshops on financial planning topics such as retirement planning, estate planning, and the evaluation of severance packages.
- Contact clients periodically to determine if there have been changes in their financial status.
- Contact clients' creditors to arrange for payment adjustments so that payments are feasible for clients and agreeable to creditors.
- Determine amounts of aid to be granted to students, considering such factors as funds available, extent of demand, and financial needs.
- Devise debt liquidation plans that include payoff priorities and timelines.
- Explain and document for clients the types of services that are to be provided, and the responsibilities to be taken by the personal financial advisor.
- Explain to individuals and groups the details of financial assistance available to college and university students, such as loans, grants, and scholarships.
- Guide clients in the gathering of information such as bank account records, income tax returns, life and disability insurance records, pension plan information, and wills.
- Implement financial planning recommendations, or refer clients to someone who can assist them with plan implementation.
- Interview clients to determine their current income, expenses, insurance coverage, tax status, financial objectives, risk tolerance, and other information needed to develop a financial plan.
- Meet with clients' other advisors, including attorneys, accountants, trust officers, and investment bankers, to fully understand clients' financial goals and circumstances.
- Monitor financial market trends to ensure that plans are effective, and to identify any necessary updates.
- Open accounts for clients, and disburse funds from account to creditors as agents for clients.
- Participate in the selection of candidates for specific financial aid awards.
- Prepare and interpret for clients information such as investment performance reports, financial document summaries, and income projections.
- Recommend strategies clients can use to achieve their financial goals and objectives.



- use statistical cost estimation methods

Technology - Examples

Analytical or scientific software

- Analyse-it Software
- Decisioneering Crystal Ball
- Genetic algorithm software
- Keypoint DataDesk
- Mathematical software
- Palisade Evolver
- Palisade StatTools
- Pattern recognition software
- SAS JMP
- The Mathworks MATLAB
- Ward Systems Group GeneHunter
- Ward Systems Group NeuralShell Predictor
- Wolfram Research Mathematica

Charting software

- Data visualization software
- Montgomery Investment Technology Utility XL
- TickQuest NeoTicker

Data base management system software

- Oracle software

Data base user interface and query software

- IBM Lotus Approach
- Microsoft Access

Enterprise resource planning ERP software

- SSA Global Infinium Financial Management

Expert system software

- Ivorix Neurostrategy Finance
- Matheny Pattern Forecaster Plus
- Neural network modeling software
- NeuroSolutions for MatLab

Financial analysis software

- Advanced Portfolio Technologies Report Builder
- Advanced Portfolio Technologies Simulator
- AnalzverXL software

achieve their financial goals and objectives, including specific recommendations in such areas as cash management, insurance coverage, and investment planning.

- Research and investigate available investment opportunities to determine whether they fit into financial plans.
- Review clients' accounts and plans regularly to determine whether life changes, economic changes, or financial performance indicate a need for plan reassessment.
- Sell financial products such as stocks, bonds, mutual funds, and insurance if licensed to do so.

Detailed Tasks

Detailed Work Activities:

- account for or dispense funds
- advise clients on financial matters
- advise clients or customers
- analyze applicant's financial status
- analyze financial data
- approve or deny loans
- compare clients' applications with eligibility requirements
- compile data for financial reports
- compile information through interviews
- complete information on loan forms
- compute financial data
- compute payment schedule
- compute property equity
- compute taxes
- conduct financial investigations
- determine program eligibility
- explain what financial assistance is available
- gather relevant financial data
- interview customers
- maintain cooperative relationships with clients
- obtain financial information from individuals
- obtain information from individuals
- perform general financial analysis
- prepare financial reports
- prepare reports
- provide customer service
- review loan applications
- select applicants meeting qualifications
- use computers to enter, access and retrieve financial data
- use interviewing procedures
- use negotiation techniques

Technology - Examples

Analytical or scientific software

- Monte Carlo software



- Annuities analysis software
- Aspen Graphics software
- BizBench Benchmarking Software
- BizPricer Business Valuation Software
- Business Forecast Systems Forecast Pro
- DealMaven Comparable Company Valuation Analysis
- DealMaven M&A Accretion/Dilution One-Pager
- DealMaven Modeling ToolPack for Excel
- Derivatives Imagine Trading System
- Derivicom FinOptions XL
- Economic forecasting software
- Experian Credinomics
- Express Business Valuations
- Financial modeling software
- FinEng Solutions PerfoRM
- FinEng Solutions Quantis
- Fractal pattern analysis software
- Genetic algorithm optimization software
- Harland Financial Solutions DecisionPro
- I-flex Solutions Reveleus Investment Performance Measurement
- Innova Financial Solutions Derivatives Expert
- Leading Market Technologies EXPO
- Longview Consolidation
- Longview Solutions Khalix
- Market forecast software
- MergerStat Control Premiums
- MergerStat Price to Earnings Ratios
- Mid-Market Comps software
- MoneySoft Corporate Valuation
- Monte carlo simulation software
- Montgomery Investment Technology Bonds XL

Calendar and scheduling software

- Pimlico Software DateBk

Compliance software

- ComplianceMAX software

Customer relationship management CRM software

- ACT! ACT4Advisors
- CRM Software Junxure-i
- DataViz Beyond Contacts
- eMoneyAdvisor AdvisorPlatform
- EZ-Data Client Data System
- Financial Planning Consultants Practice Builder
- Getting Things Done GTD software
- IAS software
- Investigo software
- Microsoft Business Contact Manager
- ProTracker Advantage
- Redtail Technology Our Business Online
- Web Information Solutions Pocket Informant

Data base user interface and query software

- Practice management software PMS

Document management software

- Cabinet NG CNG-SAFE
- Financeware Finance File Manager
- ScanSoft PaperPort Pro
- SunGard LockBox
- WORLDOX software

Financial analysis software

- Advent Axys
- AdviceAmerica AdvisorVision
- Advisory World ICE
- ASI Client Acquisition Solution
- Asset allocation software
- Brentmark Stock Option Risk Analyzer
- Cheshire Financial Planning Suite



- Montgomery Investment Technology Exotics XL
- Montgomery Investment Technology FinTools
- Montgomery Investment Technology Options XL
- Montgomery Investment Technology QuoteTools
- Montgomery Investment Technology Risk XL
- Montgomery Investment Technology SigTools
- Moss Adams Profit Mentor
- Mutual fund analysis software
- NeuroSolutions Trading Solutions
- OptionVue Options Analysis
- Palisade Bond @nalyst
- Peer-to-Peer Financial Analysis
- Pi Blue OptWorks Excel
- Portfolio management software
- Pricing software
- Quantifying marketability discount QMD modeling software
- RiskMetrics Group WealthBench
- Securities analysis software
- Spreadware Business Financial Analysis
- Spreadware Business Valuator
- Spreadware Pro Forma
- Steele Mutual Fund and Variable Annuity Expert
- SunGard BancWare
- SunGard Kiodex Risk Workbench
- TechHackers Convertible Bond @nalyst
- TechHackers Credit @nalyst
- TechHackers Exotic @nalyst
- TechHackers Financial @nalyst
- TechHackers IRO @nalyst
- TechHackers MBS @nalyst
- TechHackers Swap @nalyst
- Tetrahex Fractal Finance
- Cygnus IncomeMax
- Education planning software
- EISI NaviPlan
- Estate Capitol Needs Analysis
- Estate planning software
- ExpenseWatch software
- Finance Logix Education Planner
- Finance Logix Insurance Planner
- Finance Logix Retirement Planner
- Financeware AASim
- Financeware WealthSimulator
- Financial planning software
- Financial Profiles Profiles+ Professional
- Host Analytics Host Budget
- Ibbotson Analyst
- Ibbotson Portfolio Strategist
- Impact PlanLabX3
- IMPACT Wealth Distribution Analysis
- Inuit Quicken
- Investment and business valuation template software
- Investment Scorecard software
- Investment tracking software
- J&L Financial Planner
- MasterPlan software
- Microsoft Money
- MoneyTree Silver Financial Planner (financial analysis feature)
- Morningstar Principia
- Needs analysis software
- Net Worth Strategies Stock Opter Pro
- OmniPlanner software
- Optima IAS
- PIF Technologies MoneyGuidePro



- Tips Standard Securities Calculation Bond Analytics Module

- Tips Standard Securities Calculation Mortgage-Backed Analytics Module

- Trendsetter Software ProAnalyst

- Unlimited Learning Resources Valusource Pro

- ValuSource BIZCOMPS

- Whitebirch Software Projected Financials

- Wolfram Research Derivatives

- Wolfram Research Mathematica Finance Essentials

- Wolfram Research Mathematica UnRisk Pricing Engine

Information retrieval or search software

- dailyVest Investment Personalization Platform

- TradeTools Financial Market Databases

- TradeTools Monthly U.S. Economic Database

- Ward Systems Group NeuroShell Trader

Presentation software

- DealMaven PresLink for PowerPoint and Word

- Microsoft PowerPoint

Spreadsheet software

- Apple AppleWorks

- Corel QuattroPro

- IBM Lotus 1-2-3

- Microsoft Excel

- Spreadsheet software

Word processing software

- Microsoft Word

- Report generation software

Tools - Examples

- 10-key calculators

- Desktop computers

- Notebook computers

- Personal computers

- Personal digital assistants PDA

Financial Technologies MoneyGuide Pro

- PlanPlus Pro

- PlanScan Portfolio Pathfinder

- Portfolio management software

- Retirement planning software

- Sawhney ExecPlan

- ScenarioNow RetireNow

- SunGard Frontier

- SunGard PlanningStation

- SunGard WebPlaid

- Tax planning software

- Thomson ONE Advisor

- Torrid Retirement Planner

- Unger Software Methusaleh

- WealthTec AllocationPro

- WealthTec Foundations

- WealthTec WealthMaster

Internet browser software

- Web browser software

Presentation software

- Financial planning presentation software

- Microsoft PowerPoint

- MoneyTree Silver Financial Planner (presentation feature)

Spreadsheet software

- Corel QuattroPro

- IBM Lotus 1-2-3

- Microsoft Excel

Word processing software

- Automatic Data Processing ProxyEdge

- Financial report generation software

- Microsoft Word

Tools - Examples

- 10-key calculators

- Desktop computers



- Tablet computers

- Notebook computers
- Personal computers
- Personal digital assistants PDA
- Tablet computers

Labor Market Comparison

Maine Department of Labor.

