Your guide to academic programs in banking, insurance & financial services in Connecticut
Dear Reader:

Welcome to Connecticut's Insurance and Financial Services (IFS) industry. An industry rich with innovation, a competitive focus on technology, an unyielding commitment to quality and excellence for the consumer, and a global reach to the consumer and financial markets of the world.

The Education and Training Resource Directory is an informational guide and a single point of reference for academic institutions in the state that offer banking, insurance and financial services-related curriculum. It is your pathway to an IFS career in Connecticut.

This state's IFS industry is strong and diverse:

- Hartford is known as the “Insurance Capital of the World.”
- Fairfield County holds the 3rd-largest market share of the world’s hedge funds.
- Entrepreneurial IFS firms continue to choose Connecticut as an ideal location to start their businesses.

The demand for the new-knowledge, innovative worker has never been stronger. With economic shifts, new IFS companies and products have emerged. Today’s advancements in technology – and in professions such as accounting, risk management, underwriting, and project management – are creating jobs and requiring multi-faceted sets of skills from current and prospective employees. Today’s IFS industry presents an invaluable opportunity to capitalize on business and economic changes, and to apply your education and experience to their fullest potential. IFS employers understand that their ability to remain competitive is inextricably linked to human capital – their employees. A well-trained and educated workforce is their #1 investment; your competitive advantage is your education.

The Connecticut IFS Cluster is committed to a continued investment in IFS education and to its own partnership with academic institutions around the state. This partnership builds and enhances the workforce for one of state’s largest industries. Whether you are looking to earn a degree, pursue a certificate designation or simply take a class or two, The Education and Training Resource Directory will help you discover what options are available at academic institutions throughout Connecticut.

It is the first step in advancing your successful career in Connecticut's Insurance and Financial Services industry.

Best of luck,

Susan C. Winkler
Executive Director
Index of Institutions

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Yale University
Data reported herein is derived from included academic institutions’ official websites and other sources. This data highlights insurance, banking and financial services-oriented academic programming only, and does not purport to be a complete listing of educational programs at these included institutions, nor of all academic institutions in the state of Connecticut. The Connecticut IFS Cluster compiles this information for illustration purposes and intends this publication to serve as a guide for interested parties.
CT ranks first in the nation for percentage of total employment in the IFS sector.  
(Northeast Utilities’ 2008 Connecticut Economic Review)

CT has the 2nd highest average salaries paid to IFS employees in the U.S.  
(Moody’s Economy.com)

CT has the 4th highest concentration of investment jobs in the nation.  
(Moody’s Economy.com)

CT has the highest national concentration of financial analysts and underwriters.  

Over 5,400 companies, firms and establishments in CT are categorized as part of the IFS industry.  
(Connecticut Department of Labor, 2009)

The industry contributes 16.5% of CT’s Gross State Product.  
(Department of Economic & Community Development, 2007)
## Projections & Average Wages

<table>
<thead>
<tr>
<th>Job Category</th>
<th>Jobs in 2006</th>
<th>Jobs in 2016</th>
<th>Percent Change</th>
<th>Average Annual Wage</th>
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<tbody>
<tr>
<td>Accountants/Auditors</td>
<td>21,400</td>
<td>24,460</td>
<td>14.2%</td>
<td>$72,550</td>
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<td>Actuaries</td>
<td>960</td>
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<td>Business Analysts</td>
<td>10,270</td>
<td>11,850</td>
<td>15.4%</td>
<td>$69,080</td>
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<td>Claims Adjusters, Examiners, Investigators</td>
<td>5,270</td>
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<td>Customer Service Representatives</td>
<td>30,930</td>
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<td>Financial Analysts</td>
<td>6,440</td>
<td>8,250</td>
<td>28.1%</td>
<td>$101,011</td>
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<td>Financial Managers</td>
<td>10,150</td>
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<td>$112,497</td>
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<td>Financial Specialists</td>
<td>1,940</td>
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<td>Insurance Claims Processors</td>
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<td>Insurance Sales Agents</td>
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<td>IT &amp; Network Support Specialists</td>
<td>46,230</td>
<td>54,490</td>
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<td>Loan Officers</td>
<td>3,520</td>
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<td>Marketing Managers</td>
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<td>2,890</td>
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<td>Personal Financial Advisors</td>
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<td>Securities, Commodities &amp; Financial Services Agents</td>
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<td>Tellers</td>
<td>5,900</td>
<td>6,660</td>
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<td>Underwriters/Risk Managers</td>
<td>3,280</td>
<td>3,410</td>
<td>3.9%</td>
<td>$70,397</td>
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Sources: Connecticut Department of Labor’s Connecticut Statewide Forecast 2006-2016, October 2008
Connecticut Department of Labor’s Occupational Outlook and Wages, July 2008

## Industry Outlook by Sector

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<tr>
<th>Sector</th>
<th>Jobs in 2006</th>
<th>Jobs in 2016</th>
<th>Net Change</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>IFS INDUSTRY TOTALS</td>
<td>122,710</td>
<td>133,300</td>
<td>10,590</td>
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<td>Credit Intermediation &amp; Related Activities</td>
<td>31,910</td>
<td>33,640</td>
<td>1,730</td>
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<td>Securities, Commodity Contracts, etc.</td>
<td>20,210</td>
<td>26,110</td>
<td>5,900</td>
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<td>Insurance Carriers &amp; Related Activities</td>
<td>65,440</td>
<td>68,120</td>
<td>2,680</td>
<td>4.1%</td>
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<td>Funds, Trusts &amp; Other Financial Vehicles</td>
<td>5,010</td>
<td>5,430</td>
<td>420</td>
<td>8.5%</td>
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Banking is the largest of the three IFS industry sectors, encompassing all depository institutions and credit unions. One way an individual or business can safeguard funds is to deposit them at a bank. In turn, banks take the money they receive from their customers, or depositors, and use that money to make loans, mortgages and investments. In order to protect their client’s funds and to make a profit, it is critical for banks to have accurate methods of analyzing and measuring risk, and people appropriately trained to do so. Banks are profitable when they generate more money from lending, fees and investments than they pay out in costs to attract and retain customers and provide banking and related services.

Although the primary function of taking deposits and making loans has remained constant, banks now also sell other financial products, such as insurance, securities and retirement packages. This change allows banks to meet all of their customers’ financial services and money management needs and offers new opportunities for banking careers. Customer service, sales and marketing skills are essential for business growth and can be found in all levels of the banking organization. With technology advancements (ATM machines, debit cards and online banking and related services), new careers in information technology have also emerged in banking.

There are many types of banks ranging in size and services. Some are independent with only one or a few local or regional locations while others are large institutions with hundreds or thousands of branches across the nation. International banks also exist, conducting business, such as international lending, on a global level. Banks in the U.S. can be federally or state chartered.

### Types of Banks
- Commercial Banks
- Investment Banks
- Thrift Institutions (Savings & Loan Assoc.)
- Federal Reserve Banks
- Industrial Banks
- Credit Unions

### Examples of Banking Occupations

#### Entry Level
- Bank Tellers
- Customer/Client Service Representatives
- Office Administration Specialists
- Bank Operations/Processing Specialists

#### Intermediate Level
- New Accounts Specialists
- Computer Systems & Technology Analysts
- Credit Analysts
- Teller Supervisors
- Call Center Managers
- Operations Managers
- Commerical/Business Analysts
- Loan & Mortgage Officers
- Securities, Commodities & Financial Services Sales Agents

#### Executive Level/Management Level
- Accountants
- Auditors
- Financial Managers
- Portfolio/Regional Managers (Commercial & Small Business Lenders)
- Branch Managers & Regional/Market Managers (Retail)

### Requirements/Designations for Advancement
(Not inclusive but recommended for various careers within banking)
- Bachelor’s and/or Master’s Degree
- Specific State Licensing and Certification
- Loan Review Certificate program
- Certified Mortgage Banker (CMB)
- FINRA Series 6 or 7 (formerly NASD)
- Certified Management Accountant (CMA)
- Certified Public Accountant (CPA)
- Chartered Financial Analyst (CFA)
- Certified Financial Manager (CFM)
Insurance is the IFS industry sector that guarantees protection against financial loss that may arise from various unforeseen events or disasters. The three main segments of insurance are health, life and retirement and property casualty. Insurance companies provide asset security to their clients, or policyholders, so that their clients’ current and future financial needs are protected. For instance, depending on coverage, the policyholder (an individual or business) will be reimbursed for losses resulting from events such as car accidents, theft, property damage due to natural catastrophes (fire, flood, hurricane, etc.), health problems, disability or death. In essence, the insurance company absorbs the risk that is transferred to it when a client purchases a policy. In turn, insurance companies set prices according to the amount of risk they are taking on and collect premiums for the services they provide.

