

ACCOUNTING

Financial Services Major

ARTS & SCIENCES AND BUSINESS DIVISION

Program of Study

The Financial Services major offers entry level courses for individuals who desire a career in the financial services industry. Banking institutions are marketing their financial services more aggressively. This program also offers advanced course for people already employed in the field.

The faculty has identified the following Learning Outcomes for all graduates:

- Explain the variety of services offered by financial institutions.
- Understand the importance of financial institutions to the economy and realize the impact they have on the local community.
- Develop professional and human relations skills that are necessary in working with both business clients and personal consumers.
- Understand government regulations and the impact they have on financial institutions.
- Understand credit and the process of analyzing financial information to assist in the decision-making process of granting credit.

POTENTIAL OCCUPATIONS:

- Bank Teller
- Loan Officer
- Insurance and Investment Agents
- Credit Managers
- Retail Management

Associate of Applied Business

TECHNICAL CONCENTRATION

		Credit Hrs.
ACC	1100	Financial Accounting 4
ACC	1200	Managerial Accounting 4
FST	1100	Introduction to Financial Services 3
FST	1300	Money and Banking 3
FST	2420	Finance 3
FST	2520	Risk Management 3
FST	2550	Installment Credit and Commercial Lending 3
MRT	1010	Marketing 3
MRT	1120	Personal Selling 4
MRT	2440	Sales Management 3
		Total Technical Credit Hours 33

GENERAL EDUCATION AND RELATED COURSES

GEN	1000	First-Year Seminar 1
CIT	1090	Computer Fundamentals 3
ECO	2010	Macroeconomics 3
ECO	2020	Microeconomics 3
Choose One:		ENG 1050 College Comp I or ENG 1020 3
ENG	1900	Technical Writing 3
LAW	2420	Business Law 3
MGT	1190	Management 3
MGT	2670	Business Ethics 3
MTH	1310	Intermediate Algebra 4
SPE	2010	Effective Speaking 3
		*Humanities Elective 3
		Total General Education & Related Credit Hours 35
		TOTAL CREDIT HOURS 68

- * See page 95 for a listing of specific electives.
See your advisor for appropriate course selection.

For available Certificate Program options, see catalog pages 97-103.

- ** All students graduating from Terra State Community College with an Associate degree of any kind will be functionally proficient in common computer operations and applications. Please see your academic advisor or academic division office for further details.

To determine when courses are scheduled, see program curriculum sheet which is available from the Enrollment Services office in Building A/Room 100, from the Arts & Sciences and Business Division, Building A/Room 202 or on the web at www.terra.edu.