

SYLLABUS
PART I
EDISON STATE COMMUNITY COLLEGE
BNK 121S CONSUMER LENDING
3 CREDIT HOURS

COURSE DESCRIPTION

In-depth study of the fundamental principles of extending consumer credit, including studying and practicing taking loan applications, verifying credit histories, evaluating credit reports, making credit decisions, processing and disbursing the loan, and recognizing the importance of collateral, exercises in computing interest charges and rebates, insurance of consumer credit, pricing of loans, collections, and consumer compliance. Prerequisite: BNK 111S and FIN 119S.

COURSE GOALS

The student will:

Bloom's Level		Program Outcomes
2	1. Identify the basic history of banks, lending and credit.	1, 6, 8
2	2. Demonstrate an understanding of basic consumer lending regulations and laws.	1, 3, 4, 8
5	3. Explain the characteristics of the basic types of consumer loans.	1, 8
2	4. Discuss the process of developing, generating and closing loan applications.	1, 6, 8
3	5. Demonstrate an understanding of basic principles of credit investigation.	1, 3, 4, 8
4	6. Demonstrate an understanding of credit evaluation and decision making.	1, 3, 4, 8
4	7. Compute and interpret basic consumer loan interest rates.	1, 6, 8
1	8. Recognize basic loan pricing and profitability measures.	1, 3, 7, 8
3	9. Demonstrate an understanding of loan delinquency, collection and recovery.	1, 6, 8

CORE VALUES

The Core Values are a set of principles that guide in creating educational programs and environments at Edison State Community College. They include communication, ethics, critical thinking, human diversity, inquiry/respect for learning, and interpersonal skills/teamwork. The goals, objectives and activities in this course will introduce/reinforce those Core Values wherever appropriate.

TOPIC OUTLINE

1. Evolution of Consumer Credit
2. The Credit Market
3. Regulation of Consumer Credit
4. Closed-end Loans
5. Direct and Indirect Loans
6. Open-end Loans
7. Loan Applications
8. Credit Investigation - Cs of Credit
9. Credit Evaluation and Decision Making
10. Loan Profitability
11. Loan Structuring
12. Loan Collections