Description	Financial Analysts	Personal Financial Advisors	Difference
Median Wage	\$ 71,380	\$ 94,100	\$ 22,720
10th Percentile Wage	\$ 42,650	\$ 40,120	\$(2,530)
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	\$ 86,220	N/A	N/A
90th Percentile Wage	\$107,560	N/A	N/A
Mean Wage	\$ 73,130	\$102,750	\$ 29,620
Total Employment - 2009	210	360	150
Employment Base - 2006	243	711	468
Projected Employment - 2068	268	783	515
Projected Job Growth - 2006-2068	10.3 %	10.1 %	-0.2 %
Projected Annual Openings - 2006-2068	4	13	9
Special			

Special Occupations:

National Job Posting Trends

Trend for Financial Analysts and Personal Financial Advisors



Programs			
Related Programs			
Finance, General			
<p>Finance, General. A program that generally prepares individuals to plan, manage, and analyze the financial and monetary aspects and performance of business enterprises, banking institutions, or other organizations. Includes instruction in principles of accounting; financial instruments; capital planning; funds acquisition; asset and debt management; budgeting; financial analysis; and investments and portfolio management.</p>			
Institution	Address	City	URL
Husson College	One College Circle	Bangor	www.husson.edu
Saint Josephs College	278 Whites Bridge Rd	Standish	www.sjcme.edu
Thomas College	180 W River Rd	Waterville	www.thomas.edu
Financial Planning			
<p>Financial Planning and Services. A program that prepares individuals to plan and manage the financial interests and growth of individuals and institutions. Includes instruction in portfolio management, investment management, estate planning, insurance, tax planning, strategic investing and planning, financial consulting services, and client relations.</p>			
Institution	Address	City	URL
University of Maine at Augusta	46 University Dr	Augusta	www.uma.maine.edu/
University of Maine at Augusta	46 University Dr	Augusta	www.uma.maine.edu/
International Finance			



International Finance. A program that prepares individuals to manage international financial operations and related currency transactions. Includes instruction in international banking, international monetary and financial policy, money and capital markets, foreign exchange, risk analysis, and international cash flow operations.

No information on schools for the program

Maine Statewide Promotion Opportunities for Financial Analysts

O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings	Special
13-2051.00	Financial Analysts	100	4	210	\$71,380.00	\$0.00	10%	4	
13-2052.00	Personal Financial Advisors	92	3	360	\$94,100.00	\$22,720.00	10%	13	
25-1063.00	Economics Teachers, Postsecondary	86	5	80	\$73,830.00	\$2,450.00	11%	2	
23-1011.00	Lawyers	84	5	1,910	\$80,120.00	\$8,740.00	6%	73	★
11-2022.00	Sales Managers	80	4	1,310	\$72,720.00	\$1,340.00	3%	32	
11-2021.00	Marketing Managers	79	4	570	\$74,560.00	\$3,180.00	7%	17	
11-3021.00	Computer and Information Systems Managers	79	5	870	\$83,130.00	\$11,750.00	8%	21	
23-1023.00	Judges, Magistrate Judges, and Magistrates	78	5	80	\$115,160.00	\$43,780.00	1%	2	
11-1021.00	General and Operations Managers	78	4	8,490	\$77,050.00	\$5,670.00	-5%	209	
11-1011.00	Chief Executives	77	5	750	\$102,290.00	\$30,910.00	-6%	25	
11-3061.00	Purchasing Managers	76	4	330	\$72,560.00	\$1,180.00	2%	11	
29-1051.00	Pharmacists	75	5	1,190	\$112,550.00	\$41,170.00	22%	46	★
11-9121.00	Natural Sciences Managers	74	5	180	\$79,810.00	\$8,430.00	8%	5	
25-1061.00	Anthropology and Archeology Teachers, Postsecondary	72	5	50	\$74,360.00	\$2,980.00	8%	1	



15-1032.00	Computer Software Engineers, Systems Software	71	4	290	\$73,410.00	\$2,030.00	11%	8
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Special Occupations:

Top Industries for Personal Financial Advisors

Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Self-employed workers, primary job	000601	30.52%	53,789	57,305	6.54%
Other financial investment activities	523900	23.52%	41,444	74,078	78.74%
Securities and commodity contracts, brokerages, and exchanges	5231-2	17.20%	30,315	54,244	78.93%
Depository credit intermediation	522100	13.67%	24,092	29,476	22.34%
Insurance agencies and brokerages	524210	1.91%	3,365	3,806	13.11%
Other investment pools and funds	525900	1.35%	2,383	4,015	68.49%
Management of companies and enterprises	551100	1.30%	2,293	2,643	15.28%
Management, scientific, and technical consulting services	541600	1.12%	1,974	3,524	78.52%
Other insurance related activities	524290	1.05%	1,851	2,213	19.53%
Accounting, tax preparation, bookkeeping, and payroll services	541200	0.89%	1,565	1,856	18.60%
Activities related to credit intermediation	522300	0.73%	1,280	1,658	29.48%
Insurance and employee benefit funds	525100	0.56%	984	1,212	23.23%
State government, excluding education and hospitals	929200	0.44%	783	768	-1.87%
General medical and surgical hospitals, public and private	622100	0.43%	750	830	10.71%
Self-employed workers, secondary job	000602	0.37%	652	649	-0.45%

Top Industries for Financial Analysts

Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Other financial investment activities	523900	12.23%	26,970	43,500	61.29%
Management of companies and enterprises	551100	10.11%	22,307	28,287	26.81%
Securities and commodity contracts, brokerages, and exchanges	5231-2	9.55%	21,064	37,617	78.59%
Self-employed workers, primary job	000601	7.82%	17,254	22,058	27.84%
Depository credit intermediation	522100	7.68%	16,950	19,010	12.15%
Accounting, tax preparation, bookkeeping, and payroll services	541200	3.87%	8,546	11,149	30.46%



Management, scientific, and technical consulting services	541600	3.32%	7,315	14,366	96.38%
Computer systems design and related services	541500	2.05%	4,532	6,731	48.52%
Direct insurance (except life, health, and medical) carriers	524120	1.99%	4,386	5,043	14.98%
Other nondepository credit intermediation, including real estate credit and consumer lending	522290	1.77%	3,914	4,225	7.93%
General medical and surgical hospitals, public and private	622100	1.53%	3,376	4,112	21.78%
Colleges, universities, and professional schools, public and private	611300	1.44%	3,184	3,918	23.06%
Computer and peripheral equipment manufacturing	334100	1.29%	2,837	2,043	-28.00%
State government, excluding education and hospitals	929200	1.25%	2,755	2,974	7.94%
Other investment pools and funds	525900	1.20%	2,638	4,074	54.45%



TORQ Analysis of Financial Analysts to Financial Examiners

ANALYSIS INPUT					
Transfer	Title	O*NET	Filters		
From Title:	Financial Analysts	13-2051.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Financial Examiners	13-2061.00	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

TORQ RESULTS	
Grand TORQ:	91

Ability TORQ		Skills TORQ		Knowledge TORQ	
Level	96	Level	89	Level	89

Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Inductive Reasoning	62	11	78	Monitoring	76	6	78	No Knowledge Upgrades Required!			
Problem Sensitivity	64	9	81	Writing	74	3	73				
Speed of Closure	48	11	59								
Perceptual Speed	42	10	59								
Fluency of Ideas	55	9	59								
Speech Recognition	53	7	75								
Oral Expression	66	6	75								
Information Ordering	57	6	75								
Deductive Reasoning	67	5	81								
Oral Comprehension	64	5	75								
Number Facility	60	5	62								
Speech Clarity	50	4	68								
Near Vision	62	3	75								
Written Comprehension	64	2	81								
Category Flexibility	50	2	65								
Originality	50	2	62								
Written Expression	60	1	68								

LEVEL and IMPT (IMPORTANCE) refer to the Target Financial Examiners. GAP refers to level difference between Financial Analysts and Financial Examiners.

ASK ANALYSIS

Ability Level Comparison - Abilities with importance scores over 50

Description	Financial Analysts	Financial Examiners	Importance
Written Comprehension	62	64	81
Problem Sensitivity	55	64	81
Deductive Reasoning	62	67	81
Inductive Reasoning	51	62	78
Oral Comprehension	59	64	75
Oral Expression	60	66	75
Information Ordering	51	57	75
Near Vision	59	62	75
Speech Recognition	46	53	75
Written Expression	59	60	68
Speech Clarity	46	50	68
Category Flexibility	48	50	65
Originality	48	50	62
Mathematical Reasoning	53	53	62
Number Facility	55	60	62
Fluency of Ideas	46	55	59
Speed of Closure	37	48	59
Perceptual Speed	32	42	59
Selective Attention	42	41	59
Flexibility of Closure	48	48	56

Skill Level Comparison - Abilities with importance scores over 69

Description	Financial Analysts	Financial Examiners	Importance
Monitoring	70	76	78
Writing	71	74	73

Knowledge Level Comparison - Knowledge with importance scores over 69

Description	Financial Analysts	Financial Examiners	Importance
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Experience & Education Comparison

Related Work Experience Comparison

Required Education Level Comparison



Description	Financial Analysts	Financial Examiners	Description	Financial Analysts	Financial Examiners
10+ years	16%	2%	Doctoral	0%	0%
8-10 years	1%	0%	Professional Degree	0%	2%
6-8 years	15%	0%	Post-Masters Cert	0%	0%
4-6 years	13%	29%	Master's Degree	15%	0%
2-4 years	38%	47%	Post-Bachelor Cert	0%	10%
1-2 years	1%	13%	Bachelors	84%	81%
6-12 months	1%	6%	AA or Equiv	0%	0%
3-6 months	0%	0%	Some College	0%	2%
1-3 months	0%	0%	Post-Secondary Certificate	0%	0%
0-1 month	0%	0%	High School Diploma or GED	0%	2%
None	11%	0%	No HSD or GED	0%	0%

Financial Analysts	Financial Examiners
Most Common Educational/Training Requirement:	
Bachelor's degree	Bachelor's degree
Job Zone Comparison	
4 - Job Zone Four: Considerable Preparation Needed	4 - Job Zone Four: Considerable Preparation Needed
A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.	A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.
Most of these occupations require a four - year bachelor's degree, but some do not.	Most of these occupations require a four - year bachelor's degree, but some do not.
Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.	Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.

Tasks

Financial Analysts	Financial Examiners
Core Tasks	Core Tasks
<p>Generalized Work Activities:</p> <ul style="list-style-type: none"> • Analyzing Data or Information - Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts. • Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources. • Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information. • Processing Information - Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data. • Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person. 	<p>Generalized Work Activities:</p> <ul style="list-style-type: none"> • Evaluating Information to Determine Compliance with Standards - Using relevant information and individual judgment to determine whether events or processes comply with laws, regulations, or standards. • Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources. • Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information. • Analyzing Data or Information - Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts. • Organizing, Planning, and Prioritizing Work - Developing specific goals and plans to prioritize, organize, and accomplish your work.



Specific Tasks

Occupation Specific Tasks:

- Analyze financial information to produce forecasts of business, industry, and economic conditions for use in making investment decisions.
- Assemble spreadsheets and draw charts and graphs used to illustrate technical reports, using computer.
- Collaborate with investment bankers to attract new corporate clients to securities firms.
- Contact brokers and purchase investments for companies, according to company policy.
- Determine the prices at which securities should be syndicated and offered to the public.
- Evaluate and compare the relative quality of various securities in a given industry.
- Interpret data affecting investment programs, such as price, yield, stability, future trends in investment risks, and economic influences.
- Maintain knowledge and stay abreast of developments in the fields of industrial technology, business, finance, and economic theory.
- Monitor fundamental economic, industrial, and corporate developments through the analysis of information obtained from financial publications and services, investment banking firms, government agencies, trade publications, company sources, and personal interviews.
- Prepare plans of action for investment based on financial analyses.
- Present oral and written reports on general economic trends, individual corporations, and entire industries.
- Recommend investments and investment timing to companies, investment firm staff, or the investing public.

