

Banking and Financial Services

Program **A4570**
CIP 520101

Associate in Applied Science Degree in Business Management

The Banking and Financial Services option of the Management program is a joint program between the American Institute of Banking (AIB) and Mercer County Community College. It is designed for students, both full-time and part-time, who desire to specialize in banking. The option prepares persons for entry-level positions in banking and increases knowledge and opportunities for currently employed banking professionals.

Successful graduates will be able to:

- use terminology common to the banking environment for effective communication;
- demonstrate skills necessary to operate equipment commonly used in banking;
- determine and develop personal qualities needed to function effectively with individuals and organizations in business;
- apply effective principles of supervision in performing first-level management duties in banking operations;
- analyze/resolve problems common to entry-level banking positions.

Students may apply the courses needed for a School of Banking program diploma from AIB (24 credits) toward this A.A.S. degree option. Mercer accepts up to 12 credits from specified AIB (BNK) courses toward this A.A.S. option while AIB accepts MCCC courses in accounting, English composition, economics, computer concepts, business communications, business math, and principles of management toward the AIB School of Banking program diploma.

Admission to the program requires a high school diploma or its equivalent.

Curriculum

Code	Course (lecture/lab hours)	Credits
BNK 130	Principles of Banking* (3/0)	3
BUS 101	Introduction to Business (3/0)	3
ENG 101	English Composition I (3/0)	3
MAT 108	Topics in Mathematics (3/0) ¹	3
—	— Business elective ²	3
BNK 132	Law and Banking: Applications* (3/0)	3
BNK 232	Commercial Lending* (3/0)	3
	OR	3
BNK 235	Consumer Lending* (3/0)	3
BUS 210	Principles of Management (3/0)	3
ENG 112	English Composition II with Speech (3/0)	3
	OR	3
ENG 102	English Composition II (3/0)	3
HPE 110	Concepts of Health and Fitness (1/2)†	2
MKT 101	Principles of Marketing (3/0)	3
ACC 111	Principles of Financial Accounting (4/0)	4
BUS 103	Business Mathematics (3/0)	3
BUS 209	Business Letter/Report Writing (3/0)	3
IST 101	Computer Concepts with Applications (2/2)	3
BNK —	Business Banking elective* (3/0) ³	3
ACC 112	Principles of Managerial Accounting (4/0)	4
ECO 103	Basic Economics (3/0)	3
—	— General Education elective ⁴	3
—	— General Education elective ⁴	3
—	— Elective	3
		65

* Courses taught by American Institute of Banking (AIB).
Schedule and fees determined by AIB.

¹ Or higher-level mathematics course.

² Select one of the following: ACC 207; BUS 108, 109, 202, 276, 296; OST 111, 112, 219, 222; MKT 103, 220, 230, 240. See program advisor for more information.

³ Acceptable banking electives:

- BNK 231 Money and Banking*
- BNK 232 Commercial Lending*
- BNK 234 Introduction to Mortgage Lending*
- BNK 235 Consumer Lending*
- BNK 236 Trust Operations*
- BNK 237 Law and Banking: Principles*

⁴ Select course from the following general education categories: Social Science, Humanities, Historical Perspective, Diversity and Global Perspective.

†HPE 111 is an acceptable alternative.

