New Course FIN 2510

New course selected: This new course is not seeking approval as a general education course.

1. Proposed course prefix and number:

FIN 2510

2. Proposed credit hours:

3

3. Proposed course title:

Securities Industry Essentials

4. Proposed course prerequisites:

BUS 1750

5. Proposed course corequisites:

None

6. Proposed course prerequisites that may be taken concurrently (before or at the same time):

None

7. Minimum grade for prerequisites (default grades are D for Undergrad and C for Grad):

D for UG and C for Graduate Programs

8. Major and/or minor restrictions:

Exclude

9. List all the four-digit major and/or minor codes (from Banner) that are to be included or excluded:

FNM, FNJ excluded – not for major/minor credit

10. Classification restrictions:

Not Applicable

11. List all the classifications (freshman, sophomore, junior, senior) that are to be included or excluded:

None

12. Level restriction:

Not Applicable

13. List the level (undergraduate, graduate) that is to be included or excluded.

Not Applicable

14. Do prerequisites and corequisites for 5000-level courses apply to undergraduates, graduates, or both?

Not Applicable

15. Is this a multi-topic course?

No

16. Proposed course title to be entered in Banner:

Securities Industry Essentials

17. Is this course repeatable for credit?

No

18. Is this course mandatory credit/no credit?

No

19. Select class type:

Lecture

20. How many contact hours per week for this course?

3

A. Please choose Yes or No to indicate if this class is a Teacher Education class:

No

B. Please choose the applicable class level:

Undergraduate

C. Please choose Yes or No to indicate if this is a class for our current General Education program OR for the WMU Essential Studies program:

No

D. Explain briefly and clearly the proposed improvement.

This is a new course to introduce students to the licensed securities industry. The successful completion of the course will prepare the student to sit for the FINRA SIE examination.

E. Rationale. Give your reason(s) for the proposed improvement. (If your proposal includes prerequisites, justify those, too.).

Some of the course material is offered in several separate classes but not as a complete set. This will focus the material for the student providing a single, complete opportunity to prepare for the SIE.

F. List the student learning outcomes for the proposed course or the revised or proposed major, minor, or concentration. These are the outcomes that the department will use for future assessments of the course or program.

This course is a preparation course for the FINRA SIE examination. The pass rate on the exam is the key indicator of success.

G. Describe how this curriculum change is a response to student learning assessment outcomes that are part of a departmental or college assessment plan or informal assessment activities.

Fills the need to provide employment opportunities for graduating students; supports a direct requirement for employment in the securities industry.

H. Effect on other colleges, departments or programs. If consultation with others is required, attach evidence of consultation and support. If objections have been raised, document the resolution. Demonstrate that the program you propose is not a duplication of an existing one.

Limited, if any effect, since it is not offered in any other college. A student from another college may elect to take the course if they have completed the general education course, BUS 1750.

I. Effect on your department's programs. Show how the proposed change fits with other departmental offerings.

Increase need to offer probably two 1.5 credit hour sections per term. No measurable effect expected on other departments.

J. Effects on enrolled students: are program conflicts avoided? Will your proposal make it easier or harder for students to meet graduation requirements? Can students complete the program in a reasonable time? Show that you have considered scheduling needs and demands on students' time. If a required course will be offered during summer only, provide a rationale.

As an elective course it should make it easier for students to fill open electives.

K. Student or external market demand. What is your anticipated student audience? What evidence of student or market demand or need exists? What is the estimated enrollment? What other factors make your proposal beneficial to students?

Students are interested in becoming registered financial representatives. This will make it easier for them to move into the field. The SIE exam can be taken without sponsorship from a company which increase the job opportunities for successful students.

L. Effects on resources. Explain how your proposal would affect department and University resources, including faculty, equipment, space, technology, and library holdings. Tell how you will staff additions to the program. If more advising will be needed, how will you provide for it? How often will course(s) be offered? What will be the initial one-time costs and the ongoing base-funding costs for the proposed program? (Attach additional pages, as necessary.)

Limited effect as FINRA/STC program material is mostly self-contained. No need for increased resources.

M. With the change from General Education to WMU Essential Studies, this question is no longer used.

For courses requesting approval as a WMU Essential Studies course, a syllabus identifying the student learning outcomes and an action plan for assessing the student learning outcomes must be attached in the Banner Workflow system.

Not Applicable

N. (Undergraduate proposals only) Describe, in detail, how this curriculum change affects transfer articulation for Michigan community colleges. For course changes, include detail on necessary changes to transfer articulation from Michigan community college courses. For new majors or minors, describe transfer guidelines to be developed with Michigan community colleges. For revisions to majors or minors, describe necessary revisions to Michigan community college guidelines. Department chairs should seek assistance from college advising directors or from the admissions office in completing this section.

No impact.

O. Current catalog copy:

Not Applicable

P. Proposed catalog copy:

An introduction to the role of licensed professionals roles and responsibilities in the securities industry. The Security Industry Essentials is required to become a ‘registered representative’ in the various brokerage fields as specified by FINRA. The essentials must be completed before moving onto other examination such as the Series 6, 7, 52, 57, 79, 86, 87 and 99. This course includes a study of market operations, industry terminology, securities products, the structure and function of the markets, regulatory agencies and their functions, and regulated and prohibited practices.

Prerequisites: BUS 1750 or FIN 1750.

Credits: 1.5 hours

Restrictions: Not for FIN major/minor program credit.