

National Certificate: Wealth Management

SAQA ID 57608

NQF Level 5

TYPE OF PROGRAMME

Full time

Accredited Programme: INSETA

DESCRIPTION

This qualification is a building block preparing participants for a plethora of positions in the financial services e.g. long-term insurance, investments, retirement funds, medical insurance, short term insurance and other aspects of wealth creation and wealth management.

CAREER FIELDS

Possible career opportunities for successful learners:

Retirement Funds and Medical Scheme advisor;

Compliance officer;

Intermediary, including but not limited to:

- Financial Advisors
- Personal Financial Planners
- Financial Service Call Centre Agents
- Client service Providers for Wealth Management/ Financial Services.

COURSE OUTLINE:

Session 1: A CONTEXT FOR FINANCIAL SERVICES

Financial Services Environment

- Describe the financial life cycle of an individual and how this influences financial decisions. (US230077) (8 Credits)

Building Relationships for sound financial service market

- Analyse the dynamics of different interactive styles in client relationships (US 242585) (3 Credits)

Behavioural Economics research

- Analyse and interpret qualitative and quantitative data from relevant reports in order to make recommendation or informed decision for an entity. (US242559) (5 Credits)

Session 2: REGULATION AND LEGISLATION

- Apply the regulations for disclosure that are required as part of the financial sales process. (US117129) (2 Credits)
- Develop a set of rules that meets the needs of a retirement fund client and are compliant. (US242611) (3 Credits)

Session 3: FINANCIAL RISK

- Demonstrate knowledge and understanding of risk in a Financial services environment (US119997) (Credits 5)

Understanding of Financial Risk

- Apply a Researched Trend to individual Risk (US242601) (5 Credits)
- Apply scenario planning to explain potential risk in a specified financial context (US242580) (6 Credits)
- Research Information in order to assist in conducting a financial risk assessment (US 242554) (7 Credits)

Sustainable financial solutions

- Apply knowledge of different asset classes in order to give financial advice (US 242594) (4 Credits)
- Determine the needs and wants of an entity in order to propose and appropriate financial solution. (US 242573) (4 Credits)
- Present a proposal to optimize the tax aspects of the wealth management of an entity. (US 252474) (4 Credits)

Session 4: ETHICS AND CURRENT AFFAIRS

- Apply the principles of ethics to a business environment (US230078) (10 Credits)
- Apply basic economic principles to the financial services sector. (US230071) (5 Credits)
- Demonstrate insight into current affairs in the financial sector. (US 120075) (10 Credits)Present an informed argument on a current issue in a business sector. (US230070) (Credits 5)
- Demonstrate knowledge and insight into the changing nature of the financial services industry and its customers (US230075) (Credits 6)

Wealth Management in Practice

- Analyse the product design/structure of different medical schemes to evaluate the benefits of each scheme. (US242567) (5 Credits)

- Apply knowledge and skill to explain the application of structured long term insurance portfolios (US 242590) (5 Credits)
- Apply knowledge of estate planning to propose a financial solution for a specific client (US242603) (8 Credits)
- Apply knowledge and insight to advise on the composition of a financial portfolio (US242619) (6 Credits)

ACTION LEARNING

Action Learning is a powerful tool for solving problems and Building Leaders, Teams and Organisations.

Action learning is a process that involves working on real problems, taking action and learning while doing so. It creates dynamic opportunities for individuals, teams, leaders and organisations to successfully reflect, learn and innovate. The power and the benefits of action learning are as follows:

- Ongoing questioning and reflection dynamics optimizes any learning, decision making and action programmes;
- Solves complex problems;
- Builds powerful teams;
- Enables, continuous, valued learning by individuals;
- Creates a corporate culture that can handle change and learning;
- Develops leadership competencies; and
- Enhances systems thinking and creativity.

Components of Action Learning

1. Action Learning needs a project, challenge, task or problem.
2. Reflective questioning and listening.
3. Development of systemic strategies and implementation of agreed-to-action.
4. Commitment to learning.

Questions and Reflective Process

1. Questions enable us to diverge and examine from systems perspective before we converge towards solutions.
2. Questions allow us to reflect, to listen, to be creative, and to learn.
3. Questions are asked to clarify, to open up new avenues, to unpack, to offer ideas and insights to learn.
4. It gives you time and space to stand back, reflect, unfreeze and gain new perspectives.

Action Learning

1. Requires action and implementation of strategies

2. DEEP AND REAL LEARNING OCCURS WHEN REFLECTING ON REAL ACTION!

ACTION LEARNING QUESTIONS

- Analyse the product design/structure of different medical schemes to evaluate the benefits of each scheme. (US242567) (5 Credits)
- Apply knowledge and skill to explain the application of structured long term insurance portfolios (US 242590) (5 Credits)
- Apply knowledge of estate planning to propose a financial solution for a specific client (US242603) (8 Credits)

DURATION: 12 MONTHS

ADMISSION REQUIREMENTS

- Business Sciences NQF 4
- Communication and Mathematical Literacy NQF 4
- A course in NQF 4 level in Wealth Management or similar is preferable.
- Prior learning in the Insurance Industry will be taken in account.

LEARNER MATERIAL

All required learning material will be available by iCollege

TECHNOLOGY REQUIREMENTS

- Computer literacy
- Windows and Microsoft software
- Access to a computer or mobile device
- Access to Internet Connectivity

PRICING

Inquire www.icollegeint.co.za

ADDITIONAL COSTS

No additional cost payable

ASSESSMENTS

- Block 1: Six months - Proof of Evidence Logbook will be required
- Block 2: A test and exam would be required after sessions 1 & 2
- Block 3 Six months - Proof of Evidence Logbook will be required

- Block 4: A test and exam would be required after session 3 & 4

CERTIFICATION

A certificate of completion of the required material according to unit standards for the National Certificate: Wealth Management SAQA ID 57608 (120 credits) and results will be issued by iCollege. iCollege will furthermore apply to INSETA on the learner's behalf for the National Certificate.

DISCLAIMER

The information contained in this document is accurate at the time of publishing is correct. Regulatory, technical or environmental issues beyond iCollege's control in an event of change will be communicated to the participants.

ENTRY REQUIREMENTS: Wealth Management NQF 5

- Passed Grade 12
- Grade 12 Maths passed with more than 65%
- NQF 4 Wealth Management Certificate

If a learner do not have the above qualifications they cannot enroll for this course.