



# BROADWAY BANK

## 2006-2013 Credit Recommendation Guide

The following courses have been evaluated by Corporate Articulation to potentially fulfill General Education or Elective credits for an Undergraduate Degree. In order to receive any of the credits recommended below, students should submit supporting documents to Prior Learning Assessment. For more information on PLA visit: [ecampus.phoenix.edu/pla](http://ecampus.phoenix.edu/pla) or contact the department toll free at 866-440-4707.

There are fees associated with your PLA submission. However, you may be eligible for PLA benefits. Please contact your Finance Advisor for more information. PLA will not award credit for certifications or coursework that duplicates the content of credits earned through PLA, transfer credit, National Testing Program credit or University of Phoenix. Clock hour to semester credit hour conversions are made by the University using current U.S. Department of Education standards.

**University of Phoenix Equivalency:** General Education or Elective category to which credit can be applied.

**Combinable:** Courses may only be combined with courses of similar content and General Education/Elective areas.

**Non-Academic:** Lack of college level theory and/or principle necessary for credit recognition. Company specific and skill-based training.

**Too Few Hours:** Courses/training that cannot receive credit because they are less than 1 hour total in length. Similar content in a 1(+) hour timeframe may be eligible for credit.

**Applicable Hours:** Indicates the total amount of actual learning time. Any breaks or lunch time included in the initial clock hours have been removed.

Updated: 08/15/2019

The credit awards shown are for informative purposes, state and program limits on Prior Learning Assessment credit may apply.

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
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### Employee First Leadership

	Kickoff / Introduction	Classroom	01/2007-12/2010	4 Hour(s)	4	Combinable	Interdisciplinary/Elective
	Kickoff / Introduction and Change Leadership	Classroom	01/2011-12/2013	8 Hour(s)	8	0.5	Interdisciplinary/Elective
	Change Leadership I	Classroom	01/2007-12/2010	4 Hour(s)	4	Combinable	Interdisciplinary/Elective
	Change Leadership II	Classroom	01/2007-12/2010	4 Hour(s)	4	Combinable	Interdisciplinary/Elective
	Empowerment I	Classroom	01/2007-12/2010	4 Hour(s)	4	Combinable	Interdisciplinary/Elective
	Empowerment II	Classroom	01/2007-12/2010	4 Hour(s)	4	Combinable	Interdisciplinary/Elective
	Empowerment III	Classroom	01/2007-12/2010	4 Hour(s)	4	Combinable	Interdisciplinary/Elective
	Empowerment I, II, and III	Classroom	01/2011-12/2013	8 Hour(s)	8	0.5	Interdisciplinary/Elective

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	Redefining Meeting Culture	Classroom	01/2007-12/2010	4 Hour(s)	4	Combinable	Interdisciplinary/Elective
	Hire To Culture	Classroom	01/2007-12/2013	4 Hour(s)	4	Combinable	Interdisciplinary/Elective
	Strategic Thinking	Classroom	01/2007-12/2010	8 Hour(s)	8	0.5	Interdisciplinary/Elective
	Employee Engagement	Classroom	01/2007-12/2010	8 Hour(s)	8	0.5	Interdisciplinary/Elective
	Employee Engagement	Classroom	01/2011-12/2013	4 Hour(s)	4	Combinable	Interdisciplinary/Elective
	Motivation	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Individual Accountability	Classroom	01/2011-12/2013	4 Hour(s)	0	0.0	Non-Academic
	Leading Accountability	Classroom	01/2011-12/2013	4 Hour(s)	4	Combinable	Interdisciplinary/Elective

#### Sales for Relationship Managers

	Introduction To Sales Culture	Classroom	01/2006-12/2011	3 Hour(s)	0	0.0	Non-Academic
	The Client Interaction	Classroom	01/2006-12/2011	3 Hour(s)	3	Combinable	Interdisciplinary/Elective
	Handling Objections Effectively	Classroom	01/2006-12/2011	3 Hour(s)	3	Combinable	Interdisciplinary/Elective
	Presentation Skills	Classroom	01/2006-12/2011	3 Hour(s)	3	Combinable	Interdisciplinary/Elective
	Customer-Centric Value Proposition	Classroom	01/2006-12/2011	3 Hour(s)	3	Combinable	Interdisciplinary/Elective
	Closing The Sale	Classroom	01/2006-12/2011	3 Hour(s)	3	Combinable	Interdisciplinary/Elective
	Broadway Bank Sales Culture	Classroom	01/2011-12/2013	6 Hour(s)	0	0.0	Non-Academic
	Sales Communication Skills	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Profiling: Assessing Customer Needs	Classroom	01/2011-12/2013	6 Hour(s)	0	0.0	Non-Academic
	Advanced Sales	Classroom	01/2011-12/2013	6 Hour(s)	0	0.0	Non-Academic
	Service is Sales	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective

