A. COURSE DESCRIPTION

- Credits: 3
- Lecture Hours/Week: 3
- Lab Hours/Week: *
- OJT Hours/Week: *
- Prerequisites: None
- Corequisites: None
- MnTC Goals: None

This course focuses on the management of business credit. It examines the role of business credit in economy, the role of the business credit manager, and the business credit decision. It gives learners a general understanding of collection methods used by financial institutions and businesses when collecting accounts receivable and problem loans. Learners are introduced to financial statement analysis.

B. COURSE EFFECTIVE DATES: 12/29/1997 - Present

C. OUTLINE OF MAJOR CONTENT AREAS

1. Explain the importance of business credit in the economy.
2. Convert terms of sale to an effective interest rate.
3. Explore Small Business Administration financing.
4. Compare business credit reporting agencies.
5. Understand the differences in accounting reporting methods and opinions.
6. Use simple, ratio, and common size analysis.
7. Present a simple credit analysis with recommendation.
8. Create a credit policy.
9. Understand discounted interest and a commercial lender's cost of funds.

D. LEARNING OUTCOMES (General)

1. The learner will understand the relationships of various types of business credit.
2. The learner will analyze a commercial credit and loan policy to underwrite commercial/Ag credits.
3. The learner will work with collections on a business credit.

E. Minnesota Transfer Curriculum Goal Area(s) and Competencies

None

F. LEARNER OUTCOMES ASSESSMENT

As noted on course syllabus

G. SPECIAL INFORMATION

None noted