

UNIT CODE	GDFIPM803
UNIT TITLE	Provide investment advice
APPLICATION	<p>This unit describes the skills and knowledge required to analyse the financial situation of clients, evaluate investment options and the creation of complex portfolios.</p> <p>This unit applies to individuals who are working within a large organisation or small consultancy offering investment advice to clients. They may use advanced techniques for evaluating investments on an individual basis and in the context of a portfolio.</p> <p>Individuals will be operating with a high degree of autonomy performing complex analysis before giving advice.</p>
ELEMENTS	PERFORMANCE CRITERIA
Elements describe the essential outcomes of the unit	Performance criteria describe the performance needed to demonstrate achievement of the element.
1. Analyse a clients' financial data	<p>1.1 . Collect client's financial information.</p> <p>1.2 Establish the client's goals for investment</p> <p>1.3 Identify suitable investment options</p> <p>1.4 Recommend investments suitable for the client including equity investment, debt investments, fixed income securities, government and corporate bonds, as well as portfolios of investments.</p> <p>1.5 Perform and evaluate different techniques to value equity investments</p> <p>1.6 Evaluate the risks associated with recommended investments</p>
2. Create an investment portfolio	<p>2.1 Use the principles of equilibrium pricing models and advise the client on the limitations of the models in relation to complex portfolios</p> <p>2.2 Articulate the characteristics of and effective management of bond portfolios</p> <p>2.3 Analyse the securities market, macroeconomic and industry factors that affect equity markets and evaluate the repercussions on the client's investment options</p> <p>2.4 Construct portfolios that balance risk and return.</p> <p>2.5 Research, select techniques to calculate and measure portfolio performance</p>



3. Manage portfolio	<p>3.1 Construct portfolios that balance risk and return in optimal ways.</p> <p>3.2 Research, select and calculate the appropriate techniques to measure portfolio performance</p> <p>3.3 Adjust portfolio mix to maximise performance.</p> <p>3.4 Advise clients of new products available.</p> <p>3.5 Advise clients of changes to regulations effecting long term portfolio choices and performance.</p>
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FOUNDATION SKILLS	
<p>“Foundation skills essential to performance in this unit, but not explicit in the performance criteria are listed below including a brief description of how the skill is applied”.</p>	
Skill	Description
Reading skills to:	<ul style="list-style-type: none"> Source, evaluate and critique ideas and information from a range of complex texts
Writing skills to:	<ul style="list-style-type: none"> Develop documents dealing with complex concepts using specialised and detailed language to convey context and intent relevant to individual clients
Communication skills to:	<ul style="list-style-type: none"> Use active listening and questioning to establish the goals of clients Use a variety of communication tools and strategies to build rapport and maintain effective working relationships with clients
Numeracy skills to:	<ul style="list-style-type: none"> Select and use mathematical techniques to determine costs and benefits associated with types of portfolio structures, and measure performance
Technology skills to:	<ul style="list-style-type: none"> Use digital technologies to access and store information
UNIT MAPPING INFORMATION	No equivalent unit.
TITLE	Assessment Requirements for GDFIPM803 – Provide investment advice
PERFORMANCE EVIDENCE	<p>The student must show evidence of the ability to complete complex tasks outlined in elements and performance criteria of this unit.</p> <p>There must be demonstrated evidence that the student is able to:</p>



	<ul style="list-style-type: none"> • Obtain information from clients using digital and interpersonal methods • Analyse and select investments suited to the clients' situation • Interpret quantifiable data to justify investment recommendations • Create documentation clearly communicating investment options • Evaluate risk
<p>KNOWLEDGE EVIDENCE</p>	<p>The student must be able to demonstrate essential knowledge required to effectively do the task outlined in elements and performance criteria of this unit. This includes knowledge of:</p> <ul style="list-style-type: none"> • The diversity of investment products, markets and securities • Economic principles and their relationship to investment • Mathematical modeling techniques for evaluating risk and benefits in investment • Up to date knowledge of the legislation and regulations relating to providing investment advice to clients • how to compare and contrast financial information sources and products • the relationship between ethics and regulatory requirements • economic cycles, government policy, exchange rates • evaluating economic data
<p>ASSESSMENT CONDITIONS</p>	<p>Assessment formats could include a mix of:</p> <ul style="list-style-type: none"> • Written reports • Case Studies • Workplace Observation • Role Play • Examples of work / portfolios • Third party reports • Tests • RPL <p>Both practical skills and knowledge must be assessed. Simulated assessment environments must simulate the real-life working environment with access to all the relevant equipment and resources of that working environment.</p>

