

Business – Finance

A Two-Year Ontario College Diploma with Co-operative Education Endorsement

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The Program

Business Finance is designed to develop the skills needed to work in the financial service sector, in positions ranging from customer service and administration to wealth management to being a discount broker or independent financial planner.

The Outcomes

Students will learn to work with clients, evaluating their needs and offering advice on personal financial management, tax and retirement planning, insurance, investments and estate planning. Qualified graduates will have completed all the educational requirements leading to the CFP® (Certified Financial Planner®) designation awarded by the Financial Planning Standards Council. Students are also prepared to write the Canadian Securities Course® and Life Licensing Qualification Program examinations as prerequisites to securities and life insurance licensing. Students will have completed the mutual funds licensing course.

Career Opportunities

Graduates are prepared to enter the financial services sector in many fields, including banking, credit management, wealth management, life insurance, investments, financial planning. Graduates are suited to a range of entry-level positions including, back office administration and assistant roles, sales representative, customer service representative, insurance advisor, credit counselor, financial planner, retirement planners and estate planners.

Skill Levels

Year One

- Semester One is common to all programs in the Lawrence Kinlin School of Business. Course content includes principles of accounting, marketing, introduction to business processes
- Evaluate personal credit applications and make recommendations on suitable credit products
- Complete core education for the mutual fund licensing examination
- Demonstrate competency in written and electronic information management
- Apply an understanding of economic principles to business decision making
- Prepare individual tax returns
- Communicate effectively
- Apply financial mathematics to find solutions to financial problems and client questions using hand held calculator or Excel formulas
- Apply a systematic approach to solving financial planning problems reflecting industry practices

Year Two

- Complete education required for national and provincial licensing exams for life and health insurance, securities and financial planning
- Appreciate how to acquire and retain clients based on demonstration of trustworthy and effective service
- Use financial knowledge to counsel clients on personal financial management, tax minimization, education finance, retirement planning, investment portfolio development, insurance planning, estate planning, trust creation and business integration
- Construct a comprehensive financial plan
- Approach building a professional practice with a thorough appreciation for the ethics and associated conduct and practice standards
- Apply professional selling and customer services skills

Course Outline

For the official Degree Audit, please see Registrar's Office

Level 1 – Take all of the following Mandatory Courses

ACCT-1004	Principles of Accounting I
WRIT-1032	Reason & Writing – Business I
MKTG-1012	Principles of Marketing I
MATH-1052	Business Math
BUSI-1060	Strategies for Success
BUSI-1005	Introduction to Business Processes

Level 2 – Take all of the following Mandatory Courses

ECON-1019	Contemporary Issues in Economics
FINA-1025	Individual Taxation
MATH-1057	Mathematics of Finance - Accounting
FINA-1040	Consumer Credit
FINA-1042	Mutual Funds in Canada
FINA-1024	Financial Planning
COOP-1020	Co-op Ed Employment Prep

Level 3 – Take all of the following Mandatory Courses

Gen Ed	– Take a 3 credit Gen. Ed. elective course
BUSI-1068	Effective Meetings & Presentations
FINA-3032	Investment in Canada
INSR-3014	Life & Health Insurance Planning
COMM-3020	Professional Communication
FINA-1013	Retirement Planning

Level 4 – Take all of the following Mandatory Courses

LAWS-3018	Ethics and Law
FINA-1012	Risk Management & Estate Planning
FINA-3041	Portfolio Management
FINA-3036	Comprehensive Financial Plan
MGMT-3059	Strategic Client Engagement
FINA-3030	Tax Planning

Program Requirements:

- Take one 3-credit General Education (Gen.Ed.) elective Course
- Program Residency

Students must complete a minimum of 20 credits in this program at Fanshawe College to meet the Program Residency requirement and graduate from this program.

Sample Co-op Progression Chart:

Winter Intake			
	Winter	Summer	Fall
Year 1	Acad. 1	Acad. 2	Acad. 3
Year 2	Work 1	Work 2	Work 3
Year 3	Acad. 4		

Fall Intake – Option A			
	Fall	Winter	Summer
Year 1	Acad. 1	Acad. 2	Off
Year 2	Acad. 3	Work Term 1	Work Term 2
Year 3	Off	Acad. 4	
Fall Intake – Option B			
	Fall	Winter	Summer
Year 1	Acad. 1	Acad. 2	Work Term 1
Year 2	Acad. 3	Acad. 4	Work Term 2
Fall Intake – Option C			
	Fall	Winter	Summer
Year 1	Acad. 1	Acad. 2	Off
Year 2	Acad. 3	Work Term 1	Work Term 2
Year 3	Work 3	Acad. 4	

Why Should You Hire a Co-op Student?

Many employers feel today's graduates have no concept of the "real" world of work; we are providing this experience in Co-operative Education. Any job that gives the student related background in your business would be suitable.

Eligible employers can claim a tax credit for each qualifying work placement for up to \$3000.

Co-operative Education students are ultimately looking ahead to careers in businesses such as yours. For this reason they are not expecting to simply put in time on the job, but are eager to get involved and make a worthwhile contribution. Participation in co-operative education also gives the employer the opportunity to try out a student's capabilities without obligation or commitment to permanent employment.

This work oriented educational system integrates classroom study and paid, on-the-job work experience, by alternating periods in College with periods of employment by co-operating organizations.

The working experience will ideally increase in difficulty and responsibility as the student progresses academically. However, the College realizes it is often difficult in practice to do this.

It is essential that the work experience be a normal one; that the student be treated like a regular company employee so that a realistic picture of the working environment in that field may be obtained. Perhaps most important is what students gain from the working experience, i.e. an attitude for success and the ability to get along with co-workers at all levels.

