

Banking and Finance

Federal Reserve System 1

- 1 Define terminology related to cash control and banking activities. 1.1
- 2 Identify banking's role in the economy. (e.g., Familiarization with The Great Depression, the National Bank Act, and the Federal Reserve Act of 1913 and their roles in the economy). 1.2
- 3 Identify the various types of financial institutions. 1.3
- 4 Describe the Federal Reserve System and its control of interest rates and money supply. 1.4
- 5 Illustrate the development of US banking over time. 1.5
- 6 Describe the Federal Deposit Insurance Corporation. 1.6

Financial Institutions 2

- 1 Describe the ethical behaviors of the bank employee including essential privacy requirements and responsibilities. 2.1
- 2 various services that banks and credit unions provide. 2.2
- 3 Identify the function of the bank in the community and the money multiplier effect of banks. 2.3
- 4 Understand the bank as a business organization versus credit unions, versus finance and loan companies. 2.4
- 5 Outline the deposit function and money control 2.5
- 6 Summarize the type and ownership of accounts and apply to differing situational needs 2.6
- 7 Outline the procedures needed to function as a bank. 2.7
- 8 Explain how customers make deposits(ex., types of deposit items and how to process these). 2.8

Banking Transactions 3

- 1 Define terminology related to banking transactions. 3.1
- 2 Explain the process to open and access accounts (age and independent status) 3.2
- 3 Classify the types of deposit items used in a bank and the purposes of each. 3.3

4 Demonstrate the types of deposits, withdrawals, and other demand items (check cashing) and how to process them. 3.4

5 Demonstrate proper cash handling and accompanying recordkeeping criteria and specifications. 3.5

Checking and Debit 4

1 Define terminology related to checking and debit.. 4.1

2 Identify encoding and proofing of payable items and vulnerabilities. 4.2

3 Identify Item capture and sorting. 4.3

4 Compare and contrast the history of clearing alternatives 4.4

5 Explain the receipt timing and process by the paying bank. 4.5

6 Summarize document examination, counterfeit currency and other fraudulent payable items. 4.6

7 Read and describe statements for customers, including hidden costs associated with services. 4.7

8 Explain the dishonored items process and fee policies used by banking. 4.8

9 Understand fee avoidance measures. 4.9

10 Compare and contrast negotiable instruments 4.10

Credit 5

1 Explain the process of credit lending through banking. 5.1

2 Explain the risks and responsibilities associated with using credit. 5.2

3 Identify the opportunity costs of credit decisions. 5.3

4 Identify methods of establishing and maintaining a good credit rating. 5.4

5 Evaluate the various ways of using credit and the costs of usage. 5.5

Saving and Investing 6

1 Illustrate the power of compounding interest. 6.1

2 Describe the characteristics of Stock Funds, Government and Corporate Bond Funds, and others. 6.2

3 Explain the difference between managed Funds (mutual funds) versus Indexed Funds 6.3

4 Explain stock investment basics and the ways to invest in the Stock Market for wealth and retirement. 6.4

5 Define investment terms 6.5

6 Describe past investment scams 6.6

Taxes 7

1 Describe how the size of the Federal Government affects the level of taxation. 7.1

2 Identify components of the Federal budget. 7.2

3 Demonstrate ability to navigate to IRS.gov and use the information on taxation. 7.3

4 Prepare a simple tax return. 7.4

Insurance 8

1 Develop a working knowledge of the reasons for insurance and the consequences of inadequate or lack of insurance. 8.1

2 Evaluate alternatives to the risks of liability, property loss, death, or illness with its associated medical costs, disability, and financial loss. 8.2

3 Understand the difference between pure risk and speculative risk. 8.3

4 Understand the Affordable Health Care Act 8.4

The Lending Process 9

1 Describe the lending function. 9.1

2 Classify the parties to negotiable instruments and their liabilities. 9.2

3 Explain legal restrictions and lending policy parameters. 9.3

4 Read and understand the credit report as the leading indicator of credit worthiness. 9.4

5 Identify components of various types of loans (e.g., real estate, consumer, secured and unsecured). 9.5

6 Describe holder in due cause. 9.6

Marketing and Advertising 10

1 Explain the components of a marketing strategy 10.1

2 Explain and demonstrate market research, competitive sales strategies, customer service, methods of execution, public relations initiatives, media, pricing, and customer support. 10.1

3 Explain banking cross selling efforts. 10.1

4 Explain the development of a desirable image and protect that image. 10.1

5 Demonstrate the process of planning events and the strategies to ensure success and to encourage repeat customer traffic. 10.1

6 Explain advertising as distinct from the marketing plan and the ways that advertising affects the customer perception and patronage. 10.1