

LANSING COMMUNITY COLLEGE

CURRICULUM GUIDE

Financial Institutions
Associate in Business Degree

Curriculum Code: 0103 (Effective Fall 2015 – Summer 2020)

Individuals who work in financial institutions are responsible for the effective and efficient operation of the organization which includes both operations and customer relations. This degree 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, business law and regulations, quantitative methods, communication skills, management and professional standards. Students will also make choices related to banking, credit unions, insurance, or real estate. **Not all courses in this program transfer to all colleges.** Students planning to transfer should see an academic advisor before enrolling in any courses.

PREREQUISITES

Students should see [Course Descriptions](#) for course prerequisite information. See [Academic Assessment and Placement Testing for Student Success](#) for skills assessment and advising information.

INFORMATION

Contact the Business & Economics Department, Gannon Building, Room 131, telephone number (517) 483-1522 (Website: www.lcc.edu/business/) or Academic Advising Department, Gannon Building – Star Zone, telephone number (517) 483-1904.

REQUIREMENTS

CODE	TITLE	TOTAL: 15 CREDITS CREDIT HOURS
BUSN 118	Introduction to Business	3
MGMT 150	Managing Customer Relations	3
MGMT 200	Creative Thinking for Business	3
MGMT 228	Organization Behavior	3
MKTG 200	Principles of Marketing	3

LIMITED CHOICE REQUIREMENTS

TOTAL: 47-54 CREDITS

Complete the indicated number of credits from **EACH CHOICE** listed below.

CHOICE 1: [General Education Core Areas](#)**16–22 Credits**

(Click the link above for information on how to fulfill these requirements. Core area proficiency exams, where appropriate, are available for each core area.)

Communication Core Area	3–4
Global Perspectives and Diversity Core Area	3–4
Mathematics Core Area	3–5
Science Core Area	4–5
Writing Core Area	3–4

CHOICE 2: Legal Related**3 Credits**

LABR 204	Employment Law for Managers	3
LEGL 215	Business Law–Basic Principles	3

CHOICE 3: Accounting and Finance Related**7–8 Credits**

ACCG 210	Principles of Accounting I	4
ACCG 211	Principles of Accounting II	4

ACCG 271	Principles of Finance	3
INSU 265	Principles Risk and Insurance	3
MGMT 346	Managerial Finance	3
REAL 275	Real Estate Financing	3

CHOICE 4: Management Related**3 Credits**

MGMT 224	Human Resource Management	3
MGMT 225	Principles of Mgmt/Leadership	3
MGMT 300	Leading for Possibility	3

CHOICE 5: Computer Related (See Note 1)**3 Credits****CHOICE 6: Professional Related****15 Credits**

BUSN 201	International Business	3
BUSN 250	Personal Finance	3
BUSN 251	Stock Market Essentials	3
BUSN 254	Introduction to Investments	2
ECON 201	Principles of Economics–Micro	4
ECON 202	Principles of Economics–Macro	4
MGMT 201	Time Management for Business	1
MGMT 202	Managing Difficult People	1
MGMT 203	Managing Meetings	1
MKTG 119	Mktg/Manage Your Profess Image	3
MKTG 120	Sales	3
MKTG 210	Marketing on the Internet	3

MKTG 229	Public Relations	3
REAL 271	Introduction to Real Estate	2
REAL 273	Real Estate Investment	3
REAL 274	Real Estate Pre–License Fund	3
MINIMUM TOTAL		62

NOTES:

1. Choose CIT_ prefix courses not already used to meet degree requirements.
2. Students should confer with a Business & Economics Department advisor to assure that selection of Limited Choice courses will best fit their career plans.

SUGGESTED COURSE SEQUENCE

Students should see course descriptions to find out when departments plan to offer courses. Students who for any reason are unable to follow the course sequence suggested below (for example, those who are part–time, have transferred in courses from another school, or have prerequisites to fulfill) should contact an academic advisor for help with adjustments.

I	II	III	IV
BUSN 118	MGMT 150	MGMT 200	Lim.Ch.
Lim.Ch.	MGMT 228	Lim.Ch.	Lim.Ch.
Lim.Ch.	MKTG 200	Lim.Ch.	Lim.Ch.
Lim.Ch.	Lim.Ch.	Lim.Ch.	Lim.Ch.
Lim.Ch.	Lim.Ch.	Lim.Ch.	Lim.Ch.