

WHAT IS THE SIE® EXAM?

THE FINRA® SIE® exam is for prospective securities industry professionals. This exam assesses a candidate's knowledge of basic securities industry information including concepts fundamental to working in the industry, such as types of products and their risks, the structure of the securities industry markets, regulatory agencies and their functions, and prohibited practices.

The SIE® exam is open to anyone age 18 or older, and the results are valid for 4 years.

BENEFITS OF AN SIE® DESIGNATION

- Ability to distinguish yourself from your peers when seeking internships or jobs
- Opportunity to jumpstart your career goals
- Increased marketability in the financial services industry

“ I was looking for this kind of class for several years and am so grateful to SCC for connecting me with real world employment opportunities. I wish this was available during my undergraduate years! ”

~ Lee S.



Start Your Career in the Financial Services Industry!

SCC offers two certificate programs that can be completed in as little as one semester, to help prepare students for the Financial Industry Regulatory Authority [FINRA®] SIE® certification exam and for employment in the financial services sector.

These programs will prepare students for a wide variety of entry-level positions in the financial service and securities industries.

The 4-credit Financial Services: Pre-Licensure program is for those who already have a degree or significant work experience, as this certificate solely focuses on the SIE® exam.

The 16-credit Financial Services program is for students new to higher education and the business world. In addition to preparing for and taking the SIE® exam, students learn professional skills and develop a strong foundation in fundamental concepts needed in the securities industry.

Scottsdale Community College
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The Maricopa County Community College District does not discriminate on the basis of race, color, national origin, sex, disability or age in its programs or activities. For Title IX/504 concerns, call the following number to reach the appointed coordinator: (480) 731-8499. For additional information, as well as a listing of all coordinators within the Maricopa College system, visit www.maricopa.edu/non-discrimination.



SCOTTSDALE
COMMUNITY COLLEGE
A MARICOPA COMMUNITY COLLEGE

FINANCIAL SERVICES CERTIFICATES



“Greater Phoenix is one of the top markets in the nation to locate and expand finance and insurance operations. In fact, the region's finance and insurance sector is the sixth largest in the nation.

– Greater Phoenix Economic Council

FINANCIAL SERVICES

Scottsdale Community College, accredited by the Higher Learning Commission (HLC), offers two Certificates of Completion (CCL) in Financial Services. These programs are designed to prepare students to enter the financial services industry and prepare them for FINRA's exam.

4-CREDIT FINANCIAL SERVICES: PRE-LICENSURE PROGRAM

COURSE	DESCRIPTION
GBS261 Investments I (3 credits)	Evaluation of various investment forms, including study of inflation, taxation, government securities, stocks and bonds, real estate, and retirement plans. Securities industry knowledge and skills for individuals to prepare for careers in Financial Services.
GBS261LL Securities Industry Essentials (SIE) Exam Prep (1 credit)	Helps to prepare students for the Financial Industry Regulatory Authority (FINRA) Securities Industry Essentials (SIE) Examination required for prospective securities industry professionals.
4 credits total	

16-CREDIT FINANCIAL SERVICES PROGRAM

COURSE	DESCRIPTION
GBS120 Workplace Communication Skills (3 credits)	Reviews planning, organization, and development of written and oral communication in business settings.
GBS151 Introduction to Business (3 credits)	Examines characteristics and activities of current business trends, including marketing, management, and finance.
GBS261 Investments I (3 credits)	Evaluation of various investment forms, including study of inflation, taxation, government securities, stocks and bonds, real estate, and retirement plans. Securities industry knowledge and skills for individuals to prepare for careers in Financial Services.
GBS261LL Securities Industry Essentials (SIE) Exam Prep (1 credit)	Helps to prepare students for the Financial Industry Regulatory Authority (FINRA) Securities Industry Essentials (SIE) Examination required for prospective securities industry professionals.
MGT126 Customer Service Skills & Strategies (3 credits)	Explores strategies to help improve job performance and develop a service-oriented philosophy. Focuses on both internal and external customers.
MKT267 Principles of Sales (3 credits) - OR - MKT271 Principles of Marketing (3 credits)	Analyzes and applies the steps and techniques used in personal selling. Highlights the roles and functions of professional sales representatives. Analyzes the marketing process and environment with regard to the product, pricing, distribution, and communication in order to satisfy buyer needs.
16 credits total	



CAREER OUTLOOK

Entry-level finance jobs earn an average of \$59,184 a year.* Robert Half Inc. projects entry level annual salaries in finance to range from \$56,375 to \$74,525 in the Phoenix metro area.** This compares favorably to national salaries.

The median individual income was \$40,480 in 2022, according to the U.S. Census Bureau. The Bureau estimates that the number of financial jobs will increase by 9% between now and 2028, which is faster than the average for all occupations.***

* www.glassdoor.com/Salaries/entry-level-finance-salary-SRCH_K00,19.htm

** www.roberthalf.com/us/en/job-details/entry-level-financial-analyst-phoenix-az

*** www.bls.gov/news.release/pdf/wkyeng.pdf

Take Your Financial Services
skills to the next level!

Want to earn a certificate?

**TO LEARN MORE,
CONTACT US TODAY!**

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bit.ly/scc-finance

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