Insurance products are designed and developed to respond to today’s risk and needs. For example, terrorism and identity theft insurance are new products available to consumers and create new opportunities for employment.

Other types of insurance include:

- **Property Casualty** – Auto, Home
- **Life & Retirement** – Life Insurance, Annuities
- **Health** – Indemnity, Managed Care, Dental, Stop Loss
- **Long-term Care**
- **Disability** – Short-term, Long-term
- **Specialty** – Wedding, Pet, Identity Theft, Flood, Crop
- **Business**

Occupations in insurance vary by the type of insurance establishment. Insurance carriers are companies that provide insurance to policyholders. They can be classified as either direct carriers – meaning they underwrite the initial policy or annuity – or reinsurance carriers, which provide insurance policies to insurers. Insurance agencies and brokerages act as intermediaries by selling insurance policies to individuals or businesses and by providing advisory services to their clients. Most recently, banks are able to sell a variety of insurance products.

**Examples of Insurance Occupations**

**Entry Level**
- Customer/Client Service Representatives
- Office Administration Specialists
- Medical Coding and Processing Specialists

**Intermediate Level & Executive Level**
- Auto Damage Appraisers
- Claims Investigators, Examiners & Adjusters
- Sales Representatives (Insurance & Financial Services)
- Junior & Senior Associate Underwriters
- Computer Systems/Technology Professionals
- Marketing & Sales Professionals
- Account Managers
- Financial Analysts
- Actuarial Associates

**Executive & Management Level**
- Underwriters
- Accountants
- Actuaries
- Auditors
- Insurance Agents & Brokers

**Requirements/Designations for Advancement**
(Not inclusive but recommended for various careers within insurance)
- Bachelor’s or Master’s Degree
- Specific State Licensing and Certification
- FINRA Series 6 or 7 (formerly NASD)
- Chartered Property Casualty Underwriter (CPCU)
- Registered Health Underwriter (RHU)
- Registered Employee Benefits Consultant (REBC)
- Certified Management Accountant (CMA)
- Certified Public Accountant (CPA)
- Associate and Fellow Actuarial Certification (ASA, FSA)
- Certified Financial Planner (CFP)
- Chartered Financial Consultant (ChFC)
Another sector in the IFS industry relates to securities, commodities and other establishments, referred to generally as the securities industry sector. All of the various institutions in the securities industry sector engage in the facilitation of transferring monies from the client, or the investor, to the chosen institution that will invest the funds. Activities include the sales of securities (stocks, bonds, mutual funds, etc.), sales of commodities (oil, grains, metal, etc.), money and investment management and financial advisory services. Some establishments focus on one specific function of the sector, such as financial planning, while others offer an array of related services, such as asset management, retirement services, investment banking and securities trading.

Hedge funds, while not all the same, are a type of investment that includes more flexibility in their use of investment returns, volatility and risk. Hedge fund managers use derivatives, and other types of hedging strategies, to manage investments and the associated risks and returns.

As in the rest of the IFS industry, the securities sector demands a savvy and knowledgeable workforce. All sales representatives must be licensed by the FINRA (Financial Industry Regulatory Authority), formerly NASD, in order to sell securities and/or make recommendations regarding investments. This includes representatives at all levels who engage in securities sales – from sales or brokerage assistants to principals of the firm.

Examples of Securities Firm Occupations

Entry Level
- Customer/Client Service Representatives
- Office Administration Specialists

Intermediate & Executive Level
- Computer Systems Analysts & Technology Specialists
- Sales Brokerage Assistants/Associates
- Investment Specialists

Executive Level
- Securities, Commodities & Financial Services Sales Agents (including Traders, Brokers, Dealers, Account Executives, Market Makers and Floor Brokers)
- Financial, Business, Risk & Investment Analysts

Executive & Management Level
- Accountants
- Auditors
- Marketing & Sales Analysts and Managers
- Personal Financial Analysts, Advisors & Planners
- Financial Services Managers & Portfolio Managers
- Commodity Trading Advisors/Managers

Requirements/Designations for Advancement
(Not inclusive but recommended for various careers within securities)
- Bachelor’s and/or Master’s Degree
- Specific State Licensing and Certification
- Certified Mortgage Banker (CMB)
- FINRA Series 6 or 7 (formerly NASD)
- Professional Risk Manager (PRM)
- Associate Professional Risk Manager (Associate PRM)
- Financial Risk Manager (FRM)
- Certified Management Accountant (CMA)
- Certified Public Accountant (CPA)
- Chartered Financial Analyst (CFA)
- Chartered Financial Consultant (ChFC)
- Certified Financial Manager (CFM)
- Certified Financial Planner (CFP)
The following lists some of the most commonly recognized designations in the IFS industry. Each association maintains its own set of governing rules. Please refer to each related website.

**Associate & Fellow Actuarial Certification**  [www.beanactuary.com](http://www.beanactuary.com)  [www.casact.org](http://www.casact.org)  [www.soa.org](http://www.soa.org)
Signifies expertise in financial risk analysis and management, financial mathematics, statistics, actuarial models, ratemaking, actuarial practice and finance and investments. Examinations offered through the Casualty Actuarial Society (CAS) and the Society of Actuaries (SOA).

**Certified Financial Manager (CFM)**  [www.imanet.org](http://www.imanet.org)
Signifies that individual is specialized in corporate cash management, finance and investment planning and risk management. Examinations offered through the Institute of Management Accountants (IMA).

**Certified Financial Planner (CFP)**  [www.cfp.net](http://www.cfp.net)
Credential pertaining to financial planning; identifies holder as an individual who has met the requirements established by the CFP Board. The CFP Examination is offered through the Certified Financial Planner Board of Standards, Inc.

**Certified Management Accountant (CMA)**  [www.imanet.org](http://www.imanet.org)
Distinguishes an individual as competent in the areas of management accounting and finance. Examinations offered through the Institute of Management Accountants (IMA).

**Certified Public Accountant (CPA)**  [www.cpa-exam.org](http://www.cpa-exam.org)
License awarded by each of the United States’ 54 jurisdictions; entitles individual to practice accounting methods as a CPA in the governing jurisdiction. The Uniform CPA Examination is offered through the governing Board of Accountancy, the National Association of State Boards of Accountancy (NASBA) and the American Institute of Certified Public Accountants (AICPA).

**Chartered Financial Analyst (CFA)**  [www.cfainstitute.org](http://www.cfainstitute.org)
Distinguishes individual as competent in portfolio management and investment analysis. Examinations offered through the CFA institute.

**Chartered Property Casualty Underwriter (CPCU)**  [www.aicpcu.org](http://www.aicpcu.org)
Signifies expertise in risk management and insurance. Examinations offered through the American Institute for CPCU (AICPCU).

**FINRA Securities Examination - Including Series 6 & 7 (Formerly NASD)**  [www.finra.org](http://www.finra.org)
Under federal law, it is mandatory for company representatives involved in securities sales to be registered with FINRA. Securities examinations administered by FINRA lead to the FINRA registration. An individual must be sponsored by a member firm in order to sit for the FINRA Securities exam. Qualification and registration maintained through FINRA.

**Financial Risk Manager (FRM)**  [www.garp.com](http://www.garp.com)
Distinguishes risk professionals with experience in the strategic disciplines of financial risk management and financial risk concepts. Examinations administered through the Global Associates of Risk Professionals (GARP).

**Professional Risk Manager (PRM)**  [www.prmia.org](http://www.prmia.org)
Recognizes an individual as competent in all areas of risk management, methods and practices. Issues through the Professional Risk Managers’ International Association.

