

Principles of Banking

Credits:	3 (3/0/0)
Description:	This course is an overview of bank operations that will include organizational structure, regulatory environment, profit generation and growth strategies. Banking activities including retail, commercial, investment and international banking products and services are introduced.
Prerequisites:	None
Corequisites:	None
Competencies:	<ol style="list-style-type: none"> 1. Describe the relationships banks have with their customers and their communities. 2. Explain the evolution of commercial banking in the United States and the federal legislation that shaped its development. 3. Describe the creation of the Federal Reserve System and the role it plays as the agent of monetary policy and as a bank regulator. 4. Describe various deposit instruments, the options customers have for making deposits and the means tellers have for establishing a customer's identity. 5. Define negotiable instruments as they relate to checks and describe the features that make a check negotiable. 6. Explain the process a bank must go through to post a check to an account and discuss controls and security measures that protect the bank and tellers from losses due to fraud. 7. Describe the bank lending process that includes legal restrictions on bank loans, the role of the bank's board of directors in establishing and overseeing lending policy, and basic loan categories. 8. Explain the objectives of funds management, including asset and liability management, and the objectives of bank investments. 9. Explain specialized services offered by banks including trusts, safe deposit services, global banking services, electronic funds transfers systems, and brokerage and insurance services. 10. Describe the components of the marketing concept and how understanding customers and market research leads to the success of marketing efforts for the banks.
MnTC goal areas:	None