

# University of Phoenix - Prior Learning Assessment - Corporate Articulation

## CENTER FOR FINANCIAL TRAINING INC, OHIO



### Credit Recommendation Guide (CRG)

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.

\*NOTE: Fees are applicable for credits evaluated.

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 based on current academic standards as outlined in the academic policy of the University.

#### 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, modality 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.

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
<b>*NOTE - THE ASTERISKS IN THE APPLICABLE HOURS COLUMN INDICATES PREVIOUSLY EVALUATED COURSES.</b>							
7522	ANALYZING BANK PERFORMANCE	CLASSROOM	01/2008-12/2008	30-44	*	2 or 2.5	INTERDISCIPLINARY/ELECTIVE
7523	MANAGING FUNDING, LIQUIDITY AND CAPITAL	CLASSROOM	01/2008-12/2008	15-19	*	1	INTERDISCIPLINARY/ELECTIVE
7811	MANAGING INTEREST RATE RISK	CLASSROOM	01/2008-12/2008	30-44	*	2 or 2.5	INTERDISCIPLINARY/ELECTIVE
4261	MANAGING THE BANK'S INVESTMENT PORTFOLIO	SELF-PACED	01/2008-12/2008	15-29	*	0.5	INTERDISCIPLINARY/ELECTIVE
7335	ABA ONLINE REVIEW COURSE FOR THE CRCM EXAM	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
3670	AIB LAW AND BANKING: APPLICATIONS	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
3660	AIB LAW AND BANKING: PRINCIPLES	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
4288	CALLING ON SMALL BUSINESS CUSTOMERS	SELF-PACED	01/2008-12/2008	3-4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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6350	AIB COMMERCIAL LENDING	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	ACE EVALUATION
6652	CREDIT PRODUCTS FOR SMALL BUSINESSES	SELF-PACED	01/2008-12/2008	7	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4289	DEPOSIT PRODUCTS AND SERVICES FOR SMALL BUSINESSES	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4282	AIB FUNDAMENTALS OF SMALL BUSINESS BANKING	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6916	INTRODUCTION TO AGRICULTURAL LENDING	CLASSROOM	01/2008-12/2008	15-29	*	1 or 1.5	INTERDISCIPLINARY/ELECTIVE
6952	INTRODUCTION TO ANALYZING FINANCIAL STATEMENTS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6951	OVERVIEW OF FINANCIAL STATEMENTS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6366	AIB PROBLEM LOAN WORKOUTS	CLASSROOM	01/2008-12/2008	15-29	*	1 or 1.5	INTERDISCIPLINARY/ELECTIVE
7762	RELATIONSHIP SELLING TO SMALL BUSINESS CUSTOMERS	SELF-PACED	01/2008-12/2008	8-9	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6542	RETIREMENT PRODUCTS FOR SMALL BUSINESS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4284	SERVICING AND GROWING SMALL BUSINESS RELATIONSHIPS	SELF-PACED	01/2008-12/2008	3-4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
7803	AIB UNDERSTANDING YOUR CONSTRUCTION BORROWER	CLASSROOM	01/2008-12/2008	30-44	*	2 or 2.5	INTERDISCIPLINARY/ELECTIVE
6920	AIB ANALYZING FINANCIAL STATEMENTS	CLASSROOM	01/2008-12/2008	30-45	*	2 or 3	INTERDISCIPLINARY/ELECTIVE
1325	AIB BANKING TODAY	CLASSROOM	01/2008-12/2008	6	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
2310	AIB ECONOMICS FOR BANKERS	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
1000	AIB FINANCIAL ACCOUNTING	CLASSROOM	01/2008-12/2008	45-59	*	3	INTERDISCIPLINARY/ELECTIVE
1002	AIB GENERAL ACCOUNTING	CLASSROOM	01/2008-12/2008	45-48	*	3	INTERDISCIPLINARY/ELECTIVE
1350	AIB MONEY AND BANKING	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
1370	AIB PRINCIPLES OF BANKING	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
6953	UNDERSTANDING BANK PERFORMANCE	CLASSROOM	01/2008-12/2008	15-29	*	1 or 1.5	INTERDISCIPLINARY/ELECTIVE