**Associate Professional Risk Manager (Associate PRM)**  [www.prmia.org](http://www.prmia.org)
Awarded to individuals new to the risk management profession; denotes a fundamental knowledge of risk management disciplines. Accredited through the Professional Risk Managers’ International Association.
The Insurance and Financial Services Center for Educational Excellence (IFS Center) is a workforce development initiative developed by Connecticut’s insurance and financial services businesses to respond to the economic and business demands of today’s IFS employers. By addressing the industry’s short-term and long-term workforce needs, the IFS Center provides the skills and training required for individuals who are entering or re-entering the industry, or who are looking to advance their careers within the insurance, banking and financial services sectors in Connecticut.

Training is provided by the real-world industry professionals at the IFS Center through Capital Community College, Norwalk Community College and other Connecticut Community Colleges as appropriate.

Sample of IFS Center courses: (available on-demand)

- Business Analyst Certificate
- FINRA Series 6 and 7 licensing
- General Insurance Certificate
- Business Writing
- Financial Statement Analysis
- Financial Modeling
- Associate in Claims Certificate
- Principles of Audit
- Project Management
- Residential & Commercial Lending
- Foundations of Risk Management

Reinvent your career. Visit www.ReinventCT.commnet.edu for the IFS Center’s full range of offerings.

The A.S. Degree in Insurance & Financial Services consists of 20 courses in the areas of General Education (Math, Art, English, etc.); Business Foundation (Accounting, Finance, Management, Business Law, etc.); and Specialized Electives (Insurance, Investments, or Banking).

Successful graduates of the A.S. Degree in IFS are guaranteed admission – pending fulfillment of GPA requirements – into either the Bachelor of Science in Business & Technology program at the UConn Regional Campuses or the Bachelor of Science in Finance program at Central Connecticut State University.

More information can be acquired in contacting: Capital Community College or Norwalk Community College.

www.ccc.commnet.edu  www.ncc.commnet.edu
Career Springboards
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<tr>
<th>College</th>
<th>Accounting</th>
<th>Administrative</th>
<th>Entrepreneurship</th>
<th>Finance</th>
<th>Health Care*</th>
<th>Insurance</th>
<th>Int’l Business</th>
<th>IT*</th>
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<th>Marketing</th>
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<th>Sales &amp; Services</th>
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* = Some programs have been discontinued.
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<th><strong>Certificate Programs</strong></th>
<th>Accounting</th>
<th>Administrative</th>
<th>Entrepreneurship</th>
<th>Finance</th>
<th>Health Care</th>
<th>Insurance</th>
<th>International Business</th>
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<th>Design's/Prep</th>
</tr>
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</table>

*These generalized headings are employed for brevity. The “Health Care” heading includes all health-setting occupations, whether corporate or medical in nature. The “IT” heading encompasses all computer technology, computer science and information applications courses of study. The “Management” heading refers to all business administration and supervisory roles. The “Design’s/Prep” heading infers any offerings toward professional designations or in preparation for designation exams or academic tracks. In some cases, highlighted studies may be concentrations within a degree. Data from April 2009. Please reference The Details section of this publication for clarification of academic offerings.
The Details
New Dimensions Program
Non-conventional education for working adults in pursuit of Associate's, Bachelor's or Master's Degrees. Program at main and satellite campuses.

www.newdimensionsamc.com or 800.394.9982

Bachelor of Science
  Business Administration
  Accounting
  Finance
  Management
  Business Management
  International Business Management
  Marketing Management
  Computer Information Systems

Certificate Programs
  Business Administration
  Human Resources Management
  Computer Information Systems

Traditional Undergraduate Program
Day classes held on the main campus.
admissions@albertus.edu or 203.773.8501

Bachelor of Science
  Business Administration
  Accounting
  Finance
  Management
  Business Management
  International Business Management
  Marketing Management
  Computer Information Systems

Accelerated Degree Program
Full and part-time evening program with 8-week module format.
adp@albertus.edu or 203.773.8505

Bachelor of Science
  Business Administration
  Accounting
  Finance
  Management
  Business Management
  Health Care Management
  Human Resources Management
  International Business Management
  Marketing Management
  Computer Information Systems

Associate in Science
  Business Management

Bachelor of Science
  Business Management
  Health Care

Master of Science
  Management

Master of Business Administration
  Accounting
  Human Resources
  General Management
  Leadership

Private liberal arts institution
Founded in 1925
Co-ed since 1985
2,400 total enrollment
2005 unveiling of new arts & science center

Albertus Magnus College
700 Prospect Street
New Haven, CT 06511
www.albertus.edu
Main: 203.773.8550 or 800.578.9160

Certificate Programs
  Business Administration
  Human Resources Management
  Computer Information Systems
Asnuntuck Community College

Public 2-year institution
Founded in 1969
19 Associate & 28 Certificate programs
Nearly 5,000 degrees awarded since 1974

Asnuntuck Community College
170 Elm Street
Enfield, CT 06082
www.acc.commnet.edu
Main: 860.253.3000

General Programs
Associate in Science
- Accounting
- Business Administration
- Banking
- Business Office Technology
- Executive Administrative Assistant
- Computer & Information Systems

Certificate Programs
- Accounting Assistant
- Business Administration
- Business Office Technology
- Secretarial Word Processing
- Entrepreneur
- Human Resources Management
- Marketing

Briarwood College

Private, co-ed residential institution
Founded 1966
650 total enrollment
Over 30 areas of study
43-acre campus

Briarwood College
2279 Mount Vernon Road
Southington, CT 06489
www.briarwood.edu
Main: 860.628.4751 or 800.952.2444

General Programs
Associate in Science
- Accounting
- Administrative Technology
- Executive
- Management
- Business Management
- Health Information Technology
- Marketing

Certificate Programs
- Administrative Professional
- Health Information Coding
- Health Information Processing

Continuing Education
Part-time, accelerated and weekend courses online or in the classroom.
General Programs

Associate in Science
  Accounting
  Information Technology
  Insurance & Financial Services*
  Management
  Medical Assisting
    Administrative Medical Insurance

Certificate Programs (Partial Listing; Credit & Non)
  Associate in Claims (AIC)
  Associate in Risk Management (ARM)
  Associate in Commercial Underwriting (AICPCU)
  Insurance & Financial Services Specialist
  Basic/Advanced Accounting
  Business Office Technology
    Health Claims Processing
  Business Analyst
  Management
  Entrepreneurship
  Medical Billing & Coding

IFS Center for Educational Excellence

Education and training center developed in partnership with the Connecticut IFS Cluster and State of Connecticut Department of Economic & Community Development. Programs designed and endorsed by the state’s insurance and financial services businesses to prepare individuals for entry into or advancement within the IFS industry.

See www.ReinventCT.commnet.edu for further details.

*Insurance and Financial Services degree program

Graduates of the A.S. degree in Insurance and Financial Services (IFS) are provided with guaranteed acceptance – based upon GPA requirements – into one of the following: Central Connecticut State University’s Bachelor of Science in Finance program or University of Connecticut Regional Campuses’ Bachelor of Science in Business & Technology program.

Continuing Education, Economic & Community Development

860.906.5130

Investment Securities Exam preparation courses
  FINRA Series 6, 7 & 63
Project Management courses
CPCU courses

Professional Development Center

Course offerings include:
  Supervisory Management
  Business Writing
  Language
  Cultural Awareness
  Office Professional (basic through advanced)
  Power Negotiations
  Foundations of Risk Management
  Principles of Auditing
  Effective Selling
School of Arts & Science

Bachelor of Arts
- Economics
- Mathematics
  - Actuarial Science
  - Statistics

Master of Arts
- Mathematics
  - Actuarial Science
  - Statistics

School of Business

Bachelor of Science
- Accounting
- Management
- Entrepreneurship
- Finance*
- Management Information Systems
- Marketing
- International Business

Master of Science
- Business Education
- Data Mining (online)

Continuing Education

http://www.ccsu.edu/coned

Variety of credit and non-credit classroom and online courses; part-time programs and summer or winter sessions available. Customizable studies with options in:

- Technology
- Six Sigma/Statistics Training
- International Business
- Leadership Development
- Critical Thinking/Decision Making

Resources

The Connecticut Small Business Development Center (SBDC)

http://www.ccsu.edu/sbdc

Helps prospective and new businesses owners.

Financial Technology Center

http://www.ccsu.edu/business/misc/fintechroom.htm

The Robert Vance Academic Center contains a high-tech financial trading room complete with stock tickers and plasma displays showing live, up-to-date financial information from the stock market and other sources. The room also has two Bloomberg data terminals delivering in-depth analysis and information about markets and companies around the world.

