

Center for Adult Learning, Lincoln College-Normal
Common Professional Development Coursework Assessed for Prior Learning

LOMA Coursework:						
<u>Course #</u>	<u>Title</u>	<u>Version 1</u>	<u>Version 2</u>	<u>Version 3</u>	<u>Version 4</u>	<u>Version 5</u>
LOMA 280	Prin. Of Ins: Life, Health, & Annuities			Lower, 2 hrs. Health Admin. or Ins	Lower, 2 hrs. Gen. Elective	Lower, 2 hrs. Gen. Elective
LOMA 281	Meeting Cust. Needs w/ Ins & Annuities	Lower, 2 hrs. Bus., Finance, Ins, or Gen. Elective				
LOMA 286	Prin. Of Financial Services & Products	Lower, 3 hrs. Financial Services				
LOMA 290	Ins Company Operations			Lower, 2 hrs. Ins	Lower, 2 hrs. Gen. Elective	Lower, 3 hrs. Gen. Elective
LOMA 291	Improving the Bottom Line: Ins Comp. Ops.	Lower, 3 hrs. Bus., Finance, Ins, or Gen. Elective				
LOMA 301	Insurance Administration	Lower, 3 hrs. Ins	Lower, 3 hrs. Ins			
LOMA 305	Personal Financial Planning	Upper, 3 hrs. Financial Services				
LOMA 307	Bus. & Financial Cncpts for Ins. Professionals	Lower or Upper, 3 hrs. Bus., Finance, Ins, or Gen. Elective				
LOMA 311	Business Law for Financial Services Prof.	Upper, 3 hrs. Financial Services				
LOMA 316	Business Law for Financial Services Prof. - CNDA	Upper, 3 hrs. Financial Services				
LOMA 320	Life & Health Insurance Marketing		Lower or Upper, 3 hrs. Elective Bus. Admin. or Ins	Lower or Upper, 3 hrs. Elective Bus. Admin. or Ins	Upper, 3 hrs. Marketing	
LOMA 326	Financial Services Marketing	Upper, 3 hrs. Marketing				
LOMA 330	Management Principles & Practices	No credit recommended	Lower or Upper, 3 hrs. General Mgmt	Lower or Upper, 3 hrs. General Mgmt	Lower or Upper, 3 hrs. General Mgmt	

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LOMA 335	Operational Excellence in Financial Services	Lower, 3 hrs. Bus., Ins, or Gen. Elective				
LOMA 351	Financial Services Environment	Upper, 3 hrs. Finance				
LOMA 356	Investment Prin. & Institutional Investing	Upper, 3 hrs. Financial Services				
LOMA 361	Accounting & Financial Reporting in Life Ins Comp.	Lower, 3 hrs. Financial Accounting or Accounting Survey	Lower, 3 hrs. Financial Accounting or Accounting Survey			
LOMA 371	Managing for Solvency & Profitability in Life Ins Comp.	Upper, 3 hrs. Finance or Ins	Upper, 3 hrs. Finance or Ins			
LOMA 380	Financial Services & Products for Organizations	Upper, 3 hrs. Bus. Admin.				

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<u>Associate Program Courses and Other LOMA Courses</u>						
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AAPA 273	Annuity Principles & Products	Upper, 1 hr. Elective Ins or Bus. Admin.	Upper, 1 hr. Elective Ins or Bus. Admin.			
AAPA 283	Marketing, Distribution, & Uses of Annuities	Upper, 1 hr. Elective Ins or Bus. Admin.	Upper, 1 hr. Elective Ins or Bus. Admin.			
AAPA 303	Annuity Systems & Administration	Upper, 1 hr. Elective Ins or Bus. Admin.	Upper, 1 hr. Elective Ins or Bus. Admin.			
AAPA 313	Financial Aspects of Annuities	Upper, 2 hrs. Elective Ins or Bus. Admin.	Upper, 2 hrs. Elective Ins or Bus. Admin.			
AAPA 323	Regulation & Taxation of Annuities	Upper, 1 hr. Elective Ins or Bus. Admin.				
ACS 100	Foundations of Customer Services	No credit recommended				
AIAA 200	Agency Administration	Lower or Upper, 3 hrs. in Office Mgmt or Admin. Office Systems	Lower or Upper, 3 hrs. in Office Mgmt or Admin. Office Systems			
AIAF 400	Statutory Accounting for Life & Health Insurers	Upper, 3 hrs. Elective Ins, Accounting, or Bus. Admin.	Upper, 3 hrs. Elective Ins, Accounting, or Bus. Admin.			
AIRC 410	Regulatory Compliance: Companies, Producers, & Operations	Upper, 2 hrs. Ins				
AIRC 420	Regulatory Compliance: Ins & Annuity Products	Upper, 2 hrs. Ins				
ARA 440	Reinsurance Administration	Upper, 2 hrs. Elective Ins or Bus. Admin.				

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PCS 391	Customer Behavior: Consumer Behavior & Beyond	Upper, 3 hrs. Marketing				
PSC 392	Customer Contacts: Strategies & Operations	Lower or Upper, 2 hrs. Elective Bus. Admin.				
PCS 393	Customer relationship Management	Lower or Upper, 2 hrs. Elective Bus. Admin.				
UND 386	Underwriting Life & Health Ins	Lower or Upper, 2 hrs. Ins	Lower or Upper, 2 hrs. Ins	Lower or Upper, 2 hrs. Ins		