Detailed Tasks

Detailed Work Activities:

- advise clients on financial matters
- analyze financial data
- analyze financial information to project future revenues or expense
- analyze market conditions
- analyze scientific research data or investigative findings
- analyze social or economic data
- compile data for financial reports
- compute financial data
- conduct financial investigations
- create mathematical or statistical diagrams or charts
- evaluate degree of financial risk

Specific Tasks

Occupation Specific Tasks:

- Confer with officials of real estate, securities, or financial institution industries in order to exchange views and discuss issues or pending cases.
- Direct and participate in formal and informal meetings with bank directors, trustees, senior management, counsels, outside accountants and consultants in order to gather information and discuss findings.
- Establish guidelines for procedures and policies that comply with new and revised regulations, and direct their implementation.
- Evaluate data processing applications for institutions under examination in order to develop recommendations for coordinating existing systems with examination procedures.
- Examine the minutes of meetings of directors, stockholders and committees in order to investigate the specific authority extended at various levels of management.
- Investigate activities of institutions in order to enforce laws and regulations and to ensure legality of transactions and operations or financial solvency.
- Plan, supervise, and review work of assigned subordinates.
- Prepare reports, exhibits and other supporting schedules that detail an institution's safety and soundness, compliance with laws and regulations, and recommended solutions to questionable financial conditions.
- Recommend actions to ensure compliance with laws and regulations, or to protect solvency of institutions.
- Resolve problems concerning the overall financial integrity of banking institutions including loan investment portfolios, capital, earnings, and specific or large troubled accounts.
- Review and analyze new, proposed, or revised laws, regulations, policies, and procedures in order to interpret their meaning and determine their impact.
- Review applications for mergers, acquisitions, establishment of new institutions, acceptance in Federal Reserve System, or registration of securities sales in order to determine their public interest value and conformance to regulations, and recommend acceptance or rejection.
- Review audit reports of internal and external auditors in order to monitor adequacy of scope of reports or to discover specific weaknesses in internal routines.
- Review balance sheets, operating income and expense accounts, and loan documentation in order to confirm institution assets and liabilities.
- Train other examiners in the financial



- follow tax laws or regulations
- gather relevant financial data
- identify financial risks to company
- interpret charts or tables for social or economic research
- make presentations on financial matters
- perform general financial analysis
- prepare financial reports
- use computers to enter, access and retrieve financial data
- use knowledge of economic trends
- use spreadsheet software
- use statistical cost estimation methods

Technology - Examples

Analytical or scientific software

- Analyse-it Software
- Decisioneering Crystal Ball
- Genetic algorithm software
- Keypoint DataDesk
- Mathematical software
- Palisade Evolver
- Palisade StatTools
- Pattern recognition software
- SAS JMP
- The Mathworks MATLAB
- Ward Systems Group GeneHunter
- Ward Systems Group NeuralShell Predictor
- Wolfram Research Mathematica

Charting software

- Data visualization software
- Montgomery Investment Technology Utility XL
- TickQuest NeoTicker

Data base management system software

- Oracle software

Data base user interface and query software

- IBM Lotus Approach
- Microsoft Access

Enterprise resource planning ERP software

- SSA Global Infinium Financial Management

Expert system software

examination process.

- Verify and inspect cash reserves, assigned collateral, and bank-owned securities in order to check internal control procedures.

Detailed Tasks

Detailed Work Activities:

- analyze financial data
- approve or disallow application or license
- conduct financial investigations
- conduct training for personnel
- confer with authorities or community groups
- confer with management or users
- confer with other departmental heads to coordinate activities
- coordinate employee continuing education programs
- develop policies, procedures, methods, or standards
- direct and coordinate activities of workers or staff
- direct and coordinate financial activities
- direct implementation of new procedures, policies, or programs
- enforce laws, ordinances, or regulations
- examine documents for completeness, accuracy, or conformance to standards
- explain government laws or regulations
- gather relevant financial data
- interpret laws or legislation
- make presentations
- note discrepancies in financial records
- oversee execution of organizational or program policies
- perform general financial analysis
- plan scientific research or investigative studies
- prepare audit reports or recommendations
- prepare correspondence relating to financial discrepancies
- prepare financial reports
- prepare instruction manuals
- recommend action to ensure compliance
- review laws
- use computers to enter, access and retrieve financial data
- use government regulations
- use knowledge of investigation techniques
- use knowledge of relevant laws
- use oral or written communication techniques
- verify investigative information

Technology - Examples

Compliance software



Expert system software

- Ivorix Neurostrategy Finance
- Matheny Pattern Forecaster Plus
- Neural network modeling software
- NeuroSolutions for MatLab

Financial analysis software

- Advanced Portfolio Technologies Report Builder
- Advanced Portfolio Technologies Simulator
- AnalyzerXL software
- Annuities analysis software
- Aspen Graphics software
- BizBench Benchmarking Software
- BizPricer Business Valuation Software
- Business Forecast Systems Forecast Pro
- DealMaven Comparable Company Valuation Analysis
- DealMaven M&A Accretion/Dilution One-Pager
- DealMaven Modeling ToolPack for Excel
- Derivatives Imagine Trading System
- Derivicom FinOptions XL
- Economic forecasting software
- Experian Credinomics
- Express Business Valuations
- Financial modeling software
- FinEng Solutions PerfoRM
- FinEng Solutions Quantis
- Fractal pattern analysis software
- Genetic algorithm optimization software
- Harland Financial Solutions DecisionPro
- I-flex Solutions Reveleus Investment Performance Measurement
- Innova Financial Solutions Derivatives Expert
- Leading Market Technologies EXPO
- Longview Consolidation

- Financial compliance software
- NILS INSource
- ODEN Insurance Services State Rules & Regulations
- Oversight Systems software
- System for Electronic Rate and Form Filing SERFF

Data base user interface and query software

- Microsoft Access

Financial analysis software

- ACL Business Assurance Analytics software
- Auditing software
- Financial transaction analysis software
- General Examination System GENESYS
- PricewaterhouseCoopers TeamMate

Information retrieval or search software

- LexisNexis software
- Westlaw

Internet browser software

- Web browser software

Presentation software

- Presentation software

Project management software

- Investigation management software
- Microsoft Project

Spreadsheet software

- Microsoft Excel
- Spreadsheet software

Word processing software

- Microsoft Word
- Word processing software

Tools - Examples

- Adding machines
- Desktop computers
- Notebook computers
- Personal computers



- Longview Solutions Khalix
- Market forecast software
- MergerStat Control Premiums
- MergerStat Price to Earnings Ratios
- Mid-Market Comps software
- MoneySoft Corporate Valuation
- Monte carlo simulation software
- Montgomery Investment Technology Bonds XL
- Montgomery Investment Technology Exotics XL
- Montgomery Investment Technology FinTools
- Montgomery Investment Technology Options XL
- Montgomery Investment Technology QuoteTools
- Montgomery Investment Technology Risk XL
- Montgomery Investment Technology SigTools
- Moss Adams Profit Mentor
- Mutual fund analysis software
- NeuroSolutions Trading Solutions
- OptionVue Options Analysis
- Palisade Bond @nalyst
- Peer-to-Peer Financial Analysis
- Pi Blue OptWorks Excel
- Portfolio management software
- Pricing software
- Quantifying marketability discount QMD modeling software
- RiskMetrics Group WealthBench
- Securities analysis software
- Spreadware Business Financial Analysis
- Spreadware Business Valuator
- Spreadware Pro Forma
- Steele Mutual Fund and Variable Annuity Expert
- SunGard BancWare
- SunGard Kiodes Risk Workbench



- TechHackers Convertible Bond @ nalyst
- TechHackers Credit @ nalyst
- TechHackers Exotic @ nalyst
- TechHackers Financial @ nalyst
- TechHackers IRO @ nalyst
- TechHackers MBS @ nalyst
- TechHackers Swap @ nalyst
- Tetrahex Fractal Finance
- Tips Standard Securities Calculation Bond Analytics Module
- Tips Standard Securities Calculation Mortgage-Backed Analytics Module
- Trendsetter Software ProAnalyst
- Unlimited Learning Resources Valusource Pro
- ValuSource BIZCOMPS
- Whitebirch Software Projected Financials
- Wolfram Research Derivatives
- Wolfram Research Mathematica Finance Essentials
- Wolfram Research Mathematica UnRisk Pricing Engine

Information retrieval or search software

- dailyVest Investment Personalization Platform
- TradeTools Financial Market Databases
- TradeTools Monthly U.S. Economic Database
- Ward Systems Group NeuroShell Trader

Presentation software

- DealMaven PresLink for PowerPoint and Word
- Microsoft PowerPoint

Spreadsheet software

- Apple AppleWorks
- Corel QuattroPro
- IBM Lotus 1-2-3
- Microsoft Excel
- Spreadsheet software

Word processing software



- Microsoft Word
- Report generation software

Tools - Examples

- 10-key calculators
- Desktop computers
- Notebook computers
- Personal computers
- Personal digital assistants PDA
- Tablet computers

Labor Market Comparison

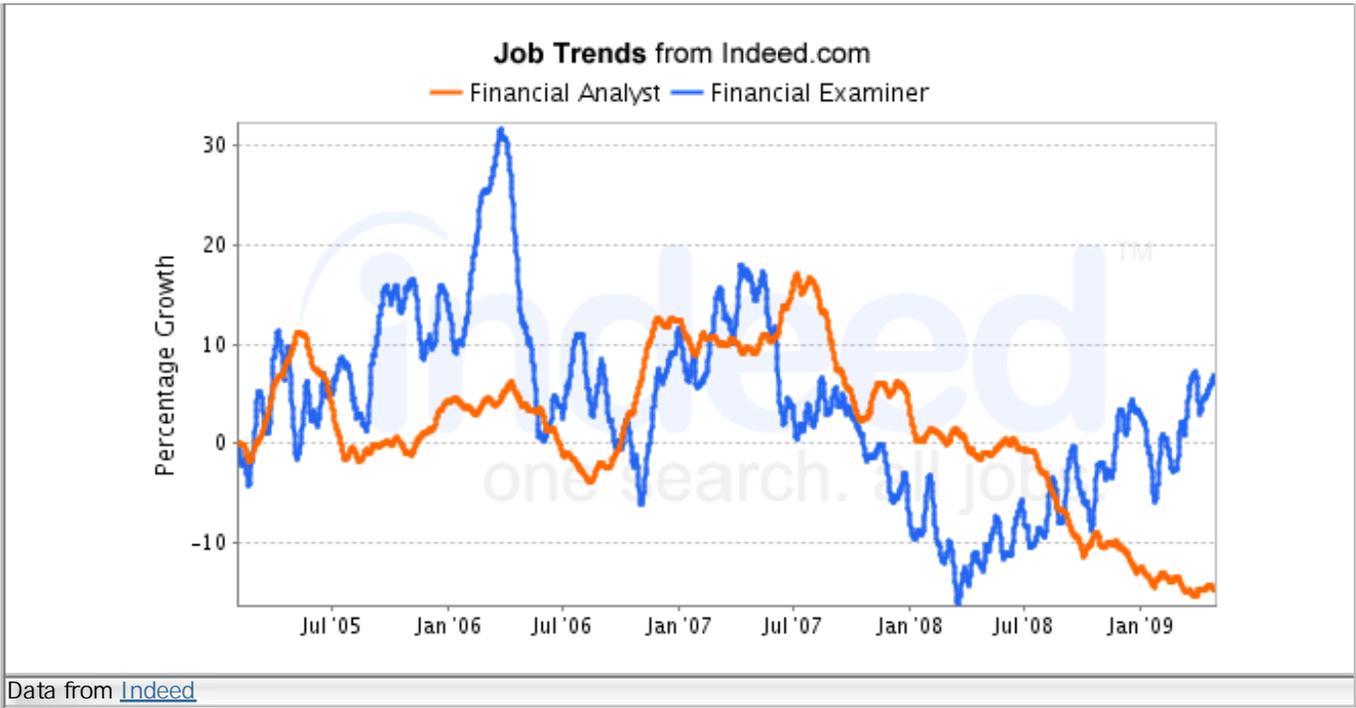
Maine Department of Labor.