*Graduates of the A.S. in IFS degree program from Capital Community College or Norwalk Community College are provided with guaranteed acceptance — based upon GPA requirements — into this program.
General Programs

Associate in Arts
  Economics

Associate in Science
  Health Care Administration
  Business Administration
  Information System Studies
  Organizational Management
  Organizational Leadership

Bachelor of Arts
  Economics

Bachelor of Science
  Health Care Administration
  Business Administration
  Information System Studies
  Organizational Management
  Organizational Leadership

Certificate Program
  Project Management
  Health Insurance Customer Service
  Health Care Administration & Health Studies

Corporate Partnership Program

jjakubowski@charteroak.edu or 860.832.3902

Charter Oak’s low-cost solution for IFS industry employees to obtain Bachelor degree learning. IFS companies that enroll in the Corporate Partnership Program gain access to a complete catalogue of online courses and are eligible for on-site academic advising at their workplaces.

Charter Oak will also honor minimum grade policies and will work with Human Resources departments to develop specialized workforce curriculum.

Because Charter Oak is a public college, it is also able to offer the program’s IFS corporate sponsors one flat, all-inclusive per-credit tuition rate. An added benefit is the extension of this rate to all corporate sponsors’ employees nationwide, whether or not they reside in Connecticut.

Charter Oak is proud to count IFS Cluster members Aetna and Webster Bank – as well as Liberty Bank – among its current corporate partners.

If your company is interested in learning more about this benefit, have your tuition reimbursement office contact Jason Jakubowski, Director of Corporate Development.
General Programs

Bachelor of Arts
- Economics
- Mathematics
  Minor in Applied Statistics

Continuing Education

Return to College (RTC) Program
860.439.2200

Adult learning program that blends flexible academic timelines with participants’ life obligations.

Resources

Pre-Business, Pre-M.B.A. Advising Program

http://www.conncoll.edu/academics/aca_law_medicine_business.htm

Provides services to students who plan to pursue a Master of Business Administration after earning an undergraduate degree. Services include workshops, lectures by prominent alumni or business leaders, industry internship programs and individual advising.

Eastern CT State University

School of Arts & Sciences

Bachelor of Arts
- Economics
  Business Economics
  General Economics
  Mathematical Economics

Bachelor of Science
- Accounting
  Business Administration
  Business Information Systems

Certificate Program
- Business Information Systems
Master of Science
  Accounting
  Organizational Management

School of Continuing Education
Evening, weekend, accelerated and online programs for adults and working professionals looking to earn a Bachelor's degree. Non-credit and credit courses available.

cwebmail@easternct.edu or 860.465.5125

Associate in Science
  Accounting
  Economics
  Business Administration
  Business Information Systems

Fast Track Bachelor of General Studies Degree Completion Program
Undergraduate degree program for active and working adults, ages 25 and older, who have already earned 60 credits of coursework.

Bachelor of General Studies
  Management
  Business Information Systems Management

Fairfield University
Jesuit 4-year institution  
Founded in 1942  
34 undergrad majors, 35 grad programs  
6 major schools  
+45,000 degrees awarded since 1951

Fairfield University
1073 North Benson Road  
Fairfield, CT 06824  
www.fairfield.edu  
admis@mail.fairfield.edu  
203.254.4000

College of Arts and Sciences
Bachelor of Arts
  Economics

Bachelor of Science
  Economics

Master of Science
  Mathematics

The Charles F. Dolan School of Business
Bachelor of Science
  Accounting
  Finance
  Information Systems

Continued...
University College

ucadvise@mail.fairfield.edu or 203.254.4110

Continuing studies program that encompasses part-time undergraduate degrees and certificate programs as well as corporate education and professional development options. Offering of evening, weekend, summer and online courses and programs.

Bachelor of Science

Accounting
Marketing
Professional Studies
Organizational Leadership

Non-Credit Certificate Programs

Financial Planning

Credit Certificate Programs

Accounting
Business Processes
Marketing
M.B.A. Program Prep

Corporate Education

Customized programs and professional development services available to companies and businesses

Resources

Center for Microfinance Advice and Consulting (CMAC) at Dolan School of Business

http://www.fairfield.edu/dsb/dsb_cmac.html

Provides advice and support to groups that are involved in microfinancing of domestic and international projects. Also advocates for 'self-sustaining' businesses and practices.
General Programs

Associate in Science
- Business Administration
- Accounting
- Management
- Business Office Technology
  - Administrative Assistant Studies
  - Word Processing

Certificate Programs
- Business Administration
- Accountant's Assistant
- Bookkeeping
- Management
- Business Office Technology
  - Administrative Assistant Studies
  - Customer Service Technology
  - Information Processing Technician Studies
  - Word Processing

Corporate and Continuing Education
Credit and non-credit day, evening and weekend courses.

The Workforce Development Institute and Business & Industry Office Programs

Training for businesses and state and municipal agencies in the Gateway Community College Service area.
Customizable credit and non-credit options with seminars, flexible timetables and hands-on and lecture-based instruction.

Certificate Programs
- Bookkeeping
- Business Professional
- Medical Billing Associate
Goodwin College

General Programs
Day, evening, weekend and online classes offered.

Associate in Science
- Business Administration
- Entrepreneurship
- Human Resources Management
- International Business
- Professional Sales and Service
- Office Management
- Medical Office Management

Certificate Programs
- Medical Billing and Coding
- Entrepreneurship
- Office Administration

Public 2-year institution
Founded in 1999
Became non-profit entity in 2004
1,589 total enrollment
$38 million campus center along CT River

Goodwin College
One Riverside Drive
East Hartford, CT 06118
www.goodwincollege.org
860.528.4111 or 800.889.3282

Housatonic Community College

General Programs

Associate in Science
- Accounting
  - Accounting for Small Business Management
- Banking
- Business Administration
- Customer Service/Marketing
- Finance
- Global Business
- Health Care Management
- Human Resources Management
- Management
- Small Business Management/Entrepreneurship
- Business Office Technology
  - Executive Assistant
  - Word Information Processing Specialist
- Computer Information Systems

Public 2-year institution
Founded in 1967
66 Associate degree & Certificate programs
174,000 sq. ft. facility newly opened 2008
5,000 works of art in museum collection

Housatonic Community College
900 Lafayette Boulevard
Bridgeport, CT 06604
www.hcc.commnet.edu
203.332.5200

Continued...
Certificate Programs

Accounting
Administrative Support Assistant
Word/Information Processor
Business
  Customer Service/Marketing
  Retail Banking
  Small Business Management/Entrepreneurship
Computer Information Systems
  Network Administration

Continuing Education

http://www.hcc.commnet.edu/ContEd

Credit and non-credit courses offered during the day, evening and weekends. Accounting and business courses available.

Resources

Business & Industry Services Network (BISN)
Business-related workshops, programs and services for companies.

Manchester Community College

Center for Business & Technology

Associate in Science
  Accounting
  Accounting & Business Administration
  Business Office Technology
    Office Administrative Assistant
  Business Administration
  Management Information Systems
  Marketing

Certificate Programs
  Accounting
  Business Office Technology
    Medical Insurance Specialist
    Office Skills Update
    Office Support Specialist
    Receptionist
    Word Processing

Public 2-year institution
Founded in 1963
Largest of CT’s community colleges
Over 90 degrees and certifications
More than 15,000 students annually

Manchester Community College
161 Hillstown Road
P. O. Box 1046
Manchester, CT 06045
www.mcc.commnet.edu
Main: 860.512.3000
Entrepreneurship
Marketing
Personal Financial Planning
Taxation

Continuing Education

CEinfo@mcc.commnet.edu or 860.512.2800

Credit extension and credit-free courses offered during summer and winter intersessions, weekends and online.

Resources
Business & Industry Services

http://www.mcc.commnet.edu/students/prospective/business

Customized workshops and training for businesses and organizations.

