

# LOMA Education Programs—Academic Credit Recommendations<sup>^</sup>

## CURRENT AND FUTURE COURSES 2017

Course ID	Course Title	Suggested Semester Hours <sup>^</sup>	Degree <sup>^</sup> Category	Subject Area(s)	UIU Course
AAPA 273	Annuity Principles and Products	1	UD	Insurance, Business Administration	elective*
AAPA 283	Marketing/Distribution/Uses of Annuities	1	UD	Insurance, Business Administration	elective*
AAPA 303	Annuity Systems and Administration	1	UD	Insurance, Business Administration	elective*
AAPA 313	Financial Aspects of Annuities	2	UD	Insurance, Business Administration	elective*
AAPA 323	Regulation and Taxation of Annuities	1	UD	Insurance, Business Administration	elective*
ACS 100	Foundations of Customer Service	3	LD	Business Administration, Professional Sales, Marketing	elective
ACS 101	Customer Service for Insurance Professionals	2	LD	Business Administration	elective
AIAA 200	Agency Administration no description so making this elective whereas perhaps it is a BA 210 but don't know	3	LD/UD	Office Management, Administrative Office Systems	elective
AIAF 112	Insurance Information Systems	3	UD	Insurance, Information Systems Mgmt	BA 222
AIAF 400	Statutory Accounting for Life and Health Insurers	3	UD	Insurance, Accounting, Business Administration	elective*
AIRC 410	Regulatory Compliance: Companies, Producers, and Operations	2	UD	Insurance	elective*
AIRC 411	Environment for Life Insurance	3	UD	Business Administration, Insurance	elective*
AIRC 420	Regulatory Compliance: Insurance & Annuity Products	2	UD	Insurance	elective*
AIRC 421	Regulation of Life Insurance Products, Sales and Operations	3	UD	Business Administration, Insurance	elective*
ARA 440	Reinsurance Administration	2	UD	Insurance, Business Administration	elective*
LOMA 280	Principles of Insurance: Life, Health, and Annuities	2	LD	Business, Insurance, general elective	elective
LOMA 281	Meeting Customer Needs with Insurance & Annuities	2	LD	Business, Insurance, general elective	elective
LOMA 286	Principles of Financial Services and Products	3	LD	Financial Services	elective
LOMA 290	Insurance Company Operations	3	LD	Business, Insurance, general elective	elective
LOMA 291	Improving the Bottom Line: Insurance Co. Operations	3	LD	Business, Finance, Insurance, general elective	elective
LOMA 301	Insurance Administration	3	LD	Insurance	elective
LOMA 305	Personal Financial Planning	3	UD	Financial Services	elective
LOMA 307	Business and Financial Concepts for Insurance Professionals	3	LD/UD	Business, Finance, Insurance, general elective	elective
LOMA 311	Business Law for Financial Services Professionals	3	UD	Insurance, Financial Services	elective* #
LOMA 316	Business Law for Financial Services Professionals – Canada	3	UD	Insurance, Financial Services	elective* #
LOMA 320	<del>Life and Health</del> Insurance Marketing	3	UD	Business, Insurance	BA 208* ###
LOMA 321	Marketing in Financial Services	3	LD/UD	Business Administration, Marketing	BA 208 # ###
LOMA 326	Financial Services Marketing	3	UD	Marketing	BA 208 ##
LOMA 330	Management Principles and Practices	3	LD/UD	General Management	BA 210
LOMA 335	Operational Excellence in Financial Services	3	UD	Business, Insurance, general elective	
LOMA 351	Financial Services Environment	3	UD	Finance	BA 341*
LOMA 356	Investment Principles and Institutional Investing	3	UD	Financial Services	elective*
LOMA 357	Institutional Investing: Principles and Practices	3	LD/UD	Business Administration, Finance	elective*
LOMA 361	Accounting and Financial Reporting in Life Insurance Companies	3	UD	Financial Accounting or as Survey of Accounting for Non-Accounting Majors	elective*
LOMA 371	Risk Management and Product Design for Insurance Companies	3	UD	Finance, Insurance	elective*
LOMA 380	Financial Services and Products for Organizations	3	UD	Business Administration	elective
PCS 391	<del>Customer Behavior:</del> Consumer Behavior and Beyond	3	UD	Marketing	BA 358*
PCS 392	Customer Contacts: Strategies & Ops	2	LD/UD	Business Administration	elective
PCS 393	Customer Relationship Management	2	LD/UD	Business Administration	elective

SRI 111	Retirement Marketplace	3	LD/UD	Business Administration	elective
SRI 121	Retirement Savings and Investments	3	LD/UD	Business Administration	elective
SRI 131	Planning for a Secure Retirement	3	LD/UD	Business Administration	elective
UND 386	Underwriting Life & Health Insurance	3	LD/UD	Business Administration, Insurance	elective
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ARA 440	Reinsurance Administration	2	UD	Insurance, Business Administration	elective*

^ Recommendations of National CCRS (College Credit Recommendation Service)

\* Use as upper division

# Credit for only one of LOMA (310), 311, (315), 316 or 321

## Credit for only one of LOMA 320, 321 or 326