Building Customer Relationships





(All course materials are online)

Date (2019)	Assignment
April 1-5	Lesson 1: Marketing: Building Customer Relationships
	Watch the Get Started introduction to the course site
	Review the Course Resources information in the Topics area of the course.
	Read Marketing: Building Customer Relationships in your interactive reading.
	Quiz: Complete the Marketing: Building Customer Relationships graded quiz.
	Discussions: Participate in the Lesson 1: Marketing: Building Customer Relationships discussions. There are three separate discussions for this lesson. Note the 'Introduce yourself' discussion is ungraded.
April 5-12	Lesson 2: Sales and Service: Expanding Customer Relationships
	Read Sales and Service: Expanding Customer Relationships in your interactive reading.
	Quiz: Complete the Sales and Service: Expanding Customer Relationships graded quiz.
	Discussion: Participate in the Lesson 2: Sales and Service: Expanding Customer Relationships discussions. There are two separate discussions for this lesson.
April 12-19	Lesson 3: Safeguarding the Customer and the Bank
	Read Safeguarding the Customer and the Bank in your interactive reading.
	Quiz: Complete the Safeguarding the Customer and the Bank graded quiz.
	Discussion: Participate in the Lesson 3: Safeguarding the Customer and the Bank discussions. There are two separate discussions for this lesson.

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April 19-26 Lesson 4: Safeguarding Bank Assets and the Nation Read Safeguarding Bank Assets and the Nation in your interactive reading. Quiz: Complete the Safeguarding Bank Assets and the Nation graded quiz. Discussion: Participate in the Lesson 4: Safeguarding Bank Assets and the Nation discussions. There are two separate discussions for this lesson. April 19-26 Final Assessment Complete the Final Assessment. Please note the Final Assessment must be completed the last week of class. It does not have to be proctored.