Middlesex Community College

Public 2-year institution
Founded in 1966
2,200 total enrollment
Associate’s degrees in over 20 areas
38-acre campus overlooking CT River

Middlesex Community College
100 Training Hill Road
Middletown, CT 06457
www.mxcc.commnet.edu
Main: 860.343.5800

General Programs
Associate in Science
Accounting
Business Administration
Business Office Technology
Executive
Medical
Marketing
Management Information Systems

Certificate Programs
Accounting Assistant
Accounting Technician
Business Office Technology
Business Office Assistant
Medical Insurance/Billing Assistant
Customer Service Management
Entrepreneurship
Entrepreneurship
Word/Information Processing
Continuing Education

860.343.5865

Offering of summer, winter intersession and weekend courses, along with business conferences and online classes available through the Continuing Education & Community Services Division.

Resources

Center for Business & Industry Services (CBIS)

http://mxcc.commnet.edu/work/cbis.shtml

Customized training and other workforce development services available to businesses and organizations. Programs executed on-site at client location or at college’s campuses in Middletown and Meriden.

Mitchell College

General Programs

Associate in Science
  Management

Bachelor of Science
  Accounting Management
  Economic Development
  Marketing
  Small Business Studies
  Organizational Management
  Management Production & Performance

Community & Professional Programs

Non-credit and credit day, evening, weekend and summer classes available.
Naugatuck Valley Community College
750 Chase Parkway
Waterbury, CT 06708
www.nvcc.commnet.edu
nvcc@nvcc.commnet.edu
Main: 203.575.8040

General Programs

Associate in Science
  Accounting
  Banking
  Business Administration
    Business Computer Applications
    Accounting
    Finance
    Management
    Marketing
  Business Finance
  Business Management
  Business Office Technology
    Executive
    Medical
  Computer Information Systems Technology
    Business Programming
    Marketing

Certificate Programs
  Accounting
  Business Office Technology
  Clerical Studies
  Health Claims Processing
  Medical Insurance Specialist
  Secretarial Studies
  Word Processing
  Business Programming
  Finance
  Management
  Business
  Sales Support & Service

Continuing Education
continuing@nvcc.commnet.edu or 203.596.2143

For-credit distance learning courses toward degrees; offering of certificates for skill-building. Non-credit classroom and online courses, workshops and training for working adults.

Resources
The Center for Business & Industry Training
http://www.nvcc.commnet.edu/busind/

Customized workshops and training available to businesses and organizations. Options in entrepreneurship and human resources.
General Programs

Associate in Science
- Allied Health Administration
- Business & Management Administration
  - Accounting
  - Banking
  - Marketing & Sales
  - Office Operations Management
- Computer Information Systems

Certificate Programs
- Computer Business Applications

Continuing Education
Non-credit classroom and online programs and courses for working professionals and adults; blended and distance learning courses for credit.

Resources

http://www.nwcc.commnet.edu/ce/business.htm

Business and workforce development programs, courses, workshops and customized training available to local businesses and organizations.

Norwalk Community College

Business School

Associate in Science
- Accounting
- Business Administration
- Business Office Technology
  - Administrative Professional
- Health Office Information Specialist
- Computer Information Systems
- Finance & Banking
- Insurance & Financial Services*
- Management
- Marketing
- Medical Office Management

Public 2-year institution
- Founded in 1965
- 5,000 total enrollment
- Nearly 1,000 credit & non-credit courses
- Degrees & Certificates in 11 areas

Norwalk Community College
- 188 Richards Avenue
- Norwalk, CT 06854
- www.ncc.commnet.edu
- admissions@ncc commenc.edu
- Main: 203.857.7000

Continued...
Certificate Programs

Accounting
Certified Public Accountant (CPA) Exam Prep
Business Technologies
  Business Office Technology
  Office Administration
  Health Office Information Specialist
  Business Software

Extended Studies & Workforce Education

Non-credit day, evening, summer and online classes available.

Workforce Education Institute – Business & Industry Services Network (BISN)

Customized training programs and business services for companies and organizations.

IFS Center for Educational Excellence

Education and training center developed in partnership with the Connecticut IFS Cluster and State of Connecticut Department of Economic & Community Development. Programs designed and endorsed by the state’s insurance and financial services businesses to prepare individuals for entry into or advancement within the IFS industry.

See www.ReinventCT.commnet.edu for further details.

*Insurance and Financial Services degree program

Graduates of the A.S. degree in Insurance and Financial Services (IFS) are provided with guaranteed acceptance – based upon GPA requirements – into either Central Connecticut State University’s Bachelor of Science in Finance program or University of Connecticut Regional Campuses’ Bachelor of Science in Business & Technology program.

Post University

Founded in 1890
Associate’s, Bachelor’s & Master’s programs
90 minutes from New York City
Co-Op program for work experience
58-acre hilltop campus

Post University
800 Country Club Road
Waterbury, CT 06723
www.post.edu
admissions@post.edu
Main: 800.345.2562

General Programs

Bachelor of Science

Accounting
Computer Information Systems
Finance
  Corporate
  Personal
Business Administration
  International Business
  Management
  Marketing

Continued...
Online Degree Programs

http://www.post.edu/online

Six 8-week modules of study per year.

Associate in Science
Accounting

Bachelor of Science
Accounting
Business Administration
Finance
Management
Marketing
Computer Information Systems
Database
Software Development Management

Certificates
Certified Public Accountant (CPA) Exam Prep
Finance
Human Resources Management

Master of Business Administration

Quinebaug Valley Community College

General Programs

Associate in Science
Accounting
Business Office Technology
  Administrative Assistant
Health Information Management Technician
  Coding Specialist
Management

Certificate Programs
Advanced Accounting
Applied Accounting
Advanced Management
Applied Management
Business Office Technology
  Office Skills
  Secretarial Skills
  Word Processing
Health Information Management
  Technician: Certified Coding Specialist

Public 2-year institution
Founded in 1971
5,570 total enrollment
+15 Associate’s & 20 Certificate programs
68-acre campus

Quinebaug Valley Community College
742 Upper Maple Street
Danielson, CT 06239
www.qvctc.commnet.edu
Main: 860.412.7200

Continued...
Center for Community & Professional Learning (CPL)

www.qvctc.commnet.edu/cpl/index.html or 860.412.7300

Continuing education and job-focused training for working professionals and adults; classroom and online courses and certificate programs offered. An Online Academy offers study opportunities for career-seekers, those looking for enrichment and those interested in professional development. Offerings in express computer training as well as supervisory development.

Quinnipiac University

Private 4-year, co-ed institution
7,400 total enrollment
51 undergrad & 20 grad programs
90 minutes from New York City
212-acre campus

Quinnipiac University
275 Mount Carmel Avenue
Hamden, CT 06518
www.quinnipiac.edu
admissions@quinnipiac.edu
Main: 203.582.8200

Finance
Information Systems Management
Accounting
International Business
Management
Marketing
Advertising

Master of Science
Accounting
Auditing & Assurance Services
Taxation
Computer Information Systems

Master of Business Administration
Accounting
Computer Information Systems
Finance
Health Administration
International Business
Management
Marketing

College of Liberal Arts
Bachelor of Arts
Mathematics
  Statistics
  Actuarial Science

School of Business
Bachelor of Science
Accounting
Economics
Entrepreneurship & Small Business Management

Continued...
**Master of Business Administration & Health Care Management**

**Master of Business Administration & Juris Doctorate**

**Master of Business Administration: Chartered Financial Analyst® Track**
An advanced degree program that combines Quinnipiac’s M.B.A. curriculum with the advanced preparatory coursework for Level I of the Chartered Financial Analyst® (CFA) Examination.

**Graduate Certificates**
- Health Care Compliance

**Combined Degree Tracks**
Program allows students to begin taking Master’s level courses during their senior year. Requires successful entry into program via application as well as achievement of GPA requirements. Available in the following:

- 5-Year Bachelor of Arts & Master of Business Administration
- 5-Year Bachelor of Science and Master of Business Administration
- Bachelor of Science & Master of Science in Computer Information Systems

**College of Professional Studies**
cps@quinnipiac.edu or 877.403.4277

Graduate degree programs designed for the adult learner; combine classroom, online and blended courses in an accelerated 7-week format.

**Master of Science**
- Organizational Leadership
- Insurance (Chartered Property Casualty Underwriter designees)
- Human Resources

**Resources**
- Alternative Investments Institute
- Bobcat Fund
- Family Business Center
- Financial Management Association (Quinnipiac Chapter)
- Quinnipiac University Polling Institute
- Students in Free Enterprise (SIFE)
- Terry W. Goodwin Financial Technology Center
Executive Degree Programs
Cohort-style learning format where an assigned group advances through coursework as a unit; work toward
Master of Science in Management.

