

Financial Services
Associate in Applied Science

| Concentration Requirements | | | Credit Hours |
|-----------------------------------|-----|---|---------------------|
| ACCT | 112 | Financial Accounting..... | 3 |
| ACCT | 114 | Managerial Accounting..... | 3 |
| BUAD | 104 | Business Law I..... | 3 |
| BUAD | 105 | Business Law II <i>or</i> | |
| ECON | 101 | Issues in Today's Economy | 3 |
| FINA | 101 | AIB: Principles of Banking..... | 3 |
| FINA | 115 | Professional Selling for Financial Service Agents..... | 3 |
| FINA | 117 | Introduction to Investments | 3 |
| FINA | 119 | Basic Marketing | 3 |
| FINA | 126 | Financial Management..... | 3 |
| FINA | 129 | Introduction to Financial Planning..... | 3 |
| FINA | 131 | Life, Accident, and Health Insurance | 3 |
| FINA | 150 | Pre-Licensing Series 6 Limited Representative <i>or</i> | |
| FINA | 151 | Gen. Securities Registered Rep. Pre-Licensing Series 7..... | 3 |
| FINA | 201 | Money and Banking..... | 3 |
| Total | | | 39 |

| General Education Requirements | | | Credit Hours |
|---------------------------------------|-----|--|---------------------|
| ENGL | 101 | English Composition I..... | 3 |
| ENGL | 102 | English Composition II <i>or</i> | |
| COMM | 101 | Fundamentals of Speech <i>or</i> | |
| BUAD | 110 | Business Communications..... | 3 |
| BUAD | 101 | Introduction to Business <i>or</i> | |
| MATH | 120 | Elementary Statistics <i>or</i> | |
| PHIL | 106 | Ethics | 3 |
| COMP | 110 | Computer Concepts & Applications <i>or</i> | |
| COMP | 120 | Computer Information Systems | 3 |
| ECON | 203 | Macroeconomics..... | 3 |
| ECON | 204 | Microeconomics | 3 |
| MATH | 100 | Intermediate Algebra <i>or</i> | |
| MATH | 106 | Applied Mathematics <i>or</i> | |
| MATH | 115 | College Algebra | 3 |
| Total | | | 21 |
| Program Total | | | 60 |

For a listing of all Humanities, Social Science, Natural & Physical Science and General Education Electives, see page 105.

College Success Skills (LEAR 101) is required for all first-time, full-time students with fewer than 15 hours after high school graduation.

Financial Services
Associate in Applied Science
Four Semester Plan

Semester 1 *

| Course # | Course Title |
|--|--------------------------------|
| ENGL 101 | English Composition I (3) |
| MATH 100 | Intermediate Algebra <i>or</i> |
| MATH 106 | Applied Math <i>or</i> |
| MATH 115 | College Algebra (3) |
| ECON 203 | Macroeconomics (3) |
| ACCT 112 | Financial Accounting (3) |
| FINA 101 | AIB: Principles of Banking (3) |
| Semester Hours (15) Cumulative Hours (15) | |

Semester 2

| Course # | Course Title |
|--|----------------------------------|
| ENGL 102 | English Composition II <i>or</i> |
| COMM 101 | Fundamentals of Speech <i>or</i> |
| BUAD 110 | Business Communications (3) |
| ECON 204 | Microeconomics (3) |
| FINA 117 | Introduction to Investments (3) |
| FINA 119 | Basic Marketing (3) |
| ACCT 114 | Managerial Accounting (3) |
| Semester Hours (15) Cumulative Hours (30) | |

Semester 3

| Course # | Course Title |
|--|--|
| FINA 115 | Professional Selling for Financial Services Agents (3) |
| FINA 129 | Introduction to Financial Planning (3) |
| FINA 131 | Life, Accident & Health Insurance (3) |
| BUAD 104 | Business Law I (3) |
| COMP 110 | Computer Concepts and Applications <i>or</i> |
| COMP 120 | Computer Information Systems (3) |
| Semester Hours (15) Cumulative Hours (45) | |

Semester 4

| Course # | Course Title |
|--|---|
| FINA 126 | Financial Management (3) |
| FINA 150 | General Securities Registered Rep. Pre-Licensing Series 7 <i>or</i> |
| FINA 151 | Pre-Licensing Limited Representative Series 6 (3) |
| FINA 201 | Money & Banking (3) |
| ECON 101 | Issues in Today's Economy <i>or</i> |
| BUAD 105 | Business Law II(3) |
| BUAD 101 | Introduction to Business <i>or</i> |
| PHIL 106 | Ethics <i>or</i> |
| MATH 120 | Elementary Statistics (3) |
| Semester Hours (15) Cumulative Hours (60) | |

*** College Success Skills should be taken the first semester.**