



Financial Institutions A.B.

Curriculum Code: 0103

Effective: Fall 2020 – Summer 2025

Description

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.

Contact Information

Contact the Business and Economics Department, Gannon Building, Room 1222, telephone number 517-483-1522 or the Academic Advising Department, Gannon Building – Star Zone, telephone number 517-483-1904.

General Education – Applied Degrees, Recommended Choices

(For the full list of options, see [General Education](#))

- English Composition – *Select one*
ENGL 121, Composition I, 4 credits / 4 billing hours
ENGL 127, Business Writing, 3 credits / 3 billing hours
ENGL 131, Honors Composition I, 4 credits / 4 billing hours
- English (second course) or Communications or Applied Communications – *Select one*
COMM 110, Communication in the Workplace, 3 credits / 3 billing hours
COMM 120, Dynamics of Communication, 3 credits / 3 billing hours
COMM 130, Fundamentals Public Speaking, 3 credits / 3 billing hours
- Humanities and Fine Arts or Social Sciences or Applied Social Sciences – *Select one*
MGMT 234, Diversity in the Workplace, 3 credits / 3 billing hours
- Mathematics or Applied Mathematics – *Select one*
MATH 119, Math - Applications for Living, 4 credits / 4 billing hours
MATH 120, College Algebra, 4 credits / 4 billing hours
- Natural Sciences Lab or Applied Science and Technology Lab – *Select one*
ASTR 201, Introductory Astronomy, 4 credits / 5 billing hours
BIOL 120, Environmental Science, 4 credits / 6 billing hours
CHEM 135, Chemistry in Society, 4 credits / 5 billing hours
PHYS 120, The Art of Physics, 4 credits / 5 billing hours

Program of Study Required Courses

Course Code	Course Title	Credit / Billing Hours
BUSN 118	Introduction to Business	3 / 3
BUSN 250	Personal Finance	3 / 3
MGMT 150	Managing Customer Relations	3 / 3
MGMT 200	Creative Thinking for Business	3 / 3
MGMT 224	Human Resource Management	3 / 3
MGMT 225	Principles of Mgmt/Leadership	3 / 3
MGMT 228	Organization Behavior	3 / 3
MKTG 200	Principles of Marketing	3 / 3

Program of Study Required Courses, Limited Choices - Accounting and Finance – *Select two*

Course Code	Course Title	Credit / Billing Hours
ACCG 210	Principles of Financial Accg	4 / 4
ACCG 211	Principles of Managerial Accg	4 / 4
ACCG 271	Principles of Finance	3 / 3
MGMT 346	Managerial Finance	3 / 3

Program of Study Required Courses, Limited Choices - Business/Insurance/ Entrepreneurship – *Select two, 6 credit minimum*

Course Code	Course Title	Credit / Billing Hours
BUSN 201	International Business	3 / 3
BUSN 251	Understanding Investments	3 / 3
ECON 201	Principles of Economics-Micro	4 / 4
INSU 105	Prin of Prop & Liability Ins	3 / 3
INSU 110	Personal Insurance	3 / 3
MGMT 235	Independent Study/Manage/Lead	1-3 / 1-3
MKTG 119	Mktg/Manage Your Profess Image	3 / 3
MKTG 120	Sales	3 / 3
MKTG 229	Public Relations	3 / 3

Program of Study Required Courses, Limited Choices - Computer – *Select one*

Course Code	Course Title	Credit / Billing Hours
CITA 110	Intro to Microsoft Office	3 / 3
CITA119	Microsoft Word	3 / 3
CITA 126	Microsoft Excel	3 / 3
CITF 108	Microsoft Windows	2 / 2
CITF 110	Intro Computer Info Systems	3 / 3

Program of Study Required Courses, Limited Choices - Legal – Select one

Course Code	Course Title	Credit / Billing Hours
LABR 204	Employment Law for Managers	3 / 3
LEGL 215	Business Law-Basic Principles	3 / 3

Program of Study Required Courses, Limited Choices - Management – Select two

Course Code	Course Title	Credit / Billing Hours
MGMT 202	Managing Difficult People	1 / 1
MGMT 203	Managing Meetings	1 / 1
MGMT 237	Managing/Continual Improvement	3 / 3

Total Credit Hours

60-67 credits / 61-69 billing hours

Recommended Course Sequence

Semester I	Semester II
Gen Ed - English Composition or Applied English Gen Ed - English (second course)/ Communications or Applied Communications Gen Ed - Mathematics or Applied Mathematics BUSN 118 MGMT 225	Gen Ed - Humanities and Fine Arts or Social Sciences or Applied Social Sciences MGMT 150 MGMT 228 MKTG 200 Limited Choice - Accounting and Finance

Semester III	Semester IV
Gen Ed - Natural Sciences Lab or Applied Science and Technology Lab BUSN 250 Limited Choice - Accounting and Finance Limited Choice - Computer Limited Choice - Legal	MGMT 200 MGMT 224 Limited Choice - Business/Insurance/ Entrepreneurship Limited Choice - Business/Insurance/ Entrepreneurship Limited Choice - Management Limited Choice - Management