



## ABA Facilitated Online Courses

American Bankers Association (ABA) facilitated online courses are interactive, digital courses that feature group collaboration and a virtual instructor, with fixed start and end dates.

<b>Bank Fundamentals</b>	<b>Duration</b>	<b>Price</b>	<b>Textbook</b>	<b>Total (excludes S&amp;H)</b>
<a href="#">Bank Lines of Business</a>	4 weeks	\$129	NA	\$129
January 23, 2023-February 27, 2023 March 6, 2023-March 31, 2023				
<a href="#">Building Customer Relationships</a>	4 weeks	\$129	NA	\$129
November 28, 2022-December 23, 2023 January 31, 2023-February 24, 2023 May 1, 2023-May 26, 2023				
<a href="#">The Banking Industry</a>	4 weeks	\$129	NA	\$129
January 2, 2023-January 27, 2023 April 3, 2023-April 28, 2023				
<a href="#">Legal Foundations in Banking</a>	10 weeks	\$330	\$94	\$424
March 20, 2023-June 2, 2023				
<a href="#">Money and Banking</a>	10 weeks	\$258	\$60	\$318
January 30, 2023-May 19, 2023				

<b>Bank Marketing</b>	<b>Duration</b>	<b>Price</b>	<b>Textbook</b>	<b>Total (excludes S&amp;H)</b>
<a href="#">Legal Foundations in Banking</a>	10 weeks	\$330	\$94	\$424
March 20, 2023-June 2, 2023				
<a href="#">Marketing in Banking</a>	4 weeks	\$180	NA	\$180
January 9, 2023-February 3, 2023				
<a href="#">Marketing Management</a>	4 weeks	\$180	NA	\$180
March 20, 2023-April 14, 2023				
<a href="#">Marketing Planning</a>	4 weeks	\$180	NA	\$180
February 13, 2023-March 10, 2023				
<a href="#">Money and Banking</a>	10 weeks	\$258	\$60	\$318
January 30, 2023-May 19, 2023				

<b>Lending</b>	<b>Duration</b>	<b>Price</b>	<b>Textbook</b>	<b>Total (excludes S&amp;H)</b>
<a href="#">Analyzing Bank Performance</a>	7 weeks	\$396	\$161	\$557
January 23, 2023-March 10, 2023				
<a href="#">Commercial Lending</a>	12 weeks	\$273	\$71	\$344
February 6, 2023-April 28, 2023				
<a href="#">Consumer Lending</a>	16 weeks	\$243	\$71	\$314
March 6, 2023-June 23, 2023				
<a href="#">General Accounting</a>	16 weeks	\$283	\$97	\$380
March 13, 2023-June 30, 2023				
<a href="#">Introduction to Mortgage Lending</a>	10 weeks	\$330	NA	\$330
March 13, 2023-May 19, 2023				



<b>Finance</b>	<b>Duration</b>	<b>Price</b>	<b>Textbook*</b>	<b>Total (excludes S&amp;H)</b>
<a href="#">Analyzing Bank Performance</a>	7 weeks	\$396	\$161	\$557
January 23, 2023-March 10, 2023				
<a href="#">Analyzing Financial Statements</a>	16 weeks	\$273	\$71	\$344
December 5, 2022-March 31, 2023				
<a href="#">Managing the Bank's Investment Portfolio</a>	5 weeks	\$396	\$161	\$557
March 20, 2023-April 21, 2023				
<a href="#">Managing Funding, Liquidity and Capital</a>	6 weeks	\$396	\$161	\$557
January 23, 2023-February 24, 2023				
<a href="#">Managing Interest Rate Risk</a>	8 weeks	\$396	\$161	\$557
April 10, 2023-June 2, 2023				

*\*Except for the Analyzing Financial Statement course, the same textbook is used for all other courses in this section.*

<b>Accounting</b>	<b>Duration</b>	<b>Price</b>	<b>Textbook</b>	<b>Total (excludes S&amp;H)</b>
<a href="#">Analyzing Bank Performance</a>	7 weeks	\$396	\$161	\$557
January 23, 2023-March 10, 2023 May 15, 2023-June 30, 2023				
<a href="#">Analyzing Financial Statements</a>	16 weeks	\$273	\$71	\$344
December 5, 2022-March 31, 2023				
<a href="#">General Accounting</a>	16 weeks	\$283	\$97	\$380
November 7, 2022-March 10, 2023 March 13, 2023-June 30, 2023				
<a href="#">Legal Foundations in Banking</a>	10 weeks	\$330	\$94	\$424
March 20, 2023-June 2, 2023				
<a href="#">Money and Banking</a>	10 weeks	\$258	\$60	\$318
January 30, 2023-May 19, 2023				



## ABA Self-Paced Online Courses

American Bankers Association (ABA) self-paced online training is flexible, engaging, and taken entirely on the student's own schedule.

