

## Management Studies Program

### CUC-MSP-MGSPE01-PRG

The 13-course program is designed to give you an in-depth understanding of the key competency areas in credit union business management. You require 6 general business courses, 7 credit union specific courses, and the equivalent of 5 years' experience in the financial services industry.

The instructional formats for the courses comprising the program vary and include:

- CUIC® courses available in two formats: *self-study* and *cohort*
- University level equivalents from accredited colleges, universities or professional institutes

See the table on the next page for more information.

Upon completion of this program, you will become an "Associate of Credit Union Institute of Canada (ACUIC)," an accreditation which is conferred jointly by CUIC Inc. and Dalhousie University.

### Program Requirements (see following page for instructional formats)

- Accounting
- Management – Business Administration
- Marketing
- Finance
- Organizational Behaviour
- Economics
- The Credit Union System or Credit Unions: Different by Design
- Consumer & Residential Mortgage Lending
- Financial Management
- Fundamentals of Personal Financial Planning
- Credit Union Elective Courses (3)
- Work Experience Requirement

### Program Completion

To complete the program and become an Associate of Credit Union Institute of Canada (ACUIC):

1. Complete all of the courses
2. Once complete click on Register to the right of the Request to graduate -Management Studies Program form.
3. The *Cusource*® team will confirm your status as an "Associate of the Credit Union Institute of Canada".

Contact *Cusource* Client Solutions at 1.888.367.1386 or [clientsolutions@ccua.com](mailto:clientsolutions@ccua.com) for questions and/or registration information.

## Management Studies Program Checklist

### CUC-MSP-MGSPE01-PRG

Name	Code	Type	Completion Requirements
<b>Accounting</b>	CUC-110	<u>University or college credit</u>	<u>Minimum grade: 60%, C- or 2.0</u>
<b>Management – Business Administration</b>	CUC-130	<u>University or college credit</u>	<u>Minimum grade: 60%, C- or 2.0</u>
<b>Marketing</b>	CUC-140	<u>University or college credit</u>	<u>Minimum grade: 60%, C- or 2.0</u>
<b>Finance</b>	CUC-150	<u>University or college credit</u>	<u>Minimum grade: 60%, C- or 2.0</u>
<b>Organizational Behaviour</b>	CUC-160	<u>University or college credit</u>	<u>Minimum grade: 60%, C- or 2.0</u>
<b>Economics</b>	CUC-170	<u>University or college credit</u>	<u>Minimum grade: 60%, C- or 2.0</u>
<b>The Credit Union System or <u>Credit Unions: Different by Design</u></b>	CUC-200 or CUC-201	Self-Study or Cohort	Minimum grade: 60%
<b>Consumer &amp; Residential Mortgage Lending</b>	CUC-210	Self-Study or Cohort	Minimum grade: 60%
<b>Financial Management</b>	CUC-225	Self-Study or Cohort	Minimum grade: 60%
<b>Fundamentals of Personal Financial Planning</b>	CUC-240	Self-Study or Cohort	Minimum grade: 60%
<b><i>Any <u>three</u> of the following credit union electives:</i></b>			
<b>Strategic Management for C.U. Professionals</b>	CUC-315	Cohort	Minimum grade: 60%
<b>Human Resources Management</b>	CUC-325	Self-Study or Cohort	Minimum grade: 60%
<b>Commercial Real Estate Lending</b>	CUC-340	Self-Study or Cohort	Minimum grade: 60%
<b>Business Lending</b>	CUC-345	Self-Study or Cohort	Minimum grade: 60%
<b>Agricultural Lending</b>	CUC-346	Self-Study or Cohort	Minimum grade: 60%
<b>Marketing &amp; Sales Management</b>	CUC-235	Self-Study or Cohort	Minimum grade: 60%
<b>Work Experience Requirement</b>			5 years full time experience in financial services industry