

# PRACTICAL FINANCIAL EXAMS

## Practical Investment Planning

Syllabus (2021)

# Learning Outcomes and Performance Criteria

The Learning Outcomes and Performance Criteria comprise the Practical Investment Planning syllabus.

- The Learning Outcomes are the overarching abilities and skills that will have been achieved
- The Performance Criteria are the ways that the achievement of each Learning Outcome must be demonstrated by the Learner

While the Practical Investment Planning study text is written to address the Learning Outcomes in detail, the assessment is based on the Performance Criteria, not the textbook or any other learning support materials.

These Learning Outcomes and Performance Criteria will be tested between January 2021 and December 2021, based on English law and practice in the relevant tax year unless otherwise stated, and on the legislative position at the time of the assessment.

Upon completion, Learners will be able to:

**1. Deliver effective, compliant, professional, structured telephone pitch meetings and face-to-face/virtual fact-find meetings to retail investment clients**

- 1.1 Deliver an effective, compliant, professional, structured telephone pitch meeting
- 1.2 Demonstrate the ability to structure and control client meetings effectively
- 1.3 Present and explain a set of disclosure documents, including the firm's business model and how charges work
- 1.4 Establish and agree SMART investment planning objectives with the client, including critical assessment of their potential achievability
- 1.5 Critically assess and agree the risk profile of a retail client, as a combination of their attitude to risk and capacity for loss
- 1.6 Explain to retail clients the main features, advantages, and disadvantages of the main investment strategies

**2. Synthesise professional, compliant, suitable investment plans for retail investment clients**

- 2.1 Produce a professional, compliant suitability report comprising a piece of innovative investment advice, the client's objectives, the reasons why the advice is suitable, and any disadvantages of the advice
- 2.2 Demonstrate the suitability of the advice via deterministic and/or stochastic cashflow models

**3. Present professional, compliant, suitable investment plans for retail investment clients**

- 3.1 Professionally and compliantly present an innovative investment plan, along with corresponding regulatory supporting documents, answering any client questions, and gaining the client's agreement to proceed with the advice