

# University of Phoenix - Prior Learning Assessment - Corporate Articulation

## BROADWAY NATIONAL BANK



### Credit Recommendation Guide (CRG)

The following courses have been evaluated by Corporate Articulation to potentially fulfill General Education or Elective credits for an Undergraduate Degree. In order to receive any of the credits recommended below, students should submit supporting documents to Prior Learning Assessment. For more information on PLA visit: [ecampus.phoenix.edu/pla](http://ecampus.phoenix.edu/pla) or contact the department toll free at 866-440-4707.

\*NOTE: Fees are applicable for credits evaluated.

PLA will not award credit for certifications or coursework that duplicates the content of credits earned through PLA, transfer credit, National Testing Program credit or University of Phoenix.

#### Recommended Semester Credit Conversion - The standard formula for determining credit value is as follows:

15.0 hours of classroom learning is equivalent to 1.0 semester credit;

30.0 hours of Physical Education, Lab, Clinical or Self-Paced hours is equivalent to 1.0 semester credit.

#### University of Phoenix Equivalency: (General Education or Elective category to which credit can be applied)

Combinable: Courses may only be combined with courses of similar content, modality and General Education/Elective areas.

Non-Academic: Lack of college level theory and/or principle necessary for credit recognition. Company specific and skill-based training.

Too Few Hours: Courses/training that cannot receive credit because they are less than 1 hour total in length. Similar content in a 1(+) hour timeframe may be eligible for credit.

Applicable Hours: Indicates the total amount of actual learning time. Any breaks or lunch time included in the initial clock hours have been removed.

Course Number	Course Title	Delivery Method	Course Year	Course Length	Applicable Hours	Credits Recommended	University of Phoenix Equivalency
<b>EMPLOYEE FIRST LEADERSHIP</b>							
	KICKOFF / INTRODUCTION	CLASSROOM	01/2007-12/2010	4 HOURS	4	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	CHANGE LEADERSHIP I	CLASSROOM	01/2007-12/2010	4 HOURS	4	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	CHANGE LEADERSHIP II	CLASSROOM	01/2007-12/2010	4 HOURS	4	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	EMPOWERMENT I	CLASSROOM	01/2007-12/2010	4 HOURS	4	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE
	EMPOWERMENT II	CLASSROOM	01/2007-12/2010	4 HOURS	4	COMBINABLE	INTERDISCIPLINARY/ ELECTIVE

	EMPOWERMENT III	CLASSROOM	01/2007-12/2010	4 HOURS	0	0	NON-ACADEMIC
	REDEFINING MEETING CULTURE	CLASSROOM	01/2007-12/2010	4 HOURS	4	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	HIRE TO CULTURE	CLASSROOM	01/2007-12/2010	4 HOURS	4	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	STRATEGIC THINKING	CLASSROOM	01/2007-12/2010	8 HOURS	8	0.5	INTERDISCIPLINARY/ELECTIVE
	EMPLOYEE ENGAGEMENT	CLASSROOM	01/2007-12/2010	8 HOURS	8	0.5	INTERDISCIPLINARY/ELECTIVE
<b>SALES FOR RELATIONSHIP MANAGERS</b>							
	INTRODUCTION TO SALES CULTURE	CLASSROOM	01/2006-12/2010	3 HOURS	0	0	NON-TRANSFERABLE
	THE CLIENT INTERACTION	CLASSROOM	01/2006-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	HANDLING OBJECTIONS EFFECTIVELY	CLASSROOM	01/2006-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	PRESENTATION SKILLS	CLASSROOM	01/2006-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	CUSTOMER-CENTRIC VALUE PROPOSITION	CLASSROOM	01/2006-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	CLOSING THE SALE	CLASSROOM	01/2006-12/2010	3 HOURS	3	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
<b>LEADERSHIP ACADEMY</b>							
	MANAGING EMPLOYEE PERFORMANCE WITHIN BNB CULTURE	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	SUCCESSFUL HIRING	CLASSROOM	01/2008-12/2010	8 HOURS	8	0.5	INTERDISCIPLINARY/ELECTIVE
	TIME MANAGEMENT	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	STRESS MANAGEMENT	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	TALENT MANAGEMENT	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	PROJECT MANAGEMENT	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	NEW EMPLOYEE ORIENTATION (NEO)	CLASSROOM	01/2008-12/2010	6 HOURS	0	0	NON-TRANSFERABLE
	LEADING THE GENERATIONS	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	PEER TODAY: BOSS TOMORROW	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	EVERYBODY WINS	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE

	NOTARY PUBLIC TRAINING	CLASSROOM	01/2008-12/2010	3 HOURS	0	0	NON-TRANSFERABLE
	BROADWAY INSIGHT	CLASSROOM	01/2008-12/2010	6 HOURS	0	0	NON-TRANSFERABLE
	MICROSOFT: WORD	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MICROSOFT: EXCEL	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MICROSOFT: POWERPOINT	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	MICROSOFT: OUTLOOK	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	CRM DYNAMICS	CLASSROOM	01/2008-12/2010	4 HOURS	0	0	NON-TRANSFERABLE
	NEW ACCOUNT TRAINING (FSR)	CLASSROOM	01/2008-12/2010	112 HOURS	0	0	NON-TRANSFERABLE
	LOAN TRAINING WORKSHOP	CLASSROOM	01/2008-12/2010	32 HOURS	0	0	NON-TRANSFERABLE
	SAFE DEPOSIT BOX	CLASSROOM	01/2008-12/2010	3 HOURS	0	0	NON-TRANSFERABLE
	21 DAYS	CLASSROOM	01/2008-12/2010	8 HOURS	8	0.5	INTERDISCIPLINARY/ELECTIVE
	DON'T FORGET THE BENEFITS	CLASSROOM	01/2008-12/2010	6 HOURS	0	0	NON-TRANSFERABLE
	LAST BANKER STANDING	CLASSROOM	01/2008-12/2010	4 HOURS	0	0	NON-TRANSFERABLE
	BAI	CLASSROOM	01/2008-12/2010	2 HOURS	0	0	NON-TRANSFERABLE
	BSA	SELF-PACED	01/2008-12/2010	1 HOUR	1	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	SECURITY TRAINING	SELF-PACED	01/2008-12/2010	1 HOUR	1	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	TELLER TRAINING	CLASSROOM	01/2008-12/2010	80 HOURS	80	5	INTERDISCIPLINARY/ELECTIVE
	TELLER REFERRALS	CLASSROOM	01/2008-12/2010	6 HOURS	6	COMBINABLE	INTERDISCIPLINARY/ELECTIVE
	TOASTMASTERS	CLASSROOM	01/2008-12/2010	1 HOUR	TOASTMASTERS CERTIFICATION HAVE BEEN PREVIOUSLY EVALUATED ON THE APOLLO QUICKLIST.		
	RED CROSS - CPR AND FIRST AID TRAINING	CLASSROOM	01/2008-12/2010	7 HRS	0	0	NON-TRANSFERABLE
	BUS OPERATOR TRAINING	CLASSROOM	01/2008-12/2010	6 HRS	0	0	NON-TRANSFERABLE