Description	Financial Analysts	Financial Examiners	Difference
Median Wage	\$ 71,380	\$ 55,110	\$(16,270)
10th Percentile Wage	\$ 42,650	\$ 36,750	\$(5,900)
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	\$ 86,220	\$ 71,670	\$(14,550)
90th Percentile Wage	\$107,560	\$ 82,820	\$(24,740)
Mean Wage	\$ 73,130	\$ 58,060	\$(15,070)
Total Employment - 2059	210	120	-90
Employment Base - 2006	243	116	-127
Projected Employment - 2068	268	120	-148
Projected Job Growth - 2006-2068	10.3 %	3.5 %	-6.8 %
Projected Annual Openings - 2006-2068	4	2	-2
Special			

Special Occupations:

National Job Posting Trends

Trend for Financial Analysts and Financial Examiners



Programs			
Related Programs			
Accounting			
<p>Accounting. A program that prepares individuals to practice the profession of accounting and to perform related business functions. Includes instruction in accounting principles and theory, financial accounting, managerial accounting, cost accounting, budget control, tax accounting, legal aspects of accounting, auditing, reporting procedures, statement analysis, planning and consulting, business information systems, accounting research methods, professional standards and ethics, and applications to specific for-profit, public, and non-profit organizations.</p>			
Institution	Address	City	URL
University of Maine at Augusta	46 University Dr	Augusta	www.uma.maine.edu/
Beal College	99 Farm Road	Bangor	bealcollege.edu
Husson College	One College Circle	Bangor	www.husson.edu
Husson College	One College Circle	Bangor	www.husson.edu
University of Maine at Machias	9 O'Brien Ave	Machias	www.umm.maine.edu
University of Maine		Orono	www.umaine.edu/
Andover College	901 Washington Ave	Portland	WWW.ANDOVERCOLLEGE.edu
Andover College	901 Washington Ave	Portland	WWW.ANDOVERCOLLEGE.edu
University of Southern Maine	96 Falmouth St	Portland	www.usm.maine.edu
University of Southern Maine	96 Falmouth St	Portland	www.usm.maine.edu
University of Maine at Presque Isle	181 Main St	Presque Isle	www.umpi.maine.edu
Saint Josephs College	278 Whites Bridge Rd	Standish	www.sjcme.edu

Saint Josephs College	278 Whites Bridge Rd	Standish	www.sjcme.edu
Thomas College	180 W River Rd	Waterville	www.thomas.edu
Thomas College	180 W River Rd	Waterville	www.thomas.edu
York County Community College	112 College Drive	Wells	www.yccc.edu

Occupational Safety and Health Tech./Technician

Occupational Safety and Health Technology/Technician. A program that prepares individuals to apply basic engineering principles and technical skills in support of engineers and other professionals engaged in maintaining job-related health and safety standards. Includes instruction in safety engineering principles, inspection and monitoring procedures, testing and sampling procedures, laboratory techniques, applications to specific work environments, and report preparation.

Institution	Address	City	URL
Central Maine Community College	1250 Turner St	Auburn	www.cmcc.edu
Central Maine Community College	1250 Turner St	Auburn	www.cmcc.edu

Taxation

Taxation. A program that prepares individuals to provide tax advice and management services to individuals and corporations. Includes instruction in tax law and regulations, tax record systems, individual and corporate income taxation, tax planning, partnerships and fiduciary relationships, estates and trusts, property depreciation, capital gains and losses, dispositions, transfers, liquidity, valuation, and applications to specific tax problems.

Institution	Address	City	URL
Thomas College	180 W River Rd	Waterville	www.thomas.edu

Maine Statewide Promotion Opportunities for Financial Analysts									
O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings	Special
13-2051.00	Financial Analysts	100	4	210	\$71,380.00	\$0.00	10%	4	
13-2052.00	Personal Financial Advisors	92	3	360	\$94,100.00	\$22,720.00	10%	13	
25-1063.00	Economics Teachers, Postsecondary	86	5	80	\$73,830.00	\$2,450.00	11%	2	
23-1011.00	Lawyers	84	5	1,910	\$80,120.00	\$8,740.00	6%	73	
11-2022.00	Sales Managers	80	4	1,310	\$72,720.00	\$1,340.00	3%	32	

11-3021.00	Computer and Information Systems Managers	79	5	870	\$83,130.00	\$11,750.00	8%	21	
11-2021.00	Marketing Managers	79	4	570	\$74,560.00	\$3,180.00	7%	17	
23-1023.00	Judges, Magistrate Judges, and Magistrates	78	5	80	\$115,160.00	\$43,780.00	1%	2	
11-1021.00	General and Operations Managers	78	4	8,490	\$77,050.00	\$5,670.00	-5%	209	
11-1011.00	Chief Executives	77	5	750	\$102,290.00	\$30,910.00	-6%	25	
11-3061.00	Purchasing Managers	76	4	330	\$72,560.00	\$1,180.00	2%	11	
29-1051.00	Pharmacists	75	5	1,190	\$112,550.00	\$41,170.00	22%	46	
11-9121.00	Natural Sciences Managers	74	5	180	\$79,810.00	\$8,430.00	8%	5	
25-1061.00	Anthropology and Archeology Teachers, Postsecondary	72	5	50	\$74,360.00	\$2,980.00	8%	1	
15-1032.00	Computer Software Engineers, Systems Software	71	4	290	\$73,410.00	\$2,030.00	11%	8	

Special Occupations:

Top Industries for Financial Examiners					
Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Federal government, excluding postal service	919999	22.55%	5,771	5,455	-5.47%
State government, excluding education and hospitals	929200	13.89%	3,554	3,488	-1.87%
Depository credit intermediation	522100	13.59%	3,476	3,544	1.95%
Securities and commodity contracts, brokerages, and exchanges	5231-2	7.56%	1,934	2,772	43.28%
Other nondepository credit intermediation, including real estate credit and consumer lending	522290	6.44%	1,647	1,975	19.92%
Other financial investment activities	523900	5.74%	1,469	2,070	40.93%
Monetary authorities - central bank	521100	5.58%	1,429	1,508	5.55%
Management of companies and enterprises	551100	5.20%	1,332	1,535	15.28%



Activities related to credit intermediation	522300	1.82%	466	603	29.48%
Direct insurance (except life, health, and medical) carriers	524120	1.68%	431	451	4.52%
Management, scientific, and technical consulting services	541600	1.56%	399	712	78.52%
Local government, excluding education and hospitals	939300	1.08%	277	312	12.34%
Other insurance related activities	524290	0.72%	186	222	19.53%
Data processing, hosting, and related services	518200	0.49%	126	170	35.19%
Colleges, universities, and professional schools, public and private	611300	0.46%	118	132	11.87%

Top Industries for Financial Analysts

Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Other financial investment activities	523900	12.23%	26,970	43,500	61.29%
Management of companies and enterprises	551100	10.11%	22,307	28,287	26.81%
Securities and commodity contracts, brokerages, and exchanges	5231-2	9.55%	21,064	37,617	78.59%
Self-employed workers, primary job	000601	7.82%	17,254	22,058	27.84%
Depository credit intermediation	522100	7.68%	16,950	19,010	12.15%
Accounting, tax preparation, bookkeeping, and payroll services	541200	3.87%	8,546	11,149	30.46%
Management, scientific, and technical consulting services	541600	3.32%	7,315	14,366	96.38%
Computer systems design and related services	541500	2.05%	4,532	6,731	48.52%
Direct insurance (except life, health, and medical) carriers	524120	1.99%	4,386	5,043	14.98%
Other nondepository credit intermediation, including real estate credit and consumer lending	522290	1.77%	3,914	4,225	7.93%
General medical and surgical hospitals, public and private	622100	1.53%	3,376	4,112	21.78%
Colleges, universities, and professional schools, public and private	611300	1.44%	3,184	3,918	23.06%
Computer and peripheral equipment manufacturing	334100	1.29%	2,837	2,043	-28.00%
State government, excluding education and hospitals	929200	1.25%	2,755	2,974	7.94%
Other investment pools and funds	525900	1.20%	2,638	4,074	54.45%



TORQ Analysis of Financial Analysts to Accountants

ANALYSIS INPUT					
Transfer	Title	O*NET	Filters		
From Title:	Financial Analysts	13-2051.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Accountants	13-2011.01	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

TORQ RESULTS					
Grand TORQ:			91		
Ability TORQ		Skills TORQ		Knowledge TORQ	
Level	 96	Level	 87	Level	 90

Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Mathematical Reasoning	64	11	72	Social Perceptiveness	56	3	88	Mathematics	77	3	91
Number Facility	69	14	56								
Perceptual Speed	42	10	53								
Deductive Reasoning	69	7	75								
Near Vision	66	7	68								
Inductive Reasoning	57	6	65								
Problem Sensitivity	59	4	78								
Oral Expression	64	4	72								
Information Ordering	55	4	72								
Category Flexibility	53	5	50								
Flexibility of Closure	51	3	53								
Oral Comprehension	60	1	59								

LEVEL and IMPT (IMPORTANCE) refer to the Target Accountants. GAP refers to level difference between Financial Analysts and Accountants.

ASK ANALYSIS			
Ability Level Comparison - Abilities with importance scores over 50			
Description	Financial Analysts	Accountants	Importance
Problem Sensitivity	55 	59 	 78

Deductive Reasoning	62	69	75
Oral Expression	60	64	72
Written Expression	59	59	72
Information Ordering	51	55	72
Mathematical Reasoning	53	64	72
Written Comprehension	62	62	68
Near Vision	59	66	68
Inductive Reasoning	51	57	65
Speech Clarity	46	46	65
Speech Recognition	46	46	62
Oral Comprehension	59	60	59
Number Facility	55	69	56
Flexibility of Closure	48	51	53
Perceptual Speed	32	42	53
Selective Attention	42	41	53
Category Flexibility	48	53	50

Skill Level Comparison - Abilities with importance scores over 69

Description	Financial Analysts	Accountants	Importance
Social Perceptiveness	53	56	88

Knowledge Level Comparison - Knowledge with importance scores over 69

Description	Financial Analysts	Accountants	Importance
Mathematics	74	77	91

Experience & Education Comparison

Related Work Experience Comparison			Required Education Level Comparison		
Description	Financial Analysts	Accountants	Description	Financial Analysts	Accountants
10+ years	16%	0%	Doctoral	0%	0%
8-10 years	1%	0%	Professional Degree	0%	0%
6-8 years	15%	0%	Post-Masters Cert	0%	0%
4-6 years	13%	27%	Master's Degree	15%	0%
2-4 years	38%	37%	Post-Bachelor Cert	0%	3%
1-2 years	1%	7%	Bachelors	84%	80%
6-12 months	1%	26%	AA or Equiv	0%	1%
3-6 months	0%	0%	Some College	0%	10%
1-3 months	0%	0%	Post-Secondary Certificate	0%	0%
0-1 month	0%	0%	High School Diploma or GED	0%	3%
None	11%	1%	No HSD or GED	0%	0%

Most Common Educational/Training Requirement:



Bachelor's degree

Bachelor's degree

Job Zone Comparison

4 - Job Zone Four: Considerable Preparation Needed

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A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.

