



Finance 101 Program Syllabus

Version: October 23, 2024

Clock Hours: 20 hours



Course Overview

Welcome to TIA's Finance 101 Program. Financial management can be a challenge for any company, big or small. With the new TIA Finance 101 course, you'll be able to define key financial terms to provide information on financial matters, understand the importance of credit, receivables, payables, gross and net sales, methods of payment, non-payment, debt, and effective expense management to the successful operations of a transportation brokerage, and share tips and processes to provide tips on what to review when establishing a new account, managing an existing account, approving customers for credit, collecting due or overdue payments, and maximizing cash flow. This sample portion of the course covers cash flow and debt. The full course goes into further detail on the credit approval process, billing and collections, payables, expense and time management, and taxes and important relationships.



Course Objectives

By the end of this course, you will have a firm grasp of the following core topics:

- Credit
- Receivables and Payables
- Gross and Net Sales
- Methods of Payment, Non-Payment, and Debt
- Effective Expense Management
- Additional Course Resources



Course Materials

Access to the Learning Management System (LMS): This will be your home for all content including course modules, discussion forum posts, and zoom links for live events. You will receive instructions on how to access the LMS on the first day of the course.



Course Participation

This is a rigorous, intensive course designed for you to engage actively with course materials and put your learnings into action. This is a self-paced course without a set schedule. Students will have access to the course materials for 60 days after the day the course is opened.



Course Policies & Important Resources

Please make sure to review the [TIA Education Course policies here](#). Throughout the course, you can always refer to the [course homepage](#) to view this syllabus, the course policies, the schedule of activities for your course, and more.



Course Completion

This course will fly by – we understand that many students take this course while also working full time in their current roles as freight brokers. The students who actively participate in all the available study options often have more success on the final exams at the end of each quarter. We are so happy to have you join us for this course!

***Syllabus details are subject to change*