

<b>Module code</b>	FIN7E9	<b>Level</b>	7
<b>Module title</b>	Wealth Management	<b>Credit value</b>	20
<b>Common/Core/Elective</b>	Core	<b>ECTS Credits</b>	10
		<b>Notional learning hours</b>	200
<b>Courses on which the module is taught</b>	MSc Finance, Investment and Wealth Management	<b>Teaching Period</b>	Spring

## 1. Module description

This module examines professional financial planning processes required to manage personal finance, credit, investment and other wealth management tasks. In particular, this module provides you with a framework understanding of investment processes and asset management in private banking. The fundamental principles of investment products such as structured products, capital protection, hedge funds, funds of funds and real estate will be covered extensively along with the new fintech products. This module equips you with skill sets required to understand high net worth clients' needs, their ethical considerations, their preferences and perceptions of risk and returns connects and offering tailored and applicable solutions in line with tax, ethical and regulatory requirements.

The module aims to:

- Develop the necessary skills for building a comprehensive relationship with a client and getting involved with clients' overall details, financial conditions and risk profile.
- Identify the high net-worth clients' risk appetites, diversity broader requirements, detailed financial goals, and constraints they face in line with the regulations of their jurisdictions in terms of tax, anti-money laundering, professional ethics and clients diversity.
- Develop an effective and optimal asset allocation policy designed to account for each client under a wealth management programme dedicated to client in addition to the investment.
- Design and develop tailor made products and applicable solutions through structured products and derivative instruments in all asset classes and with applicable use of financial technology.

## 2. Learning outcomes

### **Innovation (LO2):**

Create and implement new value propositions for the real estate sector combining intellectual curiosity and creativity

### **Professional Development (LO3)**

Articulate a plan which encompasses opportunities for your continuing professional development in wealth management.

### **Discipline Knowledge (LO7)**

Critique and synthesise theories, concepts and facts at the forefront of wealth management.

### **Human and Environmental Impact (LO10)**

Evaluate the impact of human activity in the context of wealth management, on people and on the environment to offer sustainable solutions.

## 3. Learning and teaching methods

The teaching and learning strategies will provide you with key opportunities to develop your “critical thinking” on wealth management, products and derivatives theory and themes. Your understanding of key concepts will be developed further through problem solving and active discussions of relevant articles that look at the practice of wealth management and investment instruments. Thus, the goal of these interactive sessions is to put theory into practice.

The module follows a student-centred learning approach. You are thus encouraged to take ownership and responsibility, individually and in groups, for your learning, planning and critical thinking of wealth management theory and practice.

Learning hours	
<b>Directed learning</b>	<b>48 hours</b>
Workshops/ seminar classes	48
<b>Guided/Self-guided learning</b>	<b>152 hours</b>
<b>Total</b>	<b>200</b>

#### 4. Assessment, formative feedback and relative weightings

##### Assessment 1 –Project (Group)

**Weight (%): 50%**

**Word Count or Equivalent: 2,500 words**

You are required to submit a detailed Investment Policy Statement of a chosen client (individual or family). You should show evidence that you have clear capacity to analyse the asset allocation decision and investment strategies of real clients. You must show evidence that you can apply theories and models in practice using real data. You must demonstrate an ability to critically analyse financial data and understand market conditions addressing human impact on people and environment in the context of wealth management.

##### Assessment 2 –Assignment

**Weight (%): 50%**

**Word Count or Equivalent: 2,500 words**

You will be required to submit an individual assignment bordering on selected key concepts covered in the module. You are expected to demonstrate knowledge of issues involved in identifying client's needs, the various strategies to managing client's assets and an understanding of the various options in relation to investing client's funds.

Each summative assessment will be preceded by an opportunity of formative assessment and followed by formative feedback for such opportunity.

Assessment tasks	LO2	LO3	LO7	LO10
Project (Group)	X	X	X	X
Assignment	X	X	X	

#### 5. Indicative resources

##### Required Reading

Berns,D., (2020) "Modern Asset Allocation for Wealth Management", 1<sup>st</sup> edition, Wiley

Nolan R., Tang H.W & Yip M.. (2022), "Trusts and Private Wealth Management: Developments and Directions", 1<sup>st</sup> edition. Cambridge University Press

Arnold G., (2020), "Financial Times Guide to Investing: The Definitive Companion to Investment and the Financial Markets", 4<sup>th</sup> edition, FT Publishing International.

Boris Canessa et al. (2018) "The Family Office: A Practical Guide to Strategically and Operationally Managing Family Wealth", 1<sup>st</sup> edition, Palgrave-Macmillan

Thomson Reuters Eikon: <https://eikon.thomsonreuters.com/>

Financial Times Wealth Management: <https://www.ft.com/wealth-management>