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Most of these occupations require a four - year bachelor's degree, but some do not.

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Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.

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Tasks

Financial Analysts

Accountants

Core Tasks

Core Tasks

Generalized Work Activities:

Generalized Work Activities:

- Analyzing Data or Information - Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts.
- Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources.
- Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.
- Processing Information - Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data.
- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.

- Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.
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- Processing Information - Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data.
- Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources.
- Documenting/Recording Information - Entering, transcribing, recording, storing, or maintaining information in written or electronic/magnetic form.

Specific Tasks

Specific Tasks

Occupation Specific Tasks:

Occupation Specific Tasks:

- Analyze financial information to produce forecasts of business, industry, and economic conditions for use in making investment decisions.
- Assemble spreadsheets and draw charts and graphs used to illustrate technical reports, using computer.
- Collaborate with investment bankers to attract new corporate clients to securities firms.
- Contact brokers and purchase investments for companies, according to company policy.
- Determine the prices at which securities should be syndicated and offered to the public.
- Evaluate and compare the relative quality of various securities in a given industry.
- Interpret data affecting investment

- Advise clients in areas such as compensation, employee health care benefits, the design of accounting or data processing systems, or long-range tax or estate plans.
- Advise management about issues such as resource utilization, tax strategies, and the assumptions underlying budget forecasts.
- Analyze business operations, trends, costs, revenues, financial commitments, and obligations, to project future revenues and expenses or to provide advice.
- Appraise, evaluate, and inventory real property and equipment, recording information such as the description, value and location of property.
- Compute taxes owed and prepare tax returns, ensuring compliance with payment, reporting or other tax requirements.
- Develop, implement, modify, and document



programs, such as price, yield, stability, future trends in investment risks, and economic influences.

- Maintain knowledge and stay abreast of developments in the fields of industrial technology, business, finance, and economic theory.
- Monitor fundamental economic, industrial, and corporate developments through the analysis of information obtained from financial publications and services, investment banking firms, government agencies, trade publications, company sources, and personal interviews.
- Prepare plans of action for investment based on financial analyses.
- Present oral and written reports on general economic trends, individual corporations, and entire industries.
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- compute financial data
- conduct financial investigations
- create mathematical or statistical diagrams or charts
- evaluate degree of financial risk
- follow tax laws or regulations
- gather relevant financial data
- identify financial risks to company
- interpret charts or tables for social or economic research
- make presentations on financial matters
- perform general financial analysis
- prepare financial reports
- use computers to enter, access and retrieve financial data
- use knowledge of economic trends
- use spreadsheet software
- use statistical cost estimation methods

Technology - Examples

Analytical or scientific software

- Analyse-it Software

• Develop, implement, modify, and document recordkeeping and accounting systems, making use of current computer technology.

- Develop, maintain, and analyze budgets, preparing periodic reports that compare budgeted costs to actual costs.
- Establish tables of accounts and assign entries to proper accounts.
- Investigate bankruptcies and other complex financial transactions and prepare reports summarizing the findings.
- Maintain or examine the records of government agencies.
- Prepare forms and manuals for accounting and bookkeeping personnel, and direct their work activities.
- Prepare, examine, or analyze accounting records, financial statements, or other financial reports to assess accuracy, completeness, and conformance to reporting and procedural standards.
- Provide internal and external auditing services for businesses or individuals.
- Report to management regarding the finances of establishment.
- Represent clients before taxing authorities and provide support during litigation involving financial issues.
- Serve as bankruptcy trustees or business valuers.
- Survey operations to ascertain accounting needs and to recommend, develop, or maintain solutions to business and financial problems.
- Work as Internal Revenue Service (IRS) agents.

Detailed Tasks

Detailed Work Activities:

- advise clients on financial matters
- analyze applicant's financial status
- analyze budgets
- analyze financial data
- analyze financial information to project future revenues or expense
- appraise, evaluate, or inventory real property or equipment
- compile data for financial reports
- compute financial data
- compute taxes
- conduct financial investigations
- confer with taxpayer or representative
- determine tax liability according to prescribed laws
- develop budgets
- develop or maintain budgeting databases
- direct and coordinate financial activities
- evaluate degree of financial risk



- Decisioneering Crystal Ball
- Genetic algorithm software
- Keypoint DataDesk
- Mathematical software
- Palisade Evolver
- Palisade StatTools
- Pattern recognition software
- SAS JMP
- The Mathworks MATLAB
- Ward Systems Group GeneHunter
- Ward Systems Group NeuralShell Predictor
- Wolfram Research Mathematica

Charting software

- Data visualization software
- Montgomery Investment Technology Utility XL
- TickQuest NeoTicker

Data base management system software

- Oracle software

Data base user interface and query software

- IBM Lotus Approach
- Microsoft Access

Enterprise resource planning ERP software

- SSA Global Infinium Financial Management

Expert system software

- Ivorix Neurostrategy Finance
- Matheny Pattern Forecaster Plus
- Neural network modeling software
- NeuroSolutions for MatLab

Financial analysis software

- Advanced Portfolio Technologies Report Builder
- Advanced Portfolio Technologies Simulator
- AnalyzerXL software
- Annuities analysis software
- Aspen Graphics software

- fill out business or government forms
- follow tax laws or regulations
- inspect account books or system for efficiency, effectiveness, or acceptability
- maintain account records
- maintain record of organization expenses
- make revenue forecasts
- note discrepancies in financial records
- obtain financial information from individuals
- perform general financial analysis
- prepare audit reports or recommendations
- prepare financial reports
- prepare periodic reports comparing budgeted costs to actual costs
- prepare tax reports
- prepare tax returns
- use accounting or bookkeeping software
- use accounting terminology
- use computers to enter, access and retrieve financial data
- use cost benefit analysis techniques
- use spreadsheet software
- use statistical cost estimation methods
- verify bank or financial transactions
- write administrative procedures services manual

Technology - Examples

Accounting software

- Accounts payable software
- Accounts receivable software
- Accurate NXG
- AcorynSystems Activity Based Costing/Management ABC/M
- AdaptaSoft CyberPay
- Asset management software
- ATX Total Accounting Office
- ATX Total Engagement Office
- Automation Counselors municipiPAL
- Best MP Fund Accounting
- Billing software
- CCIS AccountAbility
- Cost accounting software
- CYMA IV Accounting for Windows



- BizBench Benchmarking Software
- BizPricer Business Valuation Software
- Business Forecast Systems Forecast Pro
- DealMaven Comparable Company Valuation Analysis
- DealMaven M&A Accretion/Dilution One-Pager
- DealMaven Modeling ToolPack for Excel
- Derivatives Imagine Trading System
- Derivicom FinOptions XL
- Economic forecasting software
- Experian Credinomics
- Express Business Valuations
- Financial modeling software
- FinEng Solutions PerfoRM
- FinEng Solutions Quantis
- Fractal pattern analysis software
- Genetic algorithm optimization software
- Harland Financial Solutions DecisionPro
- I-flex Solutions Reveleus Investment Performance Measurement
- Innova Financial Solutions Derivatives Expert
- Leading Market Technologies EXPO
- Longview Consolidation
- Longview Solutions Khalix
- Market forecast software
- MergerStat Control Premiums
- MergerStat Price to Earnings Ratios
- Mid-Market Comps software
- MbnaySoft Corporate Valuation
- Monte carlo simulation software
- Montgomery Investment Technology Bonds XL
- Montgomery Investment Technology Exotics XL
- Montgomery Investment Technology FinTools
- Montgomery Investment Technology Options XL

- Evron Computer Systems SAGE PFW (Platinum For Windows)
- Financial reporting software
- Financial statement software
- FRx Software Microsoft FRx
- Fund accounting software
- General ledger software
- Heron CrossTie General Ledger
- Intuit QuickBooks
- Invoice software
- Lead Activity Analyzer
- Lead Business Analyzer
- Micronetics Xpert Write-up
- Multiview Accounts Receivable
- New Millennium Communications Genesis Accounting
- Pro Systems Client Write-Up System for Windows
- Profit Developers Electronic File Interchange
- PROPHIX Enterprise
- Roundtable Software Advantage Accounting System
- Sage CPAAccounts Payable
- Sage CPAAccounts Receivable
- Sage CPAClient Checkbook
- Sage CPAPractice Manager
- Sage Peachtree
- Sage Software BusinessWorks
- Sage Software Peachtree software
- Softrax Revenue Management
- Summit Software Summit Biofuels Accounting
- UA Business Software Professional Edition
- Compliance software
 - Accounting compliance software
 - ACCUCert software
 - FLS eDP PAYROLLtax



- Montgomery Investment Technology QuoteTools
- Montgomery Investment Technology Risk XL
- Montgomery Investment Technology SigTools
- Moss Adams Profit Mentor
- Mutual fund analysis software
- NeuroSolutions Trading Solutions
- OptionVue Options Analysis
- Palisade Bond @nalyst
- Peer-to-Peer Financial Analysis
- Pi Blue OptWorks Excel
- Portfolio management software
- Pricing software
- Quantifying marketability discount QMD modeling software
- RiskMetrics Group WealthBench
- Securities analysis software
- Spreadware Business Financial Analysis
- Spreadware Business Valuator
- Spreadware Pro Forma
- Steele Mutual Fund and Variable Annuity Expert
- SunGard BancWare
- SunGard Kiodex Risk Workbench
- TechHackers Convertible Bond @nalyst
- TechHackers Credit @nalyst
- TechHackers Exotic @nalyst
- TechHackers Financial @nalyst
- TechHackers IRO @nalyst
- TechHackers MBS @nalyst
- TechHackers Swap @nalyst
- Tetrahex Fractal Finance
- Tips Standard Securities Calculation Bond Analytics Module
- Tips Standard Securities Calculation Mortgage-Backed Analytics Module

- Intrax ProcedureNet
- Paisley Cardmap
- Paisley Focus Control Assurance
- Paisley RiskNavigator
- Tax compliance property tax management software

Customer relationship management CRM software

- Blackbaud The Raiser's Edge

Data base reporting software

- Business Objects Crystal Reports

Data base user interface and query software

- Microsoft Access

- Practice management software PMS

- Sage Solutions CPAPayroll

Development environment software

- eXtensible Business Reporting Language XBRL

Document management software

- Accutrac software

- Document management software

- OmniRIM software

- Sage CPADocument Manager

Enterprise application integration software

- Business Objects Data Integrator

Enterprise resource planning ERP software

- Accountants Templates JAZZ-IT!

