Financial Industry Certification Preparation and “Teaching to the Test”

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ABSTRACT

This paper addresses two aspects of offering finance certification training programs at the university level. During the spring term 2006, Southern New Hampshire University offered (in conjunction with a large, diversified financial services company) a finance elective course to prepare students to sit for the FINRA Series 7 General Securities Registered Representative Examination. Firstly, the paper provides a brief background on developing a specialized academic course working in cooperation with a corporate entity. Secondly, the paper explores the academic ramifications of delivering the course in a “teaching to the test” format instead of a more typical academic course delivery.

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