

# **Private Banking and Wealth Management**

## **ADVANCED CERTIFICATION**

### **Program Description**

The Advanced Certificate Program in Private Banking & Wealth Management builds on the skills acquired in Level I (Intermediate) and provides a range of tools to advise the client on their investment choices. Included are further products which can be added to the portfolio, and different means of planning and financing the portfolio are examined in depth.

### **Required Courses Included In Curriculum**

- Personal Investment in Securities
- Portfolio Structuring
- Portfolio Management
- Portfolio Performance
- Return Attribution
- Personal Investment in Derivatives
- Real Estate Securities
- Venture Capital
- Personal Investment in Hedge Funds
- Personal Investment through Monetizing Restricted Equity Holdings
- Personal Investment in Trusts and Estates
- Evaluating High-Net-Worth Individuals
- Evaluating Small Businesses

The Globecon Institute reserves the right to modify, change or substitute Courses or Learning Units at any time, to guarantee a relevant and balanced learning experience.

### **Study Requirements and Delivery**

Delegates for this certification are expected to undertake between 10 – 12 hours effort per week. This grid below indicates the types of activities that delegates would undertake.

<b>Learning Activity</b>	<b>Time allocated</b>
Online, self study activities / resource room self study	60 hours
Live, in-class lectures and review	24 hours
Online video and/or audio lectures/Webinars	16 hours
Online mentorship and forum participation	10 hours
Assessment preparation	15 hours
<b>Total Hours</b>	<b>125 hours</b>

This certification is a blended education approach combining:

- A comprehensive student manual which serves as the guide for education activity;
- Online self-study materials, exercises, quizzes and learning activities;
- Live, face-to-face lectures and reviews;
- Pre-recorded video and / or audio lectures; and
- Online learning community through facilitated discussion forums, chat rooms and LiveHelp

### **Who Should Enroll**

Heads of business units, middle managers, project managers, and staff in traditional finance areas such as sales and trading, credit, research, structuring, and origination and risk management, as well as those in areas such as accounting, audit, legal and compliance, information technology, systems, operations and human resources, whose background is not primarily in finance would gain valuable skills from this Certification.

In addition, this certification would benefit new hire analysts and associates across all functional areas of the financial institution who intend to work and/or specialize in private banking and/or asset management. Prior completion of the Intermediate Certification (Level II) is highly recommended.

### **What You Will Learn**

Upon completion of this certificate program, you will be able to:

- Understand and apply the principles of modern portfolio theory to the construction of client portfolios
- Evaluate the performance of investment portfolios both on an absolute basis, as well as relative to appropriate benchmarks and stated objectives
- Assess a wide variety of potential personal finance strategies
- Evaluate derivative and alternative investment vehicles and strategies
- Apply asset allocation principles and models to the construction of optimal investment portfolios
- Assessing alternative sources of funding for portfolios

### **Certification Assessment**

One or more Mastery Tests and Assessment Activities are required for each subject in this certification. The goal of the tests and activities is to ensure delegates are able to apply their knowledge and skills to real industry situations. Mastery Tests are administered in person. Assessment Activities may include one or more or combination of case studies; exercises; project work; essays; and, reports.

### **Course completion requirements**

Delegates must successfully complete all core subjects (a total of 24 credits) within two (2) years of the initial date of enrolment. Typical delegates can achieve this qualification within 6 – 9 months.

### **Course Admission requirements**

Delegates must have completed the Intermediate Certification in Private Banking and Wealth Management prior to registering for this certification.

### **Other Intermediate Certifications**

The Foundations of Finance Certification provides successful delegates the core knowledge required in the financial services sector. Intermediate and Advanced specialized tracks are available to build on this foundation with advanced specialization and certifications.