- AcornSystems Corporate Performance Management

- Cartesis ES Magnitude

- Great Plains software

- Hyperion Solutions System 9

- Microsoft Dynamics GP

- Microsoft Dynamics NAV

- Microsoft Dynamics SL

- Microsoft Great Plains Solomon

- NetSuite NetERP



- Trendsetter Software ProAnalyst
- Unlimited Learning Resources Valusource Pro
- ValuSource BIZCOMPS
- Whitebirch Software Projected Financials
- Wolfram Research Derivatives
- Wolfram Research Mathematica Finance Essentials
- Wolfram Research Mathematica UnRisk Pricing Engine

Information retrieval or search software

- dailyVest Investment Personalization Platform
- TradeTools Financial Market Databases
- TradeTools Monthly U.S. Economic Database
- Ward Systems Group NeuroShell Trader

Presentation software

- DealMaven PresLink for PowerPoint and Word
- Microsoft PowerPoint

Spreadsheet software

- Apple AppleWorks
- Corel QuattroPro
- IBM Lotus 1-2-3
- Microsoft Excel
- Spreadsheet software

Word processing software

- Microsoft Word
- Report generation software

Tools - Examples

- 10-key calculators
- Desktop computers
- Notebook computers
- Personal computers
- Personal digital assistants PDA
- Tablet computers

- Sage Accpac
- Sage MAS 200
- Sage Software Platinum for Windows PFW

Financial analysis software

- Accounting fraud detection software
- AuditWare software
- Brentmark Estate Planning Quickview
- Cammack Computations Inter-Est
- Cartesis Magnitude iAnalysis
- Estate planning software
- Fixed-assets depreciation software
- MethodWare ProAudit Advisor
- Microsoft FRx
- OSI TrustWise
- Paisley AutoAudit
- Paisley IssueTrack
- Payables Tests Sets for ACL software
- Pentana audit work system PAWS
- RSM McGladrey Advanced Practice Solutions Paperless Audit
- RSM McGladrey Auditor Assistant
- Sage MAS 500
- Sync Essentials Trade Accountant

Human resources software

- Sage Software Abra HRMS

Inventory management software

- AIM Asset Management Software
- Sage MAS 90

Office suite software

- Microsoft Office

Operating system software

- Microsoft Windows

Presentation software

- Microsoft PowerPoint

Spreadsheet software

- Microsoft Excel



Tax preparation software

- 1099 ProsSoftware
- Abacus Tax Software
- Advanced Micro Systems 1099-Etc
- American Riviera Magtax
- ATX Total Tax Office
- Avalara AvaTax ST
- BNA Estate and Gift Tax Suite
- BNA Income Tax Planning Solutions
- BNA Sales and Use Tax Rates and Forms
- CCH ProSystem fx TAX
- Creative Solutions UltraTax 1040
- H&R Block TaxCut Software
- IDMS Account Ability
- Income tax return preparation software
- Intuit Lacerte
- Intuit ProSeries
- Intuit TurboTax
- KPB Associates TaxStream
- NewPortWave Year End Solutions
- Ortax Software IntelliTax Business for Windows
- Ortax Software IntelliTax Classic
- Thomson GoSystem Tax
- Universal Tax Systems TaxWise

Time accounting software

- Payroll software

Transaction server software

- Tumbleweed SecureTransport

Word processing software

- Microsoft Word

Tools - Examples

- 10-key calculators
- Desktop computers
- Fax machines



- Notebook computers
- Personal computers
- Personal digital assistants PDA
- Photocopying equipment
- Scanners
- Tablet computers

Labor Market Comparison

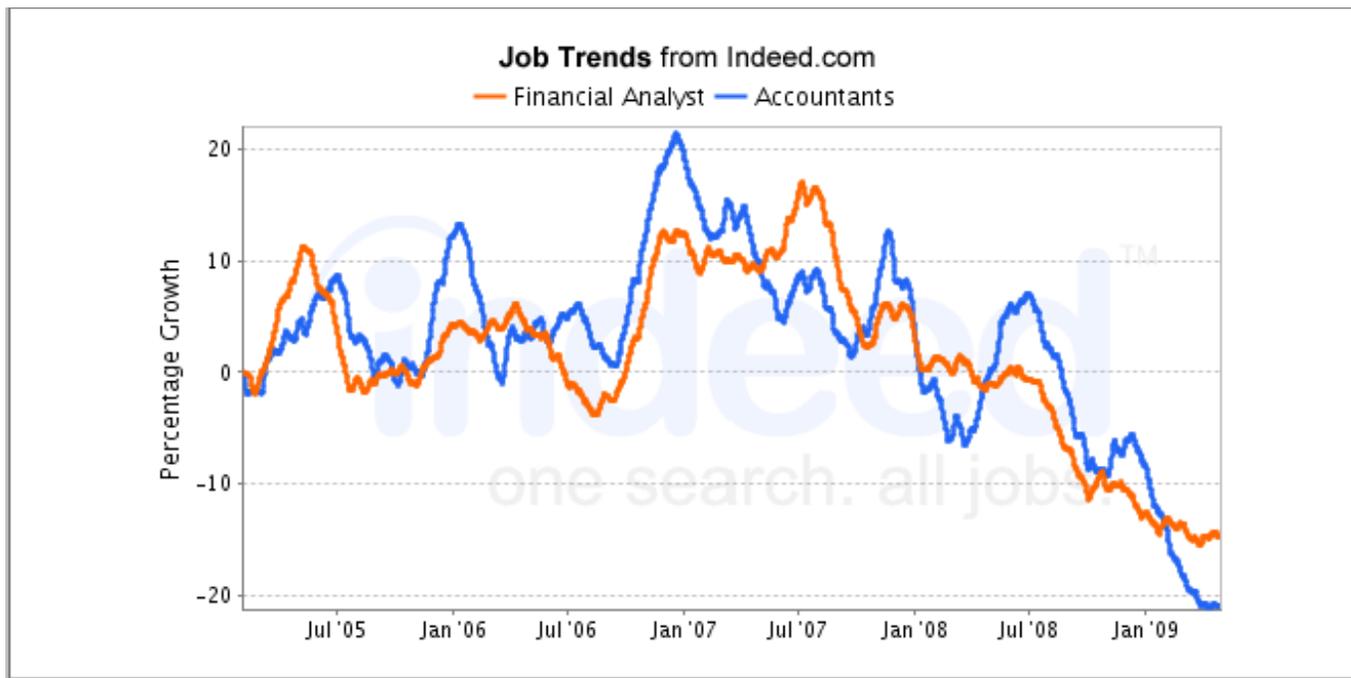
Maine Department of Labor.

Description	Financial Analysts	Accountants	Difference
Median Wage	\$ 71,380	\$ 48,110	\$(23,270)
10th Percentile Wage	\$ 42,650	\$ 33,700	\$(8,950)
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	\$ 86,220	\$ 62,620	\$(23,600)
90th Percentile Wage	\$107,560	\$ 81,400	\$(26,160)
Mean Wage	\$ 73,130	\$ 53,860	\$(19,270)
Total Employment - 2059	210	3,250	3,040
Employment Base - 2006	243	3,967	3,724
Projected Employment - 2068	268	4,395	4,127
Projected Job Growth - 2006-2068	10.3 %	10.8 %	0.5 %
Projected Annual Openings - 2006-2068	4	113	109
Special			

Special Occupations:

National Job Posting Trends

Trend for Financial Analysts and Accountants



Data from [Indeed](http://Indeed.com)

Programs

Related Programs

Accounting

Accounting. A program that prepares individuals to practice the profession of accounting and to perform related business functions. Includes instruction in accounting principles and theory, financial accounting, managerial accounting, cost accounting, budget control, tax accounting, legal aspects of accounting, auditing, reporting procedures, statement analysis, planning and consulting, business information systems, accounting research methods, professional standards and ethics, and applications to specific for-profit, public, and non-profit organizations.

Institution	Address	City	URL
University of Maine at Augusta	46 University Dr	Augusta	www.uma.maine.edu/
Beal College	99 Farm Road	Bangor	bealcollege.edu
Husson College	One College Circle	Bangor	www.husson.edu
Husson College	One College Circle	Bangor	www.husson.edu
University of Maine at Machias	9 O'Brien Ave	Machias	www.umm.maine.edu
University of Maine		Orono	www.umaine.edu/
Andover College	901 Washington Ave	Portland	WWW.ANDOVERCOLLEGE.edu
Andover College	901 Washington Ave	Portland	WWW.ANDOVERCOLLEGE.edu
University of Southern Maine	96 Falmouth St	Portland	www.usm.maine.edu
University of Southern Maine	96 Falmouth St	Portland	www.usm.maine.edu
University of Maine at Presque Isle	181 Main St	Presque Isle	www.umpi.maine.edu
Saint Josephs College	278 Whites Bridge Rd	Standish	www.sjcme.edu

Saint Josephs College	278 Whites Bridge Rd	Standish	www.sjcme.edu
Thomas College	180 W River Rd	Waterville	www.thomas.edu
Thomas College	180 W River Rd	Waterville	www.thomas.edu
York County Community College	112 College Drive	Wells	www.yccc.edu

Accounting and Business/Management

Accounting and Business/Management. An integrated or combined program in accounting and business administration/management that prepares individuals to function as accountants and business managers.

No information on schools for the program

Accounting and Computer Science

Accounting and Computer Science. A program that combines accounting with computer science and/or computer studies.

No information on schools for the program

Accounting and Finance

Accounting and Finance. An integrated or combined program in accounting and finance that prepares individuals to function as accountants and financial managers or analysts.

Institution	Address	City	URL
University of Southern Maine	96 Falmouth St	Portland	www.usm.maine.edu

Auditing

Auditing. A program that prepares individuals, including certified accountants, to perform independent internal and external appraisals to evaluate organizational financial and operational activities, ensure compliance with laws and policies, safeguard assets, and promote effective planning and resource allocation. Includes instruction in advanced accounting, audit tools and techniques, sampling, risk and control, audit planning, audit function management, law and regulations, environmental auditing, information technology applications, professional standards and ethics, and specific industry and service sector problems.

No information on schools for the program

Taxation

Taxation. A program that prepares individuals to provide tax advice and management services to individuals and corporations. Includes instruction in tax law and regulations, tax record systems, individual and corporate income taxation, tax planning, partnerships and fiduciary relationships, estates and trusts, property depreciation, capital gains and losses, dispositions, transfers, liquidity, valuation, and applications to specific tax problems.