#### Leadership Academy

	Managing Employee Performance Within BNB Culture	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
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	Successful Hiring	Classroom	01/2008-12/2013	8 Hour(s)	8	0.5	Interdisciplinary/Elective
	Time Management	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Stress Management	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Talent Management	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Project Management	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	New Employee Orientation (NEO)	Classroom	01/2008-12/2013	6 Hour(s)	0	0.0	Non-Academic
	Leading The Generations	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Peer Today: Boss Tomorrow	Classroom	01/2008-12/2012	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Everybody Wins	Classroom	01/2008-12/2012	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Corrective Action and Termination Process	Classroom	01/2011-12/2013	6 Hour(s)	0	0.0	Non-Academic
	Understanding the Application of Predictive Index	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Project Management II	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Culture of Trust	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Emotional Intelligence	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Accountable Communication	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective

#### Miscellaneous

	Notary Public Training	Classroom	01/2008-12/2010	3 Hour(s)	0	0.0	Non-Academic
	Broadway Insight	Classroom	01/2008-12/2013	6 Hour(s)	0	0.0	Non-Academic
	Microsoft: Word (Basic)	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Microsoft: Excel (Basic)	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Microsoft: PowerPoint (Basic)	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Microsoft: Outlook (Basic)	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	CRM Dynamics	Classroom	01/2008-12/2011	4 Hour(s)	0	0.0	Non-Academic

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
	CRM Dynamics	Classroom	01/2012-12/2013	6 Hour(s)	0	0.0	Non-Academic
	New Account Training (FSR)	Classroom	01/2008-12/2012	112 Hour(s)	0	0.0	Non-Academic
	New Account Training (FSR)	Classroom	01/2013-12/2013	64 Hour(s)	0	0.0	Non-Academic
	Loan Training Workshop	Classroom	01/2008-12/2012	32 Hour(s)	32	2.0	Interdisciplinary/Elective
	Loan Training Workshop	Classroom	01/2013-12/2013	24 Hour(s)	24	1.5	Interdisciplinary/Elective
	Safe Deposit Box	Classroom	01/2008-12/2013	3 Hour(s)	0	0.0	Non-Academic
	21 Days	Classroom	01/2008-12/2011	8 Hour(s)	8	0.5	Interdisciplinary/Elective
	21 Days	Classroom	01/2012-12/2013	12 Hour(s)	12	0.5	Interdisciplinary/Elective
	Don't Forget The Benefits	Classroom	01/2008-12/2010	6 Hour(s)	0	0.0	Non-Academic
	Last Banker Standing	Classroom	01/2008-12/2010	4 Hour(s)	0	0.0	Non-Academic
	BAI	Classroom	01/2008-12/2013	2 Hour(s)	0	0.0	Non-Academic
	BSA	Self-Paced	01/2008-12/2013	1 Hour(s)	0.5	Combinable	Interdisciplinary/Elective
	Security Training	Self-Paced	01/2008-12/2013	1 Hour(s)	0.5	Combinable	Interdisciplinary/Elective
	Teller Training	Classroom	01/2008-12/2013	80 Hour(s)	80	5.0	Interdisciplinary/Elective
	Teller Referrals	Classroom	01/2008-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Toastmasters	Classroom	01/2008-12/2013	1 Hour(s)	Please see Apollo Quick List for Toastmasters Credit Award		
	Red Cross - CPR And First Aid Training	Classroom	01/2008-12/2013	7 Hour(s)	0	0.0	Non-Academic
	Bus Operator Training	Classroom	01/2008-12/2010	6 Hour(s)	0	0.0	Non-Academic
	Microsoft: Word (Intermediate)	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Microsoft: Excel (Intermediate)	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Microsoft: PowerPoint (Intermediate)	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Microsoft: Outlook (Intermediate)	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Microsoft: Word (Advanced)	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Microsoft: Excel (Advanced)	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective

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	Microsoft: PowerPoint (Advanced)	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Microsoft: Outlook (Advanced)	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Principles of Banking	Classroom	01/2011-12/2013	8 Hour(s)	8	0.5	Interdisciplinary/Elective
	Business Spanish	Classroom	01/2011-12/2013	3 Hour(s)	3	Combinable	Interdisciplinary/Elective
	Influencer	Classroom	01/2011-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Account Analysis and Treasury Sales	Classroom	01/2011-12/2013	6 Hour(s)	0	0.0	Non-Academic
	Principles of Banking	Classroom	01/2012-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	Business English	Classroom	01/2011-01/2013	3.5 Hour(s)	0	0.0	Non-Academic
	Coaching 101	Classroom	01/2013-12/2013	6 Hour(s)	6	Combinable	Interdisciplinary/Elective
	iPad	Classroom	01/2011-12/2013	3 Hour(s)	0	0.0	Non-Academic
	New Accounts Advanced	Classroom	01/2013-12/2013	6 Hour(s)	0	0.0	Non-Academic
	Microsoft SharePoint	Classroom	01/2012-01/2013	4 Hour(s)	4	Combinable	Interdisciplinary/Elective

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