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4508	EVENT-BASED SELLING	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
2749	FINANCIAL AND BUSINESS PLANNING FOR BANK MARKETERS	CLASSROOM	01/2008-12/2008	15	*	1	INTERDISCIPLINARY/ELECTIVE
7740	AIB MARKETING FINANCIAL SERVICES	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
4510	SALES COACHING IN THE BANK	CLASSROOM	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
7787	SUCCESSFUL SALES CAMPAIGNS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6494	BUILDING AND RETAINING CUSTOMER RELATIONSHIPS	CLASSROOM	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
7016	CONSUMER CREDIT PRODUCTS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
7008	AIB CONSUMER LENDING	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
6268	CROSS-SELLING DEPOSIT PRODUCTS	SELF-PACED	01/2008-12/2008	7	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4506	EFFECTIVE REFERRALS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
7018	FUNDAMENTALS OF CONSUMER LENDING	CLASSROOM	01/2008-12/2008	5-6	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
7836	FUNDAMENTALS OF MORTGAGE LENDING	CLASSROOM	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6544	INTRODUCTION TO FINANCIAL PLANNING PRODUCTS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
7820	AIB INTRODUCTION TO MORTGAGE LENDING	CLASSROOM	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
4504	INTRODUCTION TO RELATIONSHIP SELLING	SELF-PACED	01/2008-12/2008	9	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8008	PERSONAL TAX RETURN ANALYSIS	CLASSROOM	01/2008-12/2008	9	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
7814	PROFILING MORTGAGE PROSPECTS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
3444	REFERRING INSURANCE AND ANNUITIES CUSTOMERS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
7242	REFERRING MUTUAL FUNDS AND SECURITIES CUSTOMERS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8264	REFERRING TRUST CUSTOMERS	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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6496	REVITALIZING CUSTOMER SERVICE	SELF-PACED	01/2008-12/2008	8-9	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
1884	TELE-CONSULTING	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6384	TELLER TRAINING ESSENTIALS	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6832	AIB TODAY'S TELLER: DEVELOPING BASIC SKILLS	CLASSROOM	01/2008-12/2008	30-44	*	2 or 2.5	INTERDISCIPLINARY/ELECTIVE
7766	UNDERSTANDING BANK PRODUCTS	SELF-PACED	01/2008-12/2008	18	*	0.5	INTERDISCIPLINARY/ELECTIVE
1106	UNDERSTANDING FINANCIAL PLANNING	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
2506	BUSINESS ETIQUETTE	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6876	COACHING FOR SUCCESS	SELF-PACED	01/2008-12/2008	3-4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4227	CORRECTIVE ACTION	SELF-PACED	01/2008-12/2008	3-4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
2534	DEALING EFFECTIVELY WITH CO-WORKERS	SELF-PACED	01/2008-12/2008	8-9	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
162	ETHICAL ISSUES FOR BANKERS	SELF-PACED	01/2008-12/2008	4-6	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4116	HIRING THE BEST	SELF-PACED	01/2008-12/2008	6	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
2532	IMPROVING PRODUCTIVITY	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
6808	MANAGING CHANGE	SELF-PACED	01/2008-12/2008	3-4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
2504	MANAGING EMPLOYEE RELATIONS	SELF-PACED	01/2008-12/2008	4-6	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4342	MANAGING TIME AT WORK	SELF-PACED	01/2008-12/2008	3-4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
1877	MEETINGS THAT WORK	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4226	PERFORMANCE MANAGEMENT	SELF-PACED	01/2008-12/2008	6-7	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
5415	PRESENTATION SKILLS	SELF-PACED	01/2008-12/2008	8	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4192	PROJECT MANAGEMENT FUNDAMENTALS, PART 1	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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4193	PROJECT MANAGEMENT FUNDAMENTALS, PART 2	SELF-PACED	01/2008-12/2008	4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
2502	REWARDS AND RECOGNITION	SELF-PACED	01/2008-12/2008	4-6	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
4310	SUPERVISION	CLASSROOM	01/2008-12/2008	45-59	*	3 or 3.5	INTERDISCIPLINARY/ELECTIVE
4322	AIB SUPERVISOR CERTIFICATE	SELF-PACED	01/2008-12/2008	45-59	*	1.5	INTERDISCIPLINARY/ELECTIVE
4814	TELEPHONE ETIQUETTE	SELF-PACED	01/2008-12/2008	3-4	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
1858	WRITING BANK CORRESPONDENCE	SELF-PACED	01/2008-12/2008	6	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8725	IRA ONLINE INSTITUTE	SELF-PACED	01/2008-12/2008	30-44	*	1	INTERDISCIPLINARY/ELECTIVE
8327	INVESTMENT MANAGEMENT	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8328	TAXATION AND ESTATE PLANNING	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8329	TRUST ADMINISTRATION	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8400	DISCRETIONARY DISTRIBUTIONS	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8402	ESTATE PLANNING FOR THE MARITAL DEDUCTION	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8401	ESTATE PLANNING OVERVIEW	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8403	FEDERAL ESTATE AND GIFTS TAXES	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8404	FIDUCIARY INCOME TAXES	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8405	FIDUCIARY LAW	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8406	INVESTMENTS	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8408	MANAGING TRUST ACCOUNTS	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8407	RETIREMENT PLANNING	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8410	ESTATE PLANNING FOR LIFETIME GIFTS	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