Institution	Address	City	URL
Thomas College	180 W River Rd	Waterville	www.thomas.edu

Maine Statewide Promotion Opportunities for Financial Analysts									
O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings	Special

13-2051.00	Financial Analysts	100	4	210	\$71,380.00	\$0.00	10%	4	
13-2052.00	Personal Financial Advisors	92	3	360	\$94,100.00	\$22,720.00	10%	13	
25-1063.00	Economics Teachers, Postsecondary	86	5	80	\$73,830.00	\$2,450.00	11%	2	
23-1011.00	Lawyers	84	5	1,910	\$80,120.00	\$8,740.00	6%	73	
11-2022.00	Sales Managers	80	4	1,310	\$72,720.00	\$1,340.00	3%	32	
11-3021.00	Computer and Information Systems Managers	79	5	870	\$83,130.00	\$11,750.00	8%	21	
11-2021.00	Marketing Managers	79	4	570	\$74,560.00	\$3,180.00	7%	17	
23-1023.00	Judges, Magistrate Judges, and Magistrates	78	5	80	\$115,160.00	\$43,780.00	1%	2	
11-1021.00	General and Operations Managers	78	4	8,490	\$77,050.00	\$5,670.00	-5%	209	
11-1011.00	Chief Executives	77	5	750	\$102,290.00	\$30,910.00	-6%	25	
11-3061.00	Purchasing Managers	76	4	330	\$72,560.00	\$1,180.00	2%	11	
29-1051.00	Pharmacists	75	5	1,190	\$112,550.00	\$41,170.00	22%	46	
11-9121.00	Natural Sciences Managers	74	5	180	\$79,810.00	\$8,430.00	8%	5	
25-1061.00	Anthropology and Archeology Teachers, Postsecondary	72	5	50	\$74,360.00	\$2,980.00	8%	1	
15-1032.00	Computer Software Engineers, Systems Software	71	4	290	\$73,410.00	\$2,030.00	11%	8	

Special Occupations:

Top Industries for Accountants					
Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Accounting, tax preparation, bookkeeping, and payroll services	541200	21.37%	272,351	355,310	30.46%

Self-employed workers, primary job	000601	7.79%	99,236	105,724	6.54%
Management of companies and enterprises	551100	5.38%	68,525	86,895	26.81%
Local government, excluding education and hospitals	939300	3.32%	42,296	52,267	23.57%
State government, excluding education and hospitals	929200	3.06%	39,011	42,109	7.94%
Depository credit intermediation	522100	2.04%	26,041	26,549	1.95%
Colleges, universities, and professional schools, public and private	611300	2.01%	25,611	28,652	11.87%
Federal government, excluding postal service	919999	1.85%	23,630	20,105	-14.92%
Self-employed workers, secondary job	000602	1.75%	22,317	22,217	-0.45%
Management, scientific, and technical consulting services	541600	1.45%	18,502	36,334	96.38%
Employment services	561300	1.43%	18,183	25,315	39.22%
Computer systems design and related services	541500	1.21%	15,429	22,915	48.52%
General medical and surgical hospitals, public and private	622100	1.16%	14,756	16,337	10.71%
Office administrative services	561100	1.09%	13,937	19,438	39.47%
Other financial investment activities	523900	1.03%	13,154	20,391	55.02%

Top Industries for Financial Analysts

Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Other financial investment activities	523900	12.23%	26,970	43,500	61.29%
Management of companies and enterprises	551100	10.11%	22,307	28,287	26.81%
Securities and commodity contracts, brokerages, and exchanges	5231-2	9.55%	21,064	37,617	78.59%
Self-employed workers, primary job	000601	7.82%	17,254	22,058	27.84%
Depository credit intermediation	522100	7.68%	16,950	19,010	12.15%
Accounting, tax preparation, bookkeeping, and payroll services	541200	3.87%	8,546	11,149	30.46%
Management, scientific, and technical consulting services	541600	3.32%	7,315	14,366	96.38%
Computer systems design and related services	541500	2.05%	4,532	6,731	48.52%
Direct insurance (except life, health, and medical) carriers	524120	1.99%	4,386	5,043	14.98%
Other nondepository credit intermediation, including real estate credit and consumer lending	522290	1.77%	3,914	4,225	7.93%
General medical and surgical hospitals, public and private	622100	1.53%	3,376	4,112	21.78%

Colleges, universities, and professional schools, public and private	611300	1.44%	3,184	3,918	23.06%
Computer and peripheral equipment manufacturing	334100	1.29%	2,837	2,043	-28.00%
State government, excluding education and hospitals	929200	1.25%	2,755	2,974	7.94%
Other investment pools and funds	525900	1.20%	2,638	4,074	54.45%

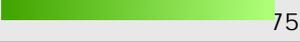
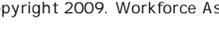
TORQ Analysis of Financial Analysts to Loan Interviewers and Clerks

ANALYSIS INPUT					
Transfer	Title	O*NET	Filters		
From Title:	Financial Analysts	13-2051.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Loan Interviewers and Clerks	43-4131.00	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

TORQ RESULTS					
Grand TORQ:					91
Ability TORQ		Skills TORQ		Knowledge TORQ	
Level	 95	Level	 87	Level	 89

Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Speech Recognition	60	14	72	Social Perceptiveness	56	3	74	No Knowledge Upgrades Required!			
Finger Dexterity	41	16	50								
Perceptual Speed	35	3	50								
Speed of Closure	39	2	53								
Oral Comprehension	60	1	81								

LEVEL and IMPT (IMPORTANCE) refer to the Target Loan Interviewers and Clerks. GAP refers to level difference between Financial Analysts and Loan Interviewers and Clerks.

ASK ANALYSIS			
Ability Level Comparison - Abilities with importance scores over 50			
Description	Financial Analysts	Loan Interviewers and Clerks	Importance
Oral Comprehension	59 	60 	 81
Written Comprehension	62 	57 	 78
Oral Expression	60 	60 	 75
Speech Clarity	46 	46 	 75
Speech Recognition	46 	60 	 72
Written Expression	59 	53 	 68



Problem Sensitivity	55	48	68
Near Vision	59	55	68
Deductive Reasoning	62	55	65
Inductive Reasoning	51	48	62
Information Ordering	51	50	62
Mathematical Reasoning	53	46	59
Speed of Closure	37	39	53
Category Flexibility	48	48	50
Number Facility	55	48	50
Flexibility of Closure	48	42	50
Perceptual Speed	32	35	50
Selective Attention	42	39	50
Finger Dexterity	25	41	50

Skill Level Comparison - Abilities with importance scores over 69

Description	Financial Analysts	Loan Interviewers and Clerks	Importance
Social Perceptiveness	53	56	74

Knowledge Level Comparison - Knowledge with importance scores over 69

Description	Financial Analysts	Loan Interviewers and Clerks	Importance
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Experience & Education Comparison

Related Work Experience Comparison			Required Education Level Comparison		
Description	Financial Analysts	Loan Interviewers and Clerks	Description	Financial Analysts	Loan Interviewers and Clerks
10+ years	16%	0%	Doctoral	0%	0%
8-10 years	1%	0%	Professional Degree	0%	0%
6-8 years	15%	0%	Post-Masters Cert	0%	0%
4-6 years	13%	0%	Master's Degree	15%	0%
2-4 years	38%	17%	Post-Bachelor Cert	0%	0%
1-2 years	1%	39%	Bachelors	84%	3%
6-12 months	1%	22%	AA or Equiv	0%	39%
3-6 months	0%	0%	Some College	0%	14%
1-3 months	0%	0%	Post-Secondary Certificate	0%	13%
0-1 month	0%	0%	High School Diploma or GED	0%	28%
None	11%	18%	No HSD or GED	0%	0%

Financial Analysts

Loan Interviewers and Clerks

Most Common Educational/Training Requirement:

Bachelor's degree

Short-term on-the-job training

Job Zone Comparison

4 - Job Zone Four: Considerable Preparation Needed

2 - Job Zone Two: Some Preparation Needed



<p>A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.</p>	<p>Some previous work-related skill, knowledge, or experience may be helpful in these occupations, but usually is not needed. For example, a teller might benefit from experience working directly with the public, but an inexperienced person could still learn to be a teller with little difficulty.</p>
<p>Most of these occupations require a four - year bachelor's degree, but some do not.</p>	<p>These occupations usually require a high school diploma and may require some vocational training or job-related course work. In some cases, an associate's or bachelor's degree could be needed.</p>
<p>Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.</p>	<p>Employees in these occupations need anywhere from a few months to one year of working with experienced employees.</p>

Tasks

Financial Analysts	Loan Interviewers and Clerks
<p>Core Tasks</p> <p>Generalized Work Activities:</p> <ul style="list-style-type: none"> Analyzing Data or Information - Identifying the underlying principles, reasons, or facts of information by breaking down information or data into separate parts. Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources. Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information. Processing Information - Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data. Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person. 	<p>Core Tasks</p> <p>Generalized Work Activities:</p> <ul style="list-style-type: none"> Processing Information - Compiling, coding, categorizing, calculating, tabulating, auditing, or verifying information or data. Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information. Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail. Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources. Performing for or Working Directly with the Public - Performing for people or dealing directly with the public. This includes serving customers in restaurants and stores, and receiving clients or guests.
<p>Specific Tasks</p> <p>Occupation Specific Tasks:</p> <ul style="list-style-type: none"> Analyze financial information to produce forecasts of business, industry, and economic conditions for use in making investment decisions. Assemble spreadsheets and draw charts and graphs used to illustrate technical reports, using computer. Collaborate with investment bankers to attract new corporate clients to securities firms. Contact brokers and purchase investments for companies, according to company policy. Determine the prices at which securities should be syndicated and offered to the public. Evaluate and compare the relative quality of various securities in a given industry. Interpret data affecting investment programs, such as price, yield, stability, 	<p>Specific Tasks</p> <p>Occupation Specific Tasks:</p> <ul style="list-style-type: none"> Accept payment on accounts. Answer questions and advise customers regarding loans and transactions. Assemble and compile documents for loan closings, such as title abstracts, insurance forms, loan forms, and tax receipts. Calculate, review, and correct errors on interest, principal, payment, and closing costs, using computers or calculators. Check value of customer collateral to be held as loan security. Contact credit bureaus, employers, and other sources in order to check applicants' credit and personal references. Contact customers by mail, telephone, or in person concerning acceptance or rejection



future trends in investment risks, and economic influences.

- Maintain knowledge and stay abreast of developments in the fields of industrial technology, business, finance, and economic theory.
- Monitor fundamental economic, industrial, and corporate developments through the analysis of information obtained from financial publications and services, investment banking firms, government agencies, trade publications, company sources, and personal interviews.
- Prepare plans of action for investment based on financial analyses.
- Present oral and written reports on general economic trends, individual corporations, and entire industries.
- Recommend investments and investment timing to companies, investment firm staff, or the investing public.

Detailed Tasks

Detailed Work Activities:

- advise clients on financial matters
- analyze financial data
- analyze financial information to project future revenues or expense
- analyze market conditions
- analyze scientific research data or investigative findings
- analyze social or economic data
- compile data for financial reports
- compute financial data
- conduct financial investigations
- create mathematical or statistical diagrams or charts
- evaluate degree of financial risk
- follow tax laws or regulations
- gather relevant financial data
- identify financial risks to company
- interpret charts or tables for social or economic research
- make presentations on financial matters
- perform general financial analysis
- prepare financial reports
- use computers to enter, access and retrieve financial data
- use knowledge of economic trends
- use spreadsheet software
- use statistical cost estimation methods

Technology - Examples

Analytical or scientific software

- Analyse-it Software
- Decisioneering Crystal Ball

of applications.

- Establish credit limits and grant extensions of credit on overdue accounts.
- File and maintain loan records.
- Interview loan applicants in order to obtain personal and financial data, and to assist in completing applications.
- Order property insurance or mortgage insurance policies in order to ensure protection against loss on mortgaged property.
- Prepare and type loan applications, closing documents, legal documents, letters, forms, government notices, and checks, using computers.
- Present loan and repayment schedules to customers.
- Record applications for loan and credit, loan information, and disbursements of funds, using computers.
- Review customer accounts in order to determine whether payments are made on time and that other loan terms are being followed.
- Schedule and conduct closings of mortgage transactions.
- Submit loan applications with recommendation for underwriting approval.
- Verify and examine information and accuracy of loan application and closing documents.