Bank Fundamentals	Duration	Price
<a href="#">Banking Basics Suite</a> <ul style="list-style-type: none"> <li>• Bank Marketing: Building Customer Relationships</li> <li>• Bank Payment Systems and Technology</li> <li>• Bank Sales and Service: Expanding Customer Relationships</li> <li>• Banks as a Business</li> <li>• Banks and the Deposit Function</li> <li>• Banks and the Economy</li> <li>• Banks and Personal Wealth Management</li> <li>• Business and International Banking Services</li> <li>• Introduction to Banking</li> <li>• Lending as a Cornerstone of Banking</li> <li>• Safeguarding Bank Assets and the Nation</li> <li>• Safeguarding the Customer and the Bank</li> </ul>	2 hours	\$375
<a href="#">Community Bank Suite: Foundational Skills</a> <ul style="list-style-type: none"> <li>• Ethical Issues for Bankers</li> <li>• Communication Basics Suite               <ul style="list-style-type: none"> <li>○ Becoming a Better Listener</li> <li>○ Communicating Effectively</li> <li>○ The Importance of Body Language</li> </ul> </li> <li>• Teller Basics Suite               <ul style="list-style-type: none"> <li>○ Cash Handling</li> <li>○ Handling Checks</li> <li>○ Processing Transactions</li> <li>○ Providing Quality Customer Service</li> <li>○ Robbery and Bank Security</li> <li>○ The Changing Role of the Teller</li> </ul> </li> </ul>	5 hours, 40 minutes	\$141
<a href="#">Community Bank Suite: Onboarding Basics</a> <ul style="list-style-type: none"> <li>• Introduction to Banking</li> <li>• Banks as a Business</li> <li>• Bank and the Deposit Function</li> <li>• Lending as a Cornerstone of Banking</li> <li>• Bank Payment Systems and Technology</li> <li>• Safeguarding the Customer and the Bank</li> </ul>	1 hour, 15 minutes	\$177
<a href="#">Community Bank Suite: Sales Skills</a> <ul style="list-style-type: none"> <li>• Relationship Sales Suite               <ul style="list-style-type: none"> <li>○ The Relationship Sales Process</li> <li>○ Consultative Selling</li> <li>○ Relationship Sales – Apply What You’ve Learned</li> </ul> </li> <li>• Sales Planning Suite               <ul style="list-style-type: none"> <li>○ Creating Sales Portfolios</li> <li>○ Managing Client Portfolios</li> <li>○ Planning a Call</li> <li>○ Sales Planning – Apply What You’ve Learned</li> </ul> </li> </ul>	35 minutes	\$57
<a href="#">Understanding Consumer Bank Products Suite</a> <ul style="list-style-type: none"> <li>• Understanding Your Customer</li> <li>• Consumer Checking Accounts</li> <li>• Consumer Credit Products</li> <li>• Consumer Credit Products: Home Secured</li> <li>• Consumer Savings Accounts</li> </ul>	1 hour, 20 minutes	\$105



<ul style="list-style-type: none"> <li>• Consumer Retirement, Investment and Insurance Products</li> <li>• Trust Products and Services</li> <li>• Digital Products and Services</li> </ul>		
<b>Bank Marketing</b>	<b>Duration</b>	<b>Price</b>
<a href="#">Marketing in a Digital World: Digital Campaigns</a> <ul style="list-style-type: none"> <li>• Search Engine Optimization (4 modules)</li> <li>• Build Your Campaign (3 modules)</li> <li>• Find Your Audience (5 modules)</li> </ul>	3 hours, 30 minutes	\$180
<b>Bank Compliance</b>	<b>Duration</b>	<b>Price</b>
<a href="#">BSA/AML: Fundamentals</a>	20 minutes	\$33
<a href="#">Community Reinvestment Act</a>	30 minutes	\$33
<a href="#">ECOA and Regulation B: Overview</a>	35 minutes	\$33
<a href="#">Fair Lending</a>	1 hour, 10 minutes	\$57
<a href="#">Identity Theft Red Flags and Information Security</a>	30 minutes	\$57
<a href="#">Office of Foreign Assets Control (OFAC)</a>	20 minutes	\$21
<a href="#">Privacy: Overview of Laws</a>	25 minutes	\$21
<a href="#">Recognizing and Preventing UDAAP</a>	1 hour	\$57
<a href="#">Reg CC Disclosures and Notifications</a>	7 minutes	\$21
<a href="#">Reg CC Exceptions to Funds Availability Schedules</a>	5 minutes	\$21
<a href="#">Reg CC Funds Availability Schedules</a>	7 minutes	\$21
<b>Payments</b>	<b>Duration</b>	<b>Price</b>
<a href="#">Payments System Training Suite</a> <ul style="list-style-type: none"> <li>• Payments System Emerging Products</li> <li>• Payments System Trends</li> </ul>	1 hour, 20 minutes	\$177
<b>Small Business Lending</b>	<b>Duration</b>	<b>Price</b>
<a href="#">Introduction to Analyzing Financial Statements</a>	3 hours, 15 minutes	\$57
Fundamentals of Small Business Banking Suite <ul style="list-style-type: none"> <li>• Small Business Basics</li> <li>• Small Business Operating and Life Cycle</li> </ul>	45 minutes	\$57
<a href="#">Small Business Borrowing Suite</a> <ul style="list-style-type: none"> <li>• Knowing Your Small Business Clients</li> <li>• Knowing Your Small Business Clients – Apply What You’ve Learned</li> <li>• Communicating Credit Decisions</li> <li>• Closing the Sale – Apply What You’ve Learned</li> <li>• Small Business Borrowing – Learner Toolkit</li> <li>• Small Business Borrowing – Coach’s Toolkit</li> </ul>	20 minutes	\$57
<a href="#">Small Business Products Suite</a> <ul style="list-style-type: none"> <li>• Presenting Credit Products</li> <li>• Presenting Retirement Products</li> <li>• Presenting Treasury Management Products</li> <li>• Knowing Your Small Business Products – Apply What You’ve Learned</li> <li>• Small Business Products – Learner Toolkit</li> </ul>	20 minutes	\$81
<b>Wealth Management &amp; Trust</b>	<b>Duration</b>	<b>Price</b>
<a href="#">Introduction to Integrated Planning and Advice</a>	20 minutes	\$81
<a href="#">Introduction to Investment Management</a>	25 minutes	\$81
<a href="#">Introduction to Trust Administration</a>	35 minutes	\$81