

FINANCIAL SERVICES - CLIENT SERVICES (FSA) Newnham

September 2014 Entry (or later)

September Semester 1 6 subjects	January Semester 2 6 subjects	September Semester 3 7 subjects	January Semester 4 6 subjects
SSC 100 Strategies for Success (2 hours)	FCS 240 Foundations of Customer Service (3 hours)	SMS 202 Microcomputer Business Applications (3 hours)	CIP 011 Principles and Practices of Insurance (3 hours)
ACC 106 Accounting I (3 hours)	ACC 212 Financial Analysis 1 (3 hours) Pre-req. ACC106	RFC 121 Intro. to Financial Planning and Economics (4 hours)	RFC 128 Canadian Investment Funds (3 hours) Pre-req. RFC 121
QNM 106 Mathematics of Finance (4 hours)	SOC 270 Interpersonal and Intercultural Communications (3 hours)	MAP 100 Mortgage Agent (3 hours)	RFC 223 Ethics and Marketing of Financial Products (3 hours)
BAM 101 Intro. to Business Administration (3 hours)	OBR 250 Organizational Behavior (3 hours) Pre-req. BUS106, EAC149	BUS 400 Business Economics (3 hours) Pre-req. EAC149	RFC 127 Call Centre Operations (2 hours)
EAC 150 College English (3 hours)	MRK 108 Marketing I (3 hours)	CAP 500 Career Planning and Job Search (1 hour)	MGS 350 Management Studies: Canadian Business Law (3 hours)
	LIBERAL STUDIES ELECTIVE 1 (3 hours)	LIBERAL STUDIES ELECTIVE 2 (3 hours)	LIBERAL STUDIES ELECTIVE 3 (must be a LITERATURE subject) (3 hours) Pre-req. EAC 150
		EAC 394 Effective Business Writing (3 hours) Pre-req. EAC 150	

Date revised: November 2014

NOTE:

Students in the FSA program must maintain a GPA of 2.5 or better to remain in the program.

Students must successfully complete EAC 149 before entering semester 3.

Students must successfully complete EAC 150 before entering semester 4.

Students with an assessment result indicating remedial math should take QNM 103 in Semester 1 & QNM 104 in Semester 2

(QNM 103 + QNM 104 = QNM 106)

ALL FSA students must take 3 LIBERAL STUDIES ELECTIVES, and at least one of these must be a literature option - these electives begin with an EAC or SES code.