Management Cohort Degree Programs
- Accelerated M.B.A.
- 1-year M.S. Management
- Accelerated M.B.A. Cohort (Groton)
- Accelerated M.S. Management Cohort (Shelton)

Advanced Studies
- M.S. Computer Science
- M.S. Information Technology
- M.S. Management
- M.B.A.

Dual Degree programs
May combine Management and Technology focuses.

International Scholars Programs
Program involving travel to multiple international sites; courses offered toward degrees in Global Management and Information Technology.

Rensselaer Centers for Professional Development (RCPD)
rcpd@ewp.rpi.edu or 860.548.2470
Brief courses for executive and professional development available to alumni, the general community and corporate entities. Courses address the interplay of technical, management and leadership skills while offering opportunities to learn about creative leadership, innovation, corporate entrepreneurship and other topics.
John F. Welch College of Business

Bachelor of Arts

Accounting
Business Administration
Business Economics
Finance
International Business
Management
Management Information Systems
Marketing

Master of Business Administration

gradstudies@sacredheart.edu

Accounting
Finance
General Management

Graduate Certificate Programs

Accounting
Corporate Finance
Global Investments
International Business
Leadership
Marketing

5-year B.S./M.B.A. opportunity

6-year B.A./M.B.A. opportunity

Resources

Volunteer Income Tax Assistance (VITA)
A College of Business program associated with the Internal Revenue Service (IRS); allows students to assist low to mid-level taxpayers in preparing their income tax returns.

New England Journal of Entrepreneurship (NEJE)
The College of Business’ entrepreneurship and small business publication; released twice annually.

The Center for Strategic Planning for Not-For-Profit Organizations
The M.B.A. student-based center that provides business support and guidance to qualified organizations at no cost. Through the application of skills developed during studies, teams of M.B.A. students, under guidance of advisors, address business issues central to clients’ long-term viability and effectiveness.

University College

203.371.7830

Part-time student and adult education programs at the University's Fairfield and Stamford branches. Day, evening, online, weekend, accelerated, winter and summer courses offered. Also four Associate degree programs in two general categories: Associate in Arts in General Studies and career-based Associate in Science. All Bachelor of General Studies and all Associate degrees are offered through University College.

Continued...
AHEAD program (Adults in Higher Education working for Accelerated Degrees)
Sacred Heart’s accelerated undergraduate degree program which functions on a 7.5-week term format for earning Associate in Arts, Associate in Science or Bachelor’s degrees.

**Associate in Arts**
- Accounting
- Business Administration
- Economics

**Online Master’s Certificate Program**
- Project Management

**Credit Certificate Programs**
- Financial Planning (CFP)
- Stalla Prep (CFA)
- Registered Paraplanner (RP)
- Cheetah Project Management (online only)
- FINRA Securities Prep – Series 7

**The Center for Financial Education**
Finance and Management classes offered at the Stamford campus; include preparatory coursework for the following examinations:
- FINRA Series 6, 7 and 63
- Certified Financial Planning (CFP) – certificate in Financial Planning awarded upon completion

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**Saint Joseph College**

**College for women founded in 1932**
**Only 4-year women’s college in CT**
**Co-ed Prime Time & Grad programs**
**Degree programs in +30 areas of study**
**Certificates, Bachelor’s & Master’s studies**

Saint Joseph College
1678 Asylum Avenue
West Hartford, CT 06117
www.sjc.edu
info@sjc.edu
Main: 860.232.4571

**General Programs**
**Bachelor of Arts**
- Economics

**Bachelor of Science**
- Accounting
- Management
  - Entrepreneurship
  - Human Resources Management
- Mathematics (Economic)

**Prime Time Program**
860.231.5216
Co-educational Bachelor’s degree programs for adults.
Accelerated and regular evening, weekend and online courses.

Continued...
School of Business

Bachelor of Arts
Economics

Bachelor of Science in Business Administration
Accounting
Business Economics
Finance
International Business
Management
Management Information Systems
Marketing

Master of Business Administration

gradinfo@southernct.edu or 203.392.5240

Southern CT State University

Public 4-year institution
Founded in 1893 as a teachers college
11,500 total enrollment
116 undergrad & grad programs
168-acre campus

Southern CT State University
501 Crescent Street
New Haven, CT 06515
www.southernct.edu
Main: 203.392.5200
St. Vincent’s College
Catholic institution
Founded in 1905
Affiliate of St. Vincent’s Medical Center
427 total enrollment

St. Vincent’s College
2800 Main Street
Bridgeport, CT 06032
www.stvincentscollege.edu
Main: 800.873.1013

Continuing Education
continuinged@stvincentscollege.edu or 203.576.5651
Day, evening and weekend education programs and courses designed for working adults.

Certificate Program
Health Care Reimbursement Specialist
Health Care Management (online)

On-Site Professional Development Courses
Professional development training services including leadership, computer, management and supervision courses.

Three Rivers Community College
Public 2-year institution
Founded in 1992
6,400 total enrollment
38 Associate & 29 Certificate programs
2003 renovation to consolidate campus

Three Rivers Community College
574 New London Turnpike
Norwich, CT 06360
www.trcc.commnet.edu
Info3Rivers@trcc.commnet.edu
Main: 860.886.0177

General Programs
Associate in Science
Accounting
Finance & Banking
Business Information Systems
Business Administration
Management
Business Office Technology
Office Management
Entrepreneurial Studies
Marketing

Certificate Programs
Accounting
Business Administration
Business Information Systems
Business Office Technology
Word Processing Option
Entrepreneurial Studies
Marketing

Continued...
Continuing Education & Community Services

http://www.trcc.commnet.edu/Cont_Ed/index.html

Non-credit courses and custom training for individuals, businesses and organizations. On-site computer and small business training; classroom and online credit courses.

Business & Industry Services Network (BISN)
Business-related workshops and services for companies.

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Trinity College

General Programs

Bachelor of Arts
  Computer Science
    (Coordinated with Economics)
  Economics

Bachelor of Science
  Economics

Master of Arts
  Economics

Individualized Degree Program (IDP) for Adults

http://www.trincoll.edu/Academics/IDP

Part and full-time undergraduate learning program.
Participants receive up to 35% reduction in tuition.

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Independent 4-year institution
Founded in 1823
2,240 total enrollment
38 majors & nearly 900 course offerings
100-acre campus

Trinity College
300 Summit Street
Hartford, CT 06106
www.trincoll.edu
admissions.office@trincoll.edu
Main: 860.297.2000
Tunxis Community College

Public 2-year institution
Founded in 1969
7,000 total enrollment
Associate’s & Certificate programs

Tunxis Community College
271 Scott Swamp Road
Farmington, CT 06032
www.tunxis.commnet.edu
tx-admissions@txcc.commnet.edu
Main: 860.255.3555

General Programs
Associate in Science
  Business Administration
  Accounting
  Finance
  Marketing Management
  Business Office Technology

Certificate Programs
  Accounting
  Business Administration
  Health Claims Processing
  Marketing Management
  Network Administration

Workforce Development & Continuing Education

http://tunxis.commnet.edu/programs/workforce-development/ or 860.255.3666

Programming designed to meet the needs of working professionals and adults. Non-credit classroom and online courses; customized training and professional development options.

University of Bridgeport

Private non-sectarian, co-ed institution
Founded in 1927
4,700 total enrollment
25% of student population international
50-acre campus at Long Island Sound

University of Bridgeport
126 Park Avenue
Bridgeport, CT 06604
www.bridgeport.edu
Main: 203.576.4552 or 800.392.3582

School of Arts and Sciences
Bachelor of Arts
  Mathematics
  Pre-Actuarial Mathematics

Bachelor of Science
  Mathematics
  Financial Mathematics

School of Business
Associate in Arts
  Business Administration

Continued...
Bachelor of Science in Business

Accounting
Business Administration
Computer Applications & Information Systems
Finance
International Business
Management & Industrial Relations
Marketing

M.B.A.-3 Program
Qualification for international students interested in Master of Business Administration studies. These students have already earned a 3-year Bachelor’s degree, or a 2-year Bachelor’s and a 1-year Master’s. Full and part-time Pre-M.B.A. program held on the main campus. Upon completion of M.B.A.-3, students are tracked into the full-fledged M.B.A. program.