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8411	ESTATE PLANNING FOR CHARITABLE GIVING	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8412	ESTATE PLANNING FOR THE BUSINESS OWNER	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8413	ESTATE PLANNING FINAL CASE STUDY	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8414	FINANCIAL PLANNING SKILLS	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8415	GENERATION SKIPPING TRANSFER TAX	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8416	INVESTMENTS II	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8417	LIFE INSURANCE AND ANNUITIES	SELF-PACED	01/2008-12/2008	5-14	*	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
8261	AIB TRUST BASICS	SELF-PACED	01/2008-12/2008	15-30-45	*	1 or 2 or 3	INTERDISCIPLINARY/ELECTIVE
8325	AIB TRUST OPERATIONS	CLASSROOM	01/2008-12/2008	45-59	*	3 or 3.5	INTERDISCIPLINARY/ELECTIVE
	BUSINESS COMMUNICATIONS	CLASSROOM	01/2008-12/2008	45	*	3	INTERDISCIPLINARY/ELECTIVE
	BUSINESS MATH	CLASSROOM	01/2008-12/2008	45	*	3	INTERDISCIPLINARY/ELECTIVE
	CUSTOMER SERVICE EXCELLENCE	CLASSROOM	01/2008-12/2008	45	*	3	INTERDISCIPLINARY/ELECTIVE
	DEPOSIT ACCOUNTS AND SERVICES	CLASSROOM	01/2008-12/2008	45	*	3	INTERDISCIPLINARY/ELECTIVE
	FRAUD IDENTIFICATION	CLASSROOM	01/2008-12/2008	15-29	*	1 or 1.5	INTERDISCIPLINARY/ELECTIVE
	HUMAN RELATIONS	CLASSROOM	01/2008-12/2008	45	*	3	INTERDISCIPLINARY/ELECTIVE
	SALES EXCELLENCE	CLASSROOM	01/2008-12/2008	45	*	3	INTERDISCIPLINARY/ELECTIVE
	WRITTEN COMMUNICATIONS	CLASSROOM	01/2008-12/2008	15	*	1	INTERDISCIPLINARY/ELECTIVE
	REAL ESTATE APPRAISAL	CLASSROOM	01/2008-12/2008	45	*	3	INTERDISCIPLINARY/ELECTIVE
	REAL ESTATE LAW	CLASSROOM	01/2008-12/2008	45	*	3	INTERDISCIPLINARY/ELECTIVE
<b>*NOTE-</b> Please see the Apollo Quicklist for policies regarding Real Estate pre-licensure courses.							