

ABA Consumer Banking Diploma

This curriculum is designed to sharpen the lending knowledge and skills of management trainees, in addition to new and more experienced consumer lenders and loan officers.

Required Courses

You must complete the following courses. Those titles with an asterisk (*) may be met by transfer credit from an accredited college or university. Each course transferred must be taken for a minimum of 3 credits.

- ABA Principles of Banking
- Building and Retaining Customer Relationships
- Consumer Lending
- Effective Client Referrals
- Ethical Issues for Bankers
- General Accounting
- Introduction to Relationship Selling
- Law and Banking: Applications or Law and Banking: Principles
- Personal Tax Return Analysis
- Presentation Skills