

Private Banking and Wealth Management

INTERMEDIATE CERTIFICATION

Program Description

The Certificate in Private Banking & Wealth Management, Level 1, is designed to provide professionals with a solid foundation in the process and necessary tools to optimize client financial portfolios. Included are reviews of fundamentals of credit and market indicators, as well as analytical techniques; and the foundation of a strong understanding of key products – including key debt and equity products and derivatives – is established.

Required Courses Included In Curriculum

- Understanding High Net Worth Investors
- Creating the Private Client Investment Plan & Suitability
- Introduction to Portfolio Management
- Understanding Market Conditions and Indicators
- Investment Funds and Fund-of-Funds
- Option Pricing and Applications
- Fixed-Income Product and Portfolio Analytics
- Bonds with Options
- Analyzing Common and Preferred Stock
- Direct Private Equity and Early Stage Investing
- Real Estate Securities and Investments
- Legal and Regulatory Issues Dealing with High Net Worth Investors

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.

Learning Activity	Time allocated
Online, self study activities / resource room self study	70 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
Total Hours	135 hours

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

Middle managers, project managers, and staff in traditional finance areas such as investment banking and relationship management, research, structuring, sales and trading, risk management and originations, 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. In addition, new hire analysts, and associates across all functional areas of the financial institution who need an understanding of Private Banking and Wealth Management.

No prior in-depth knowledge of accounting, economics or finance is assumed, though it would be advantageous to have completed the Core Banking & Finance Knowledge Certificate Program.

What You Will Learn

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

- Understand the workings of the capital markets and capital market products, as well as private equity
- Appreciate the need to monitor the market and key indicators to determine future moves
- Understand the full spectrum of investment products available to individuals and institutions, both in the equity and fixed income markets
- Determine the special investment needs of high-net-worth investors

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 Graduate Certification in the Foundations of Finance 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.