

AIB CONSUMER LENDING DIPLOMA



NAME _____

DATE _____

The AIB Consumer Lending Diploma reflects a balanced treatment of the knowledge and skill requirements of a typical consumer lender. Complementing consumer-lending specific coursework are topics in general banking, accounting and credit analysis, and legal and regulatory compliance. Approaches to relationship management and relationship selling and cross-selling are also addressed. In addition, emphasis is placed on practical business skills, such as time management, effective presentations and writing bank correspondence.

Required Courses

You must complete the following courses. Those titles with an asterisk (*) may be met by transfer credit from an accredited college or university. Each course transferred must be taken for a minimum of 3 credits.

Grade	Course	Delivery Options			
	AIB Principles of Banking				
	AIB Analyzing Financial Statements*				
	Building and Retaining Customer Relationships				
	AIB Consumer Lending				
	Effective Referrals				
	Ethical Issues for Bankers				
	AIB General Accounting * or AIB Financial Accounting*				
	Introduction to Relationship Selling				
	AIB Law and Banking: Applications or AIB Law and Banking: Principles				
	Managing Time at Work				
	Presentation Skills				
	Writing Bank Correspondence				

AIB Diploma Code: 08

Our General Accounting course is developed for students having no previous accounting education or work experience. It does, however, use a college textbook.

LEGEND



Classroom Training Materials



Correspondence Course



Instructor-led Online Training



Reference Materials



Self-paced Online Training



ICB Approved