

CNA222 - Banking Fundamentals

Text – 2.9 Introduction to Canadian Banking

This 4 hour elective course is designed to give the student a look at banking in Canada with an emphasis on branch banking, the credit process, and the evolution of the branch environment.

The session is divided into four sections:

- Overview of banking in Canada which looks at the regulatory structure in Canada as well as the various regulatory bodies.
- Branch structure - We will discuss how branches have evolved over the years and what will they look like in the future.
- The Credit Process – In this section the credit process is examined in-depth and each of the “5 C’s of Credit” is reviewed. Elements of the credit process such as debt service calculation, income confirmation, credit history, and security or collateral are covered.
- The fourth section looks at the sales culture prevalent in today’s branches and what clients need to know when requesting banking products and services.

Text: Introduction to Canadian Banking
Kevin Lonsdale

Contact hours 4

Prerequisite: None