CISI INTERNATIONAL CERTIFICATE IN WEALTH & INVESTMENT MANAGEMENT

“Preparing Financial Professionals for International Certification in Wealth Planning, Asset Allocation, and Client Advisory Excellence”

Schedule

Date	Venue	Fees (Face-to-Face)
15 – 19 Feb 2026	Kuwait	USD 3495 per delegate
20 – 24 Apr 2026	Dubai, UAE	USD 3495 per delegate
20 – 24 Jul 2026	Dubai, UAE	USD 3495 per delegate
01 – 05 Nov 2026	Doha, Qatar	USD 3495 per delegate

► **Available delivery methods:** Face-to-Face & Online Training, In-House Training

Introduction

The CISI International Certificate in Wealth & Investment Management is a globally recognized qualification for finance professionals aspiring to work in private banking, wealth management, or client advisory roles. Offered by the Chartered Institute for Securities & Investment (CISI), the certificate equips participants with essential knowledge in investment principles, financial instruments, portfolio construction, risk management, and the client advisory process.

This intensive 5-day training course prepares candidates for the CISI examination through a structured and practical approach. Participants will review exam-focused content, work through sample questions, and strengthen their understanding of key regulatory, ethical, and investment concepts relevant to global wealth management.

Objectives

By the end of this course, participants will be able to:

- Understand core investment products and asset classes
- Apply principles of asset allocation and portfolio construction
- Navigate regulatory and ethical frameworks within financial services
- Evaluate client needs and recommend suitable investment strategies
- Prepare thoroughly for the CISI certification exam

Why Attend

- Gain a prestigious international certification from CISI UK
- Enhance your qualifications for roles in private wealth and financial advisory
- Strengthen practical knowledge of financial markets and investment planning
- Increase client confidence through improved professional competency
- Join a global network of certified CISI professionals

Target Audience

This program is designed for:

- Wealth managers and private bankers
- Investment advisors and relationship managers
- Financial analysts and planners
- Banking professionals seeking CISI certification
- Graduates and career changers entering the financial services sector

Individual Benefits

Key competencies that will be developed include:

- Understanding of financial markets, products, and services
- Client profiling and investment strategy alignment
- Risk-return trade-off analysis and portfolio theory
- Compliance with global ethics and regulatory expectations
- Exam techniques and confidence for the CISI qualification

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved client advisory capability and trustworthiness
- Better alignment with international financial standards
- Enhanced staff readiness for licensing and regulatory compliance
- Competitive positioning of teams through CISI-certified professionals
- Stronger internal investment and wealth planning knowledge base

Instructional Methodology

The course follows a blended learning approach combining theory with exam preparation:

- Strategy Briefings – Key topics aligned with the CISI syllabus
- Case Studies – Practical application of investment theory to real scenarios
- Workshops – Portfolio construction, risk profiling, and ethical dilemmas
- Peer Exchange – Group activities and knowledge testing
- Tools – Exam-style questions, study guides, summary notes, and mock exams

Course Outline

DETAILED 5-DAY COURSE OUTLINE

Training Hours: 7:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Financial Services & Economic Environment

- Module 1: Overview of Financial Markets (07:30 – 09:30) • Role of financial markets and institutions • Key participants and instruments • Economic indicators and their impact on investment decisions
- Module 2: Regulation and Ethics (09:45 – 11:15) • Principles-based regulation and conduct of business • Know Your Customer (KYC) and Anti-Money Laundering (AML) • CISI’s Code of Conduct and ethical behavior
- Module 3: Exam Preparation Techniques (11:30 – 01:00) • Study tips and test-taking strategies • Reviewing CISI’s exam format and approach
- Module 4: Workshop – Ethics and Regulatory Scenarios (02:00 – 03:30) • Participants analyze and discuss real-world ethical dilemmas

Day 2: Investment Products and Asset Classes

- Module 1: Equities and Fixed Income (07:30 – 09:30) • Characteristics of stocks and bonds • Valuation, yield, and return concepts • Market indices and performance measurement
- Module 2: Derivatives and Alternative Investments (09:45 – 11:15) • Options, futures, and structured products • Real estate, hedge funds, commodities, and private equity • Risk factors and suitability
- Module 3: Mutual Funds and Collective Investments (11:30 – 01:00) • NAV, charges, liquidity, and fund types • Comparing ETFs and traditional mutual funds
- Module 4: Workshop – Investment Product Quiz and Discussion (02:00 – 03:30) • Rapid-fire questions and concept application

Day 3: Risk Management and Investment Planning

- Module 1: Understanding Investment Risk (07:30 – 09:30) • Systematic vs. unsystematic risk • Volatility, beta, and correlation • Managing risk through diversification
- Module 2: Time Value of Money and Return Calculations (09:45 – 11:15) • Present and future value • Nominal vs. real return • Compounding, annuities, and IRR
- Module 3: Behavioral Finance Basics (11:30 – 01:00) • Biases and heuristics in decision-making • Investor psychology and its impact on portfolios
- Module 4: Workshop – Risk Profiling Exercise (02:00 – 03:30) • Participants assess sample client risk profiles

Day 4: Portfolio Management and Asset Allocation

- Module 1: Portfolio Theory and CAPM (07:30 – 09:30) • Modern Portfolio Theory (MPT) • Efficient frontier and risk-return optimization • Capital Asset Pricing Model (CAPM) basics
- Module 2: Strategic vs. Tactical Asset Allocation (09:45 – 11:15) • Passive vs. active strategies • Rebalancing and performance evaluation
- Module 3: Investment Suitability and Recommendations (11:30 – 01:00) • Aligning investments with client objectives • Documentation and compliance requirements
- Module 4: Workshop – Build a Model Portfolio (02:00 – 03:30) • Teams create a diversified portfolio for a sample client

Day 5: Final Review and Exam Readiness

- Module 1: Wealth Management Process Overview (07:30 – 09:30) • Fact-finding, goal setting, product recommendation • Monitoring and client relationship management
- Module 2: Practice Test and Group Review (09:45 – 11:15) • Full mock test under timed conditions • Review answers with rationale
- Module 3: Final Q&A and Clarification Session (11:30 – 01:00) • Deep dive into challenging areas • Exam readiness checklist
- Module 4: Workshop – 30-Day Exam Success Plan (02:00 – 03:30) • Participants create a personal post-training study plan

MAWA EVENTS

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Certification

Participants will receive a Certificate of Completion in CISI International Certificate in Wealth & Investment Management, confirming their preparation for the CISI examination and readiness to advise clients in wealth management settings. Official certification is awarded by CISI upon successful completion of the exam.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
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In-House / Customized Training Interested in running this course for your team? Please contact us:	TEL: **+601116373203**	EMAIL: **info@mawaevents.net**