Detailed Tasks

Detailed Work Activities:

- advise clients or customers
- collect deposit or payment
- compile data for financial reports
- complete information on loan forms
- compute financial data
- compute property equity
- compute taxes
- ensure correct grammar, punctuation, or spelling
- evaluate customer records
- examine documents for completeness, accuracy, or conformance to standards
- fill out business or government forms
- gather relevant financial data
- interview customers
- maintain account records
- maintain records, reports, or files
- obtain information from individuals
- prepare contract documents
- prepare reports
- provide customer service
- review loan applications
- schedule meetings or appointments



- Genetic algorithm software
- Keypoint DataDesk
- Mathematical software
- Palisade Evolver
- Palisade StatTools
- Pattern recognition software
- SAS JMP

- The Mathworks MATLAB

- Ward Systems Group GeneHunter
- Ward Systems Group NeuralShell Predictor
- Wolfram Research Mathematica

Charting software

- Data visualization software
- Montgomery Investment Technology Utility XL
- TickQuest NeoTicker

Data base management system software

- Oracle software

Data base user interface and query software

- IBM Lotus Approach
- Microsoft Access

Enterprise resource planning ERP software

- SSA Global Infinium Financial Management

Expert system software

- Ivorix Neurostrategy Finance
- Matheny Pattern Forecaster Plus
- Neural network modeling software
- NeuroSolutions for MatLab

Financial analysis software

- Advanced Portfolio Technologies Report Builder
- Advanced Portfolio Technologies Simulator
- AnalyzerXL software
- Annuities analysis software
- Aspen Graphics software
- BizBench Benchmarking Software

- understand property documents
- use computers to enter, access or retrieve data
- use interviewing procedures
- use oral or written communication techniques
- use spreadsheet software
- use word processing or desktop publishing software
- verify bank or financial transactions
- verify information for credit investigations
- write business correspondence

Technology - Examples



- BizPricer Business Valuation Software
- Business Forecast Systems Forecast Pro
- DealMaven Comparable Company Valuation Analysis
- DealMaven M&A Accretion/Dilution One-Pager
- DealMaven Modeling ToolPack for Excel
- Derivatives Imagine Trading System
- Derivicom FinOptions XL
- Economic forecasting software
- Experian Credinomics
- Express Business Valuations
- Financial modeling software
- FinEng Solutions PerfoRM
- FinEng Solutions Quantis
- Fractal pattern analysis software
- Genetic algorithm optimization software
- Harland Financial Solutions DecisionPro
- I-flex Solutions Reveleus Investment Performance Measurement
- Innova Financial Solutions Derivatives Expert
- Leading Market Technologies EXPO
- Longview Consolidation
- Longview Solutions Khalix
- Market forecast software
- MergerStat Control Premiums
- MergerStat Price to Earnings Ratios
- Mid-Market Comps software
- MoneySoft Corporate Valuation
- Monte carlo simulation software
- Montgomery Investment Technology Bonds XL
- Montgomery Investment Technology Exotics XL
- Montgomery Investment Technology FinTools
- Montgomery Investment Technology Options XL



- Montgomery Investment Technology QuoteTools
- Montgomery Investment Technology Risk XL
- Montgomery Investment Technology SigTools
- Moss Adams Profit Mentor
- Mutual fund analysis software
- NeuroSolutions Trading Solutions
- OptionVue Options Analysis
- Palisade Bond @nalyst
- Peer-to-Peer Financial Analysis
- Pi Blue OptWorks Excel
- Portfolio management software
- Pricing software
- Quantifying marketability discount QMD modeling software
- RiskMetrics Group WealthBench
- Securities analysis software
- Spreadware Business Financial Analysis
- Spreadware Business Valuator
- Spreadware Pro Forma
- Steele Mutual Fund and Variable Annuity Expert
- SunGard BancWare
- SunGard Kiodex Risk Workbench
- TechHackers Convertible Bond @nalyst
- TechHackers Credit @nalyst
- TechHackers Exotic @nalyst
- TechHackers Financial @nalyst
- TechHackers IRO @nalyst
- TechHackers MBS @nalyst
- TechHackers Swap @nalyst
- Tetrahex Fractal Finance
- Tips Standard Securities Calculation Bond Analytics Module
- Tips Standard Securities Calculation Mortgage-Backed Analytics Module



- Trendsetter Software ProAnalyst
- Unlimited Learning Resources Valusource Pro
- ValuSource BIZCOMPS
- Whitebirch Software Projected Financials
- Wolfram Research Derivatives
- Wolfram Research Mathematica Finance Essentials
- Wolfram Research Mathematica UnRisk Pricing Engine

Information retrieval or search software

- dailyVest Investment Personalization Platform
- TradeTools Financial Market Databases
- TradeTools Monthly U.S. Economic Database
- Ward Systems Group NeuroShell Trader

Presentation software

- DealMaven PresLink for PowerPoint and Word
- Microsoft PowerPoint

Spreadsheet software

- Apple AppleWorks
- Corel QuattroPro
- IBM Lotus 1-2-3
- Microsoft Excel
- Spreadsheet software

Word processing software

- Microsoft Word
- Report generation software

Tools - Examples

- 10-key calculators
- Desktop computers
- Notebook computers
- Personal computers
- Personal digital assistants PDA
- Tablet computers

Labor Market Comparison

Maine Department of Labor.

Description	Financial Analysts	Loan Interviewers and Clerks	Difference
Median Wage	\$ 71,380	\$ 28,060	\$(43,320)
10th Percentile Wage	\$ 42,650	\$ 20,870	\$(21,780)
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	\$ 86,220	\$ 34,050	\$(52,170)
90th Percentile Wage	\$107,560	\$ 39,950	\$(67,610)
Mean Wage	\$ 73,130	\$ 29,150	\$(43,980)
Total Employment - 2059	210	770	560
Employment Base - 2006	243	830	587
Projected Employment - 2068	268	757	489
Projected Job Growth - 2006-2068	10.3 %	-8.8 %	-19.1 %
Projected Annual Openings - 2006-2068	4	14	10
Special			

Special Occupations:

National Job Posting Trends

Trend for Financial Analysts and Loan Interviewers and Clerks



Data from [Indeed](http://Indeed.com)

Programs

Related Programs



Banking and Financial Support Services

Banking and Financial Support Services. A program that prepares individuals to perform a wide variety of customer services in banks, insurance agencies, savings and loan companies, and related enterprises. Includes instruction in communications and public relations skills, business equipment operation, and technical skills applicable to the methods and operations of specific financial or insurance services.

Institution	Address	City	URL
Eastern Maine Community College	354 Hogan Rd	Bangor	www.emcc.edu
Saint Josephs College	278 Whites Bridge Rd	Standish	www.sjcme.edu

Maine Statewide Promotion Opportunities for Financial Analysts

O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings	Special
13-2051.00	Financial Analysts	100	4	210	\$71,380.00	\$0.00	10%	4	
13-2052.00	Personal Financial Advisors	92	3	360	\$94,100.00	\$22,720.00	10%	13	
25-1063.00	Economics Teachers, Postsecondary	86	5	80	\$73,830.00	\$2,450.00	11%	2	
23-1011.00	Lawyers	84	5	1,910	\$80,120.00	\$8,740.00	6%	73	★
11-2022.00	Sales Managers	80	4	1,310	\$72,720.00	\$1,340.00	3%	32	
11-2021.00	Marketing Managers	79	4	570	\$74,560.00	\$3,180.00	7%	17	
11-3021.00	Computer and Information Systems Managers	79	5	870	\$83,130.00	\$11,750.00	8%	21	
23-1023.00	Judges, Magistrate Judges, and Magistrates	78	5	80	\$115,160.00	\$43,780.00	1%	2	
11-1021.00	General and Operations Managers	78	4	8,490	\$77,050.00	\$5,670.00	-5%	209	
11-1011.00	Chief Executives	77	5	750	\$102,290.00	\$30,910.00	-6%	25	
11-3061.00	Purchasing Managers	76	4	330	\$72,560.00	\$1,180.00	2%	11	
29-1051.00	Pharmacists	75	5	1,190	\$112,550.00	\$41,170.00	22%	46	★
11-9121.00	Natural Sciences Managers	74	5	180	\$79,810.00	\$8,430.00	8%	5	



25-1061.00	Anthropology and Archeology Teachers, Postsecondary	72	5	50	\$74,360.00	\$2,980.00	8%	1
15-1032.00	Computer Software Engineers, Systems Software	71	4	290	\$73,410.00	\$2,030.00	11%	8
Special Occupations:								

Top Industries for Loan Interviewers and Clerks

Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Other nondepository credit intermediation, including real estate credit and consumer lending	522290	31.57%	80,818	83,797	3.69%
Depository credit intermediation	522100	31.44%	80,504	70,966	-11.85%
Activities related to credit intermediation	522300	14.34%	36,712	41,100	11.95%
Direct insurance (except life, health, and medical) carriers	524120	3.23%	8,276	7,479	-9.63%
Management of companies and enterprises	551100	2.81%	7,202	7,179	-0.33%
Legal services	541100	2.79%	7,132	6,773	-5.03%
Self-employed workers, primary job	000601	2.09%	5,351	4,929	-7.89%
Activities related to real estate	531300	1.41%	3,603	3,970	10.18%
Offices of real estate agents and brokers	531200	1.06%	2,723	2,868	5.32%
Securities and commodity contracts, brokerages, and exchanges	5231-2	0.82%	2,097	2,706	29.02%
Other financial investment activities	523900	0.70%	1,801	2,194	21.85%
Employment services	561300	0.66%	1,688	1,847	9.43%
Colleges, universities, and professional schools, public and private	611300	0.38%	979	947	-3.27%
Self-employed workers, secondary job	000602	0.38%	963	829	-13.93%
Residential building construction	236100	0.26%	678	660	-2.64%

Top Industries for Financial Analysts

Industry	NAICS	% of Industry	Employment	Projected Employment	% Change
Other financial investment activities	523900	12.23%	26,970	43,500	61.29%
Management of companies and enterprises	551100	10.11%	22,307	28,287	26.81%
Securities and commodity contracts, brokerages, and exchanges	5231-2	9.55%	21,064	37,617	78.59%

Self-employed workers, primary job	000601	7.82%	17,254	22,058	27.84%
Depository credit intermediation	522100	7.68%	16,950	19,010	12.15%
Accounting, tax preparation, bookkeeping, and payroll services	541200	3.87%	8,546	11,149	30.46%
Management, scientific, and technical consulting services	541600	3.32%	7,315	14,366	96.38%
Computer systems design and related services	541500	2.05%	4,532	6,731	48.52%
Direct insurance (except life, health, and medical) carriers	524120	1.99%	4,386	5,043	14.98%
Other nondepository credit intermediation, including real estate credit and consumer lending	522290	1.77%	3,914	4,225	7.93%
General medical and surgical hospitals, public and private	622100	1.53%	3,376	4,112	21.78%
Colleges, universities, and professional schools, public and private	611300	1.44%	3,184	3,918	23.06%
Computer and peripheral equipment manufacturing	334100	1.29%	2,837	2,043	-28.00%
State government, excluding education and hospitals	929200	1.25%	2,755	2,974	7.94%
Other investment pools and funds	525900	1.20%	2,638	4,074	54.45%

Industry & Occupational Data Sources

TORQ Results: The TORQ Scores is based upon an proprietary algorithm applied against Knowledge, Skills and Ability levels and importance derived from O*NET 12.

ASK Analysis, Experience & Education Levels and Tasks: O*Net 12

Labor Market Comparisons Occupational Projections data from Maine Department of Labor

National Posting Trends Indeed.com

Labor Pool & Promotions Opportunities: Occupational Projections data from Maine Department of Labor

Top Industries: Occupational Employment Statistics program (U.S. Bureau of Labor Statistics)