

## CAREER PROGRAMS

### Financial Services

#### Associate in Applied Science Degree

*This 60 credit-hour curriculum is designed for persons interested in preparing for positions in the dynamic field of finance.*

*Career opportunities in finance are quite extensive and diversified. Career objectives of persons completing this program would be in the areas of banking, commercial credit and collections, finance, insurance and real estate.*

*Students can choose a basic program of study in finance or one of the specialized study areas. Students earning an associate in applied science degree in financial services must complete the general education courses, required core courses and course work from the specialized study areas.*

#### Required General Education Courses:

ENG	101	Composition .....	3
ENG	102	Composition or	
ENG	130	Business Writing or	
SPE	101	Fundamentals of Speech Communication.....	3
		Humanities elective.....	3
MGT	150	Business Math .....	3

#### Required Core Courses:

ACC	101	Introduction to Financial Accounting .....	4
ACC	102	Introduction to Managerial Accounting .....	3
BFC	102	Commercial Law .....	3
CIS	120	Introduction to Business Software Packages .....	3
ECO	115	Consumer Economics or	
ECO	211	Microeconomics .....	3
ECO	200	Introduction to Economics or	
ECO	212	Macroeconomics .....	3
MGT	111	Introduction to Business Organization.....	3
MGT	218	Introduction to Finance .....	3

#### Specialized Study Area:

*Depending on the student's career needs, he/she may choose from the following specialized study areas. It is recommended that students pursue one of the following specialized areas and consult with the program coordinator or Student Development faculty member.*

#### Banking

##### Required:

BFC	101	Principles of Financial Institution Operations.....	3
BFC	115	Advanced Principles of Financial Institution Operations.....	3
BFC	117	Marketing of Financial Institutions .....	3
BFC	215	Financial Statements Interpretation and Analysis.....	3
BFC	225	International Finance .....	3
ECO	210	Money and Banking.....	3
		Electives <sup>1</sup> .....	5

## Commercial Credit Management

### Required:

BFC 101	Principles of Financial Institution Operations.....	3
BFC 117	Marketing for Financial Institutions .....	3
BFC 201	Commercial Credit and Collection Principles.....	3
BFC 202	Advanced Commercial Credit and Collection .....	3
BFC 215	Financial Statement Interpretations and Analysis.....	3
Electives <sup>2</sup>	.....	8

## Finance

### Required:

BFC 101	Principles of Financial Institution Operations.....	3
BFC 200	Investment Management.....	3
BFC 215	Financial Statements Interpretation and Analysis.....	3
BFC 225	International Finance .....	3
ECO 210	Money and Banking.....	3
Electives <sup>3</sup>	.....	8

## Insurance

### Required:

BFC 121	Principles of Property and Liability Insurance .....	3
BFC 122	Principles of Personal Insurance .....	3
BFC 123	Principles of Commercial Insurance .....	3
BFC 215	Financial Statements Interpretation and Analysis.....	3
Electives <sup>4</sup>	.....	11

## Real Estate

### Required:

RES 101	Real Estate Transactions.....	3
Electives <sup>5</sup>	.....	20

<sup>1</sup> Select at least five credit hours from the following: BFC 118, BFC 121, BFC 122, BFC 123, BFC 200, BFC 211, BFC 212, BFC 213, BFC 216, BFC 219, BFC 220, BFC 225, BFC 230, BFC 235, CIS 122, CIS 123, CIS 124, CIS 126, MGT 270, RES 101.

<sup>2</sup> Select at least eight credit hours from one of the following: ACC 201, BFC 121, BFC 200, BFC 225, CIS 122, CIS 123, CIS 124, CIS 126, ECO 210, MGT 225, MGT 270.

<sup>3</sup> Select at least eight credit hours from one of the following: BFC 118, BFC 201, BFC 212, BFC 219, BFC 220, CIS 122, CIS 123, CIS 124, CIS 126, MGT 270.

<sup>4</sup> Select at least 11 credit hours from one of the following: CIS 117, CIS 122, CIS 123, MTH 103 or MTH 134, MGT 225, PHI 150, PSY 101, PSY 145.

<sup>5</sup> Select at least 20 credit hours from the following: ATE 209, BFC 101, CIS 118, CIS 119, CIS 123, MGT 154, MKT 140, MKT 141, MKT 217, MKT 240, MKT 245, RES 105, RES 110, RES 140, RES 141, RES 142, RES 143, RES 144, RES 190, RES 192, RES 194, RES 196, RES 220, RES 221.