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# FINANCIAL PLANNING (114)

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## **114-101 - Financial and Insurance Fundamentals**

Financial and Insurance Fundamentals is an introductory course that will introduce learners to financial institutions including banks and non-bank institutions such as credit unions, finance companies, insurance companies, and other financial markets. Career paths, licensing, and certification requirements are introduced.

1 Credit hours

18 Lecture hours

## **114-103 - Financial Service Lines**

This course builds upon knowledge gained in 10-114-101 Financial and Insurance Fundamentals with a deeper dive into financial markets and depository institutions. You will learn the role of the Federal Reserve System and develop an understanding of how monetary policy impacts financial institutions and the economy. You will be able to differentiate regulations, structure, risks, management, and balance sheets of commercial banks, thrifts, and credit unions. You will also practice research, communication, and customer service skills important to a financial services career. (Prerequisite: 114-101 Financial and Insurance Fundamentals)

3 Credit hours

54 Lecture hours

## **114-105 - Insurance Service Lines**

Examines insurance products and services available to clients. Explores the pros and cons of products through the use of research and client engagement practices. (Prerequisite: 114-101 Financial and Insurance Fundamentals)

3 Credit hours

54 Lecture hours

## **114-107 - Financial Wealth Management**

Acquire fiscal management knowledge and skills to help clients maximize their financial decision making and prepare for future goals. Learners examine ethics in financial advising and regulations related to working with clients and investments. (Prerequisite: 114-103 Financial Service Lines)

3 Credit hours

54 Lecture hours

## **114-109 - Securities Industry - Concepts to Compliance**

Explores the securities industry from fundamental concepts to important compliance and prohibited practices. Learners examine products and associated risks, the structure of the securities industry and the practice and purpose of regulatory agencies. (Prerequisite: 114-103 Financial Service Lines)

3 Credit hours

54 Lecture hours