

LOMA Education Programs – Academic Credit Recommendations



Academic credit recommendations are subject to change without notice.

NOTE: Parts/courses offered in previous years may sometimes be used to receive college credit under their original names based on their course descriptions. Contact the National College Credit Recommendation Service (National CCRS) for a complete course/suggested credit listing.

For more information on evaluations, contact the National College Credit Recommendation Service (National CCRS)
 USNY, Regents Research Fund
 89 Washington Avenue, Education Building
 Addition, Room 1069
 Albany, NY 12234
 Phone: 518-486-2070
 E-mail: nccrs@mail.nysed.gov
 Web site: www.nationalccrs.org

Degree Category Key

Suggested Level:

LD/A	Lower Division Undergraduate or Associate
UD	Upper Division Undergraduate
G	Graduate Degree

Course Number	Course Title	Recommended Semester Hours	Degree Category	Subject Areas
LOMA 280	Principles of Insurance: Life, Health, and Annuities	2	LD/A	General Elective
LOMA 286	Principles of Financial Services and Products	3	LD or A	Financial Services
LOMA 290	Insurance Company Operations	3	LD or A	General Elective
LOMA 301	Insurance Administration	3	LD or A	Insurance
LOMA 305	Personal Financial Planning	3	UD	Financial Services
LOMA 311 LOMA 316	Business Law for Financial Services Professionals	3	UD	Insurance, Financial Services
LOMA 320	Life and Health Insurance Marketing	3	UD	Business Administration, Insurance
LOMA 326	Financial Services Marketing	3	UD	Business Administration
LOMA 330	Management Principles and Practices	3	LD or A, UD	General Management
LOMA 351	Financial Services Environment	3	UD	Finance
LOMA 356	Investment Principles and Institutional Investing	3		Financial Services
LOMA 361	Accounting Principles and Financial Reporting in Life Insurance Companies	3	UD	Finance, Accounting, Insurance
LOMA 371	Managing for Solvency and Profitability in Life Insurance Companies	3	UD	Finance, Insurance
LOMA 380	Financial Services and Products for Organizations	3	UD	Business Administration
ACS 100	Foundations of Customer Service	3	LD or A	Business Administration, Office Administration, Professional Sales, Marketing
PCS 391	Customer Behavior: Consumer Behavior and Beyond	3	UD	Marketing
PCS 392	Customer Contacts: Strategies and Operations	2	LD or A, UD	Business Administration
PCS 393	Customer Relationship Management	2	LD or A, UD	Business Administration
AIAA 200	Agency Administration	3	LD or A, UD	Office Management, Administrative Office Systems
UND 386	Underwriting Life and Health Insurance	2	LD or A, UD	Insurance
AIAF 400	Statutory Accounting Life and Health for Insurers	3	UD	Insurance, Accounting, Business Administration
AIRC 410	Regulatory Compliance: Companies, Producers, and Operations	2	UD	Insurance
AIRC 420	Regulatory Compliance: Insurance and Annuity Products	2	UD	Insurance
AAPA 273	Annuity Principles and Products	1	UD	Insurance, Business Administration
AAPA 283	Marketing, Distribution and Uses of Annuities	1	UD	Insurance, Business Administration
AAPA 303	Annuity Systems and Administration	1	UD	Insurance, Business Administration
AAPA 313	Financial Aspects of Annuities	2	UD	Insurance, Business Administration
AAPA 323	Regulation and Taxation of Annuities	1	UD	Insurance, Business Administration
ARA 440	Reinsurance Administration	2	UD	Insurance, Business Administration