Master of Business Administration
Full and part-time M.B.A. Programs. Day and evening courses, with on-campus offerings at Bridgeport campus.

Weekend M.B.A.
Stamford campus program for experienced working professionals.

Graduate Certificate Programs

Accounting
Computer Applications & Information Systems
Entrepreneurship
Finance
Global Management
Global Marketing
Global Program & Project Management
Health Care Management & Administration
Human Resources
Information Technology Administration
Intellectual Property Management
Management & Operations

School of Continuing & Professional Studies

scpsinfo@bridgeport.edu or 203.576.4168

Bachelor of Science

Business Administration
General Studies: Business Studies
Human Resources Management
College of Liberal Arts & Sciences

Bachelor of Arts
- Economics
- Applied Mathematical Sciences
- Mathematics
  - Actuarial Science
  - Statistics
- Statistics

Bachelor of Science/Master of Science
- Applied Mathematical Sciences
- Mathematics
  - Actuarial Science
  - Statistics
- Statistics

Master of Arts
- Economics

Doctorate
- Economics
- Mathematics
  - Actuarial Science
- Statistics

Non-Degree Graduate Certificate
- Non-Profit Management
- Public Financial management

School of Business

Bachelor of Science
- Accounting
- Business & Technology*
- Finance
- Health Care Management
- Management
  - Entrepreneurship
  - International Business
- Marketing
  - Professional Selling
- Management Information Systems
- Risk Management and Insurance

Certificate Program
- Professional Selling

Master of Business Administration
- Accounting
- Finance
- Health Care Management & Insurance Studies
- Information Technology
- International Business
- Management
- Management of Technology
- Marketing
- Marketing Intelligence
- Operations & Information Management
- Venture Consulting

*Graduates of the A.S. in IFS degree program from Capital Community College or Norwalk Community College are provided with guaranteed acceptance – based upon GPA requirements – into this program.
Master of Science
Accounting (Online program)
Actuarial Science
Economics

Master of Professional Studies
Human Resources Management

Doctorate
Accounting
  Auditing
  Managerial Accounting/Info. Systems
  Financial/Tax Research
Actuarial Science
Finance
Management
  Organizational Behavior
  Strategic Management
Marketing
  Customer Relationship Management
  Consumer Behavior
Operations & Information Management
  Operations Management
  Management Information Systems

Advanced Business Certificate (ABC) Programs
Advanced study certificates for working professionals who already hold an advanced degree.

  Finance
    Corporate
    Investment
  Health Care Management & Insurance Studies
  Human Resources Management
  International Business
  Management
  Marketing Intelligence
    International
    Domestic

Executive Education
Classes and customized business programs for companies and organizations.

School of Law - Insurance Law Center
llm@law.uconn.edu or 860.570.5177

Master of Law (LL.M.)
Full-time and part-time programs; distance learning option with day and evening course offerings.

Insurance Law
UConn’s LL.M. degree provides students who already hold a Juris Doctorate with a specialized knowledge of legal issues pertaining to risk, responsibility and insurance.
Now a distance learning option with video participation.

Center for Continuing Studies
http://www.continuingstudies.uconn.edu or 860.486.5941

Credit and non-credit educational programs including non-degree options. Day, evening, summer session, May term, winter intersession, weekend and online courses offered.

Master of Professional Studies
Online graduate degree program that is designed for mid-level working professionals and adults; online and resident options for fall, spring or summer.

Human Resources Management

Professional Studies
Non-credit and credit programs as well as certificates and professional certification prep courses. New offering of online courses for the Project Management Professional (PMP).
Certificate Programs
   General Insurance (INS)
   Health Care Information Technology (Online)

Professional Designation Programs
   Associate in Claims (AIC)
   Associate in Insurance Services (AIS)
   Associate in Information Technology (AIT)
   Associate in Reinsurance (ARe)
   Associate in Risk Management (ARM)

Chartered Property Casualty Underwriter (CPCU) Program
   Tracks in Commercial and Personal lines.

Preparatory Programs for Professional Examinations
   Pre-Licensing Course for All-Lines Casualty Claims Adjusters (ALC).

Additional Programs
   Sales Leadership and Health Care & Insurance Studies.
Entrepreneurial Studies
Insurance & Finance
Management
Marketing
  International Marketing
  Retailing
  Marketing Communications
  Service Marketing

**Master of Business Administration**
Accounting
Finance
Insurance
Management
Marketing

**Accelerated Master of Business Administration**
Degree program with potential to finish in 20 months; designed for professionals with at least 5 year's industry experience.
Accounting
Finance
Insurance
Leadership
  Analytical
  Management
  Global
  Innovative
Marketing

**Master of Science in Accounting and Taxation**
Specializations in Financial & Assurance Services and Taxation. Courses help qualify students to sit for the Certified Public Accountant (CPA) and the Certified Management Accountant (CMA) Examinations.

**Post Graduate Certificate Programs**
Advanced study certificates for students already holding advanced degrees.
Accounting

**Executive Education**
Barney School of Business Leadership Development Center – Leadership Certificate Program. Program is designed for working executives and managers seeking enhanced leadership skills.

**Adult & Part-Time Studies**
Part and full-time programs and courses for adults and working professionals; classroom and online day, evening, ‘Saturday Term’ and summer classes offered.
Accounting
Economics & Finance
Management

**Bachelor of University Studies**
University of Hartford's part-time undergraduate degree program for adult students with previous college experience.

**Resources**
http://barney.hartford.edu/pages/community.html

**RC Knox Center for Insurance & Risk Management Studies**
Established in the 1980's, the Center is meant to expand understanding of the insurance and risk management realms. Activities and symposia directed at students, industry and the general public.

**The Institute for Entrepreneurship & Economic Development**
The Upper Albany Micro Business Incubator Program
University of New Haven

Independent co-ed institution
Founded in 1920
+80 undergrad, 25 grad degree programs
5,500 total enrollment
84-acre campus overlooking Sound

University of New Haven
300 Boston Post Road
West Haven, CT 06516
www.newhaven.edu
admininfo@newhaven.edu
203.932.7000 or 800.342.5864

Part-time Studies
Accounting (B.S.)
Business (Management) (A.S./B.S.)
Management (B.S.)
Marketing (B.S.)
Mathematics (B.A./B.S.)

Master of Business Administration
Accounting
Certified Public Accountant
Business Policy and Strategic Leadership
Finance
Chartered Financial Analyst
Global Marketing
Human Resources Management

Executive Master of Business Administration
Program for working professionals and executives. Five-week, intensive study cycles per course. Special programs include study in Washington or abroad.

Master of Business Administration for Emerging Leaders
M.B.A. program for adults – accelerated 5-week cycles with once-weekly meetings. Courses offered at the following off-campus sites: New London, Stratford and Waterbury.

Master of Science
Taxation

Master of Business Administration/
Master of Public Administration
Combined grooming in public and private perspectives for application in business, industrial, governmental and non-profit environments.

School of Arts and Sciences
Bachelor of Arts
Mathematics

Bachelor of Science
Mathematics
Applied Mathematics
Computer Science
Statistics

School of Business
Associate in Science
Business Administration
Management

Bachelor of Science
Accounting
Business Administration
Business Economics
Finance
International Business
Management
Marketing & Electronic Commerce

Continued...
Graduate Certificate Programs
- Accounting
- Business Management
- Finance
- Human Resources Management
- International Business
- Marketing
- Taxation

University College
Study programs geared towards adults and the corporate community. Undergraduate and graduate programs; credit and non-credit certificates; corporate training.

Resources
Alvine Professional Enrichment Program
Bergami Learning Center for Finance & Technology

Wesleyan University

General Programs
Bachelor of Arts
- Economics
- Mathematics
- Economics

Doctorate
- Mathematics
- Data Mining

Resources
Pre-Professional Opportunities and Support:
Preparing for Business School

http://www.wesleyan.edu/admission/parents/careers.html

Wesleyan’s Career Resource Center hosts business-related workshops and discussion panels and provides services to students who intend to pursue a Master’s degree in Business Administration.
School of Arts & Sciences

Bachelor of Arts
Economics
Professional Writing
Business

Ansell School of Business

If a student holds an Associate’s degree, he or she can take junior and senior level courses to finish a Bachelor of Business Administration (B.B.A.).

