

ARIZONA WESTERN COLLEGE  
SYLLABUS

## FIN 230 COMMERCIAL AND CONSUMER CREDIT

Credit Hours: 3 Lec 3

PREREQUISITE: BUA 110

COURSE DESCRIPTION

Information and tools necessary to understand the requirements lenders and investors use to determine eligibility for granting commercial and consumer loans.

1. COURSE GOAL

- 1.1 Demonstrate an understanding of the financial requirements necessary for obtaining short term loans, long term loans and equity for a commercial enterprise.
- 1.2 Demonstrate an understanding of the financial requirements necessary for obtaining consumer loans.

2. OUTCOMES

Upon satisfactory completion of this course, students will be able to:

- 2.1 identify and evaluate the various sources available for funding a commercial enterprise and the advantages and disadvantages of each.
- 2.2 read and analyze financial statements.
- 2.3 demonstrate an understanding of financial terminology.
- 2.4 explain the importance of working capital cash management.
- 2.5 identify long term and short term financing needs and identify the sources of repayment for each.
- 2.6 prepare forecasted financial statements
- 2.7 demonstrate a thorough understanding of financial ratios, their use, and applicability in evaluating the financial strength of a commercial enterprise.
- 2.8 establish accounts receivable and accounts payable system to manage cash flow.
- 2.9 demonstrate an understanding of the importance of establishing a credit policy when acting as a trade creditor.
- 2.10 demonstrate an understanding of the ratio and collateral requirements for obtaining consumer loans.
- 2.11 demonstrate and define collateral, character, capacity, capital, conditions.
- 2.12 prepare a Personal Financial Statement.

3. METHODS OF INSTRUCTION

- 3.1 Lecture
- 3.2 Multi-media presentations
- 3.3 Group discussions

4. LEARNING ACTIVITIES

- 4.1 Group discussions
- 4.2 Oral presentations
- 4.3 Classroom demonstrations

5. EVALUATION

- 5.1 Quizzes/exams
- 5.2 Assignments
- 5.3 Participation

6. STUDENT RESPONSIBILITIES

- 6.1 Under AWC Policy, students are expected to attend every session of class in which they are enrolled.
- 6.2 If a student is unable to attend the course or must drop the course for any reason, it will be the responsibility of the student to withdraw from the course. Students who are not attending as of the 45th day of the course may be withdrawn by the instructor. If the student does not withdraw from the course and fails to complete the requirements of the course, the student will receive a failing grade.
- 6.3 Americans with Disabilities Act Accommodations: Arizona Western College provides academic accommodations to students with disabilities through AccessABILITY Resource Services (ARS). ARS provides reasonable and appropriate accommodations to students who have documented disabilities. It is the responsibility of the student to make the ARS Coordinator aware of the need for accommodations in the classroom prior to the beginning of the semester. Students should follow up with their instructors once the semester begins. To make an appointment call the ARS front desk at (928) 344-7674 or ARS Coordinator at (928) 344-7629, in the College Community Center (3C) building, next to Advising.
- 6.4 Academic Integrity: Any student participating in acts of academic dishonesty—including, but not limited to, copying the work of other students, using unauthorized “crib notes”, plagiarism, stealing tests, or forging an instructor’s signature—will be subject to the procedures and consequences outlined in AWC’s Student Code of Conduct.
- 6.5 Texts and Notebooks: Students are required to obtain the class materials for the course.
- 6.6 Arizona Western College students are expected to attend every class session in which they are enrolled. To comply with Federal Financial Aid regulations (34 CFR 668.21), Arizona Western College (AWC) has established an Attendance Verification process for “No Show” reporting during the first 10 days of each semester.  
Students who have enrolled but have never attended class may be issued a “No Show” (NS) grade by the professor or instructor and receive a final grade of “NS” on their official academic record. An NS grade may result in a student losing their federal financial aid.  
For online classes, *student attendance in an online class is defined as the following* (FSA Handbook, 2012, 5-90):
  - Submitting an academic assignment
  - Taking an exam, an interactive tutorial or computer-assisted instruction
  - Attending a study group that is assigned by the school
  - Participating in an online discussion about academic matters
  - Initiating contact with a faculty member to ask a question about the academic subject studied in the course