

Retail Banking

Credit value: 1.0

Aims

General Aim

To provide the student with an extensive, detailed and critical knowledge of the products and practices that exist within the ever-changing retail banking environment.

Specific Aims

1. To provide the student with an extensive, detailed and critical knowledge and understanding of the legal aspects of the banker – customer relationship.
2. To give an ability to apply knowledge and understanding of business and management by critical analysis, evaluation and synthesis of complex issues within the context of the retail banking environment.
3. To give the student a range of skills, techniques and practices in credit at a professional level
4. To develop the cognitive skills of critical thinking, analysis and synthesis utilised when considering the procedures for taking the range of securities for advances.
5. To give an extensive, detailed and critical knowledge and understanding of diligence and bankruptcy.

Content

1. Money Transmission

Forms of Money Transmission
The Clearing Process

2. Savings and Investment

The Difference between Savings and Investment
Savings and Investment Products
Liquidity Management

3. Other Services

Safe Custody
Insurance and Assurance
Share Dealing Services and Advice
Unit Trusts
Travel Services
The Banking Code

4. Banker & Customer

How the Banker-Customer Relationship is Established.

The Rights and Duties of a Banker and of a Customer

Bankers' Lien

Clayton's Case

Death of a Customer.

Trusts

Testate and Intestate Succession

Electronic Funds Transfer.

5. Principles of Lending

The Canons of Lending

Other Considerations

6. Lending Products

Overdrafts

Personal loans

Revolving credit

Credit cards

House purchase loans

Capital release loans

Bridging loans

Term loans

Hire purchase and leasing

Self build loans

7. Mortgage Lending

Background to Mortgage Lending

Types of Mortgage

8. Agency & Contract

Agency

Contract

9. Securities for Advances

Introduction

Standard Securities

Guarantees

Life Policies

Stocks & Shares

Miscellaneous Securities

10. Diligence & Bankruptcy

Types of Diligence
Apparent Insolvency & its Effects
Sequestration