Full-time Bachelor of Business Administration
Accounting
Financial Accounting
Managerial Accounting
Finance
Financial Investments & Markets
Financial Management
Management
Small Business & Entrepreneurial Management
Supervisory Management
Human Resources Management
Management Information Systems
Information Security Management
Marketing
Interactive Marketing

Part-time Bachelor of Business Administration
Evening, weekend and summer courses.
Accounting
Finance
Management
Industrial Management
Personnel Management
Supervisory Management

Master of Business Administration
graduateadmissions@wcsu.edu

Master of Health Administration

University Center for Adult Education
Credit and non-credit continuing education courses offered. Educational programming, workshops and seminars designed to help professionals update and/or learn new job skills.

Resources
Center for Business Research
A student-based and faculty-advised not-for-profit organization which aims to cultivate business experience in participating students. Enables participants to interact with local organizations and businesses.
Yale University

Yale College

Bachelor of Arts

- Applied Mathematics
- Statistics
- Economics
- Economics & Mathematics

Bachelor of Science

- Applied Mathematics
- Statistics

Non-traditional: Eli Whitney Student Program

Designed for non-resident students who are unable to attend college full-time. Enables participants to earn B.S. or B.A. degrees within 7 years.

Graduate School of Arts and Sciences

Master of Arts

- International & Developmental Economics
- Statistics

Master of Science

- Applied Mathematics

Master of Philosophy

- Applied Mathematics
- Economics
- Management

Doctorate

- Applied Mathematics
- Economics
- Management
- Statistics

School of Management

Master of Business Administration

mba.admissions@yale.edu

Master of Business Administration for Executives

Leadership in Healthcare

Doctorate

- Accounting
- Financial Economics
- Marketing

Customized Executive Programs

Customized, short-term business education programs and workshops for companies and organizations.

Research Centers

http://yale.edu/academics/research_centers.html

Cowl Foundation for Research in Economics

Economic Growth Center

International Center for Finance
<table>
<thead>
<tr>
<th>Industry Associations &amp; Resources</th>
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<tbody>
<tr>
<td>Accreditation Council for Accountancy &amp; Taxation</td>
<td><a href="http://www.acatcredentials.org">www.acatcredentials.org</a></td>
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<td>A.M. Best Company, Inc.</td>
<td><a href="http://www.ambest.com">www.ambest.com</a></td>
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<td>America's Health Insurance Plans</td>
<td><a href="http://www.ahip.org">www.ahip.org</a></td>
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<td><a href="http://www.aba.com">www.aba.com</a></td>
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<td>American Council of Life Insurers</td>
<td><a href="http://www.acli.com">www.acli.com</a></td>
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<td>American Marketing Association</td>
<td><a href="http://www.marketingpower.com">www.marketingpower.com</a></td>
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<td>American Risk &amp; Insurance Association</td>
<td><a href="http://www.aria.org">www.aria.org</a></td>
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<td>American Society of Pension Professionals &amp; Actuaries</td>
<td><a href="http://www.asppa.org">www.asppa.org</a></td>
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<td>Association of Certified Fraud Examiners</td>
<td><a href="http://www.acfe.com">www.acfe.com</a></td>
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<td>Association for Financial Professionals</td>
<td><a href="http://www.afponline.org">www.afponline.org</a></td>
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<td>Association of Government Accountants</td>
<td><a href="http://www.agacgfm.org">www.agacgfm.org</a></td>
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<td>Bank Insurance &amp; Securities Association</td>
<td><a href="http://www.bisanet.org">www.bisanet.org</a></td>
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<td>Casualty Actuarial Society</td>
<td><a href="http://www.casact.org">www.casact.org</a></td>
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<td>Certified Financial Planner Board of Standards, Inc.</td>
<td><a href="http://www.cfp.net">www.cfp.net</a></td>
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<td>Chartered Financial Analyst Institute</td>
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<td>Federal Deposit Insurance Corporation</td>
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<td><a href="http://www.finra.org">www.finra.org</a></td>
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<tr>
<td>Financial Management Association International</td>
<td><a href="http://www.fma.org">www.fma.org</a></td>
</tr>
<tr>
<td>Financial Services Roundtable</td>
<td><a href="http://www.fsround.org">www.fsround.org</a></td>
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<tr>
<td>Fitch Ratings</td>
<td><a href="http://www.fitchratings.com">www.fitchratings.com</a></td>
</tr>
<tr>
<td>Global Association of Risk Professionals</td>
<td><a href="http://www.garp.com">www.garp.com</a></td>
</tr>
<tr>
<td>Healthcare Financial Management Association</td>
<td><a href="http://www.hfma.org">www.hfma.org</a></td>
</tr>
<tr>
<td>Independent Insurance Agents &amp; Brokers of America, Inc.</td>
<td><a href="http://www.independentagent.com">www.independentagent.com</a></td>
</tr>
<tr>
<td>Information Systems Audit &amp; Control Association</td>
<td><a href="http://www.isaca.org">www.isaca.org</a></td>
</tr>
<tr>
<td>Institute of Internal Auditors</td>
<td><a href="http://www.theiia.org">www.theiia.org</a></td>
</tr>
<tr>
<td>Institute of Management Accountants</td>
<td><a href="http://www.imanet.org">www.imanet.org</a></td>
</tr>
</tbody>
</table>
An association of higher learning institutions that aims to provide high-quality, accessible distance learning options to students and the community. A membership-based consortium founded in 1996, its structure is now comprised of over 30 public and private educational institutions in Connecticut. Those interested in classes or in earning a degree or certificate may access course offerings at participating colleges and universities via a single point of reference, the CTDLC website, at www.ctdlc.org.

The following institutions within this Directory are Consortium members:

| Albertus Magnus College | Manchester Community College |
| Asnuntuck Community College | Middlesex Community College |
| Capital Community College | Mitchell College |
| Central Connecticut State University | Naugatuck Valley Community College |
| Charter Oak State College | Northwestern CT Community College |
| Connecticut College | Norwalk Community College |
| Eastern Connecticut State University | Quinnipiac University |
| Fairfield University | Sacred Heart University |
| Gateway Community College | Saint Joseph College |
| Goodwin College | Southern Connecticut State University |
| Housatonic Community College | St. Vincent's College |
| Three Rivers Community College |
| Tunxis Community College |
| University of Bridgeport |
| University of Connecticut |
| University of Hartford |
| University of New Haven |
| Western Connecticut State University |
The Insurance and Financial Services Competency Model, created by the U.S. Department of Labor’s Employment and Training Administration (ETA), specifies the range of abilities and skills necessary for an individual to be successful in the IFS industry. The first phase of the model’s development addresses competencies included in levels one through four.

http://www.careeronestop.org/CompetencyModel

Source: Employment and Training Administration (ETA) - U.S. Department of Labor
The Connecticut Insurance and Financial Services (IFS) Cluster, formed in 2002, is a strategic corporate initiative designed to create a stronger IFS industry and a more robust economy in Connecticut. Leaders from business, state government and academia collaborate to foster growth among all of the industry’s segments. The Connecticut IFS Cluster is comprised of 27 corporate sponsors whose shared vision is to create competitive advantages in business attraction and retention, to assist with recruitment and education of a trained workforce and to increase public awareness through advocacy. Companies interested in participating in and sponsoring IFS initiatives are encouraged to contact IFS Cluster Executive Director, Susan Winkler, at 860.525.4451.

The Connecticut Insurance & Financial Services *Education & Training Resource Directory* was made possible by the stakeholders of the IFS Center for Educational Excellence and a U.S. Department of Labor grant.*

Special appreciation is extended to the IFS Center partners: Connecticut IFS Cluster, State Department of Economic & Community Development [DECD]; WorkPlace, Inc.; Capital Community College and Norwalk Community College.

Directory design by: Meredith J. Rizocki
Printed by: Lebon Press, Inc. (www.lebonpress.com)

*This workforce solution was funded by a grant awarded under the President’s High Growth Job Training Initiative as implemented by the U.S. Department of Labor’s Employment and Training Administration. The solution was created by the grantee and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership. This solution is copyrighted by the institution that created it. Internal use by an organization and/or personal use by an individual for non-commercial purposes is permissible. All other uses require the prior authorization of the copyright owner.