MAWA EVENTS

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CISI INTERNATIONAL CERTIFICATE IN WEALTH & INVESTMENT MANAGEMENT

"Achieve International Recognition in Wealth Management & Advisory Services"

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

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

Introduction

This globally recognized qualification from the Chartered Institute for Securities & Investment (CISI) provides a comprehensive understanding of the principles and practices of wealth and investment management. It is ideal for professionals seeking to strengthen their advisory capabilities and meet the regulatory and professional standards of global financial markets.

The course delivers practical knowledge on key areas such as financial markets, asset classes, investment products, risk management, and financial planning. Participants are well-prepared for the CISI certification exam and empowered with tools to provide effective wealth management advice to clients.

Objectives

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

- Understand the structure and function of global financial markets
- Evaluate different investment products and asset classes
- Assess client risk profiles and create suitable investment strategies
- Comply with ethical standards and regulatory requirements in wealth management
- Prepare for and pass the CISI International Certificate in Wealth & Investment Management exam

Why Attend

- Attain an internationally respected qualification in wealth management
- Deepen your knowledge of investment and financial advisory services
- Equip yourself with client-centric financial planning strategies
- Strengthen your ethical and compliance awareness
- Gain a competitive edge in your wealth management career

Target Audience

This program is designed for:

- Wealth managers and private bankers
- Financial planners and investment advisors
- Relationship managers and client-facing professionals
- Portfolio analysts and asset management personnel
- Professionals pursuing CISI certification

Individual Benefits

Key competencies that will be developed include:

- In-depth understanding of investment instruments and markets
- Ability to match investment strategies to client objectives and risk tolerance
- Improved advisory and portfolio management skills
- Ethical decision-making and regulatory compliance
- Exam readiness for the CISI Wealth & Investment Management Certificate

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Enhanced client advisory capabilities and service quality
- Stronger alignment with international best practices and compliance standards
- Increased professionalism across wealth management teams
- Reduced regulatory and reputational risk through ethical conduct
- Improved performance in investment planning and client outcomes

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Deep dive into CISI syllabus topics, investment theories, and market practices
- Case Studies – Real-world examples in portfolio structuring and client advisory scenarios
- Workshops – Hands-on practice with financial planning models and investment simulations
- Peer Exchange – Group discussions on wealth management trends and global challenges
- Tools – Exam-style question banks, checklists, and investment planning templates

Course Outline

DETAILED 5-DAY COURSE OUTLINE (Customizable)

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: The Fundamentals of Financial Markets

- Module 1: Overview of Global Financial Systems (07:30 – 09:30)
- Roles of financial institutions and regulatory bodies
- Capital markets, money markets, and economic indicators
- Types of investment services
- Module 2: Financial Products and Instruments (09:45 – 11:15)
- Equities, bonds, derivatives, and alternative investments
- Risk-return characteristics of each asset class
- Key financial terms and concepts
- Module 3: Understanding Market Participants & Operations (11:30 – 01:00)
- Role of brokers, fund managers, and custodians
- Trading venues and settlement processes
- Market trends and behavioral finance insights

Day 2: Investment & Wealth Management Principles

- Module 1: Investment Principles and Risk (07:30 – 09:30)
- Types of investment risk and return calculations
- Portfolio theory and diversification
- Time value of money and compounding
- Module 2: Client Profiling & Financial Needs Analysis (09:45 – 11:15)
- Understanding client goals, constraints, and preferences
- Risk tolerance and capacity assessment
- Financial suitability and client classification
- Module 3: Building Investment Strategies (11:30 – 01:00)
- Strategic vs. tactical asset allocation
- Passive and active management strategies
- Ethical considerations in investment planning

Day 3: Wealth Management Process & Regulation

- Module 1: The Advisory Process and Relationship Management (07:30 – 09:30)
- Client onboarding and information gathering
- Ongoing advice and service models
- Delivering recommendations and reviews
- Module 2: Compliance and Ethics (09:45 – 11:15)
- CISI Code of Conduct
- Anti-Money Laundering (AML) obligations
- Global regulatory frameworks affecting wealth managers
- Module 3: Taxation and Retirement Planning Basics (11:30 – 01:00)
- Tax-efficient investing and wealth preservation
- Pension and retirement schemes overview
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Succession and estate planning fundamentals

Day 4: Portfolio Construction and Performance Monitoring

- Module 1: Asset Allocation and Portfolio Optimization (07:30 – 09:30)
- Core-satellite and lifecycle portfolio models
- Tactical rebalancing and reallocation
- Integrating alternative investments
- Module 2: Investment Performance Measurement (09:45 – 11:15)
- Risk-adjusted return metrics
- Benchmarking and attribution analysis
- Reporting portfolio performance
- Module 3: Wealth Management for Different Client Segments (11:30 – 01:00)
- High-net-worth individuals (HNWIs)
- Institutional clients
- Islamic wealth management principles

Day 5: Exam Preparation & Applied Learning

- Module 1: Exam Techniques and Practice Questions (07:30 – 09:30)
- Understanding the CISI exam format
- Tips for time management and question handling
- Sample questions and mock test
- Module 2: Case Study Review and Group Analysis (09:45 – 11:15)
- Portfolio building and client scenario simulation
- Discussion of ethical dilemmas and regulatory breaches
- Collaborative strategy presentation
- Module 3: Final Review and Q&A (11:30 – 01:00)
- Key takeaways from the course
- Final exam preparation checklist
- Individual action planning

Certification

Participants will receive a Certificate of Completion in Wealth & Investment Management, verifying their comprehensive understanding of investment principles, client advisory practices, and readiness for the CISI International Certificate in Wealth & Investment Management examination.

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.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

In-House / Customized Training	TEL:	EMAIL:
Interested in running this course for your team? Please contact us:	**+601116373203**	**info@mawaevents.net**