

SAQA ID

117238

DURATION

18 - 24 Months

CREDITS

180

QCTO

Occupational Certificate:

FINANCIAL MARKETS PRACTITIONER

NQF Level 7



WHO SHOULD STUDY THIS COURSE?

The purpose of this qualification is to prepare a learner to operate as a Financial Markets Practitioner. Financial Markets Practitioners provide services across various functions in the stockbroking and investment environments. They are involved in the take-on of clients, the assessment of clients' investment needs, the development of suitable investment portfolios, trading and settlement of financial markets transactions, the management of corporate actions and the monitoring and re-balancing of portfolios.

A qualified learner will be able to:

- Analyse, evaluate and review information on securities and market conditions for investment purposes and prepare market-related reports and communication.
- Interpret, evaluate and apply financial markets legislation and regulations in the provision of investment services.
- Evaluate clients' investment needs and objectives and provide investment services.
- Apply the ethics, principles, values and processes as prescribed when trading on behalf of clients.
- Settle financial market transactions according to accepted practice/s.
- Manage corporate action events and calculate their effects on the market and on client portfolios.

Rationale

The Financial Markets Practitioner occupation is currently one of the occupations in high demand in South Africa. In addition to the overall need for skilled financial markets practitioners, the South African Institute of Stockbrokers (SAIS) as well as the Association for Savings and Investment in South Africa (ASISA), were extensively consulted in the development of this qualification, confirmed that there is a need for transformation in the financial markets industry.

This qualification was developed in order to enhance the flow of young financial markets practitioners into the labour market and to support the growth of the number of Black professionals in the industry.

The financial markets play a critical role in the functioning of the economy. All the activities that take place in the financial markets are regulated through legislation and through the rules and regulations of the various regulating bodies and exchanges. For the system to function optimally and to serve the interests of market participants and the economy, it is imperative that all financial markets practitioners are fully qualified to perform the functions entrusted to them in a competent and ethical manner.

This qualification provides access to learners with a general financial qualification at NQF Level 6 to specialized occupations in the areas of investment advice and portfolio management, trading and settlement and investment administration. It also provides an opportunity for people already employed in the industry to obtain a formal qualification.

This qualification forms one of the entry level qualifications that lead into the learning pathway towards the registered designation of Certified Stockbroker (SA).

Exit Level Outcomes

1. Analyse, evaluate and review information on securities and market conditions for investment purposes and prepare market-related reports and communication.
2. Interpret, evaluate and apply financial markets legislation and regulations in the provision of investment services.
3. Evaluate clients' investment needs and objectives and provide investment services.
4. Apply the ethics, principles, values and processes

as prescribed when trading on behalf of clients.

5. Settle financial market transactions according to accepted practice/s.
6. Manage corporate action events and calculate their effects on the market and on client portfolios.

ASSOCIATED ASSESSMENT CRITERIA

Exit Level Outcome 1:

- Analyse, synthesise and consolidate relevant information relating to securities and the economic environment.
- Analyse the roles of local and international financial markets in the economy and the interaction between the macro-economic environment and the financial markets.
- Explain the structure and composition of the various markets with specific reference to the roles, responsibilities and/or powers of the various market participants and regulating institutions.
- Apply financial markets terminology in the preparation of market-related reports and communication.
- Identify, evaluate and report risk factors and their effect on the financial markets and securities

Exit Level Outcome 2:

- Analyse the financial markets legislative landscape.
- Identify and apply the effect of legislative obligations on the management of clients from take-on to termination of the relationship.
- Interpret and apply anti-money laundering and counter terrorist financing legislation to practical client situations.
- Analyse and evaluate instances of market abuse and explain the consequences and defenses.
- Interpret and apply the regulatory requirements of financial services providers.

Exit Level Outcome 3:

- Evaluate the profile and investment needs of an investor and formulate an investment strategy.
- Legislation, regulations and exchange rules and codes of conduct pertaining to the provision of financial markets information and the management of investments are identified and applied.
- Explain the risks associated with different asset classes in appropriate language and at a level that the client can understand.
- Construct and manage the investment portfolio in line with the investment strategy and clearly motivate decisions.
- Prepare and explain investment reports.

Exit Level Outcome 4:

- Explain the trading capacities, periods and trading times of the various trading systems.
- Analyse and apply the different trade types and the reporting requirements and regulations pertaining to the various trade types on the different markets.
- Explain and apply the critical aspects of ethical trading and the concept of best execution.
- Analyse case studies to identify manipulative or deceptive trading practices and the use of false and misleading or deceptive statements, promises and forecasts of information and evaluate the consequences of such behaviour.
- Identify the risks pertaining to the trading process and propose ways to mitigate the identified risks.

Exit Level Outcome 5:

- Explain and apply the clearing and settlement process.
- Explain and apply the settlement timelines and obligations of clients and authorised users in terms of the various markets and securities.
- Apply risk mitigation strategies in terms of settlement timelines and obligations.

Exit Level Outcome 6:

- Identify and define corporate action events.
- Apply corporate action timelines and calculate and evaluate their effects.

Integrated Assessment: Integrated Formative Assessment

The skills development providers will use the curriculum to guide them on the stipulated internal assessment criteria and weighting. They will also apply the scope of practical skills and applied knowledge as stipulated by the internal assessment criteria. Formative assessments lead to entrance into the

external integrated summative assessment.

Integrated summative assessment.

An external integrated summative assessment, conducted through the relevant QCTO Assessment Quality Partner is required for the issuing of this qualification. The external integrated summative assessment will focus on the Exit Level Outcomes and associated assessment criteria.

ARTICULATION OPTIONS

Advanced Diploma in Financial Markets, NQF Level 7.
Postgraduate Diploma in Financial Markets, NQF Level 8.

Unit Standard		
KNOWLEDGE MODULES	Introduction to Financial Markets	6 5
	Asset Class - Equities Securities	7 12
	Asset Class - Interest Bearing Securities	7 8
	Asset Class - Derivative Securities	7 5
	Asset Class - Alternative Securities	7 5
	Basic Economics	7 10
	Asset Class - Foreign Exchange	7 3
	The Regulation of the Financial Markets	7 12
	Client Service and Investment Advice	7 12
	Trading,	7 10
	Settlement of financial markets transactions	7 10
	Corporate Actions	7 7
	Investment Vehicles	6 5

Unit Standard			
PRACTICAL SKILLS MODULES	Analyse, Evaluate and Review Equity Securities for Investment Purposes	7	8
	Analyse, Evaluate and Review Interest Bearing Securities for Investment Purposes	7	3
	Analyse, Evaluate and Review Interest Bearing Securities for Investment Purposes	7	3
	Examine the Regulatory and Legislative Landscape applicable to Financial Markets,	7	3
	Prepare Investment Advice in a Simulated Environment,	7	8
	Use a Simulated Trading System to Apply Trading Knowledge	7	4
	Explain the Settlement Process to a Controlled and Non- controlled Client	7	3
	Interpret Corporate Action Announcements and Process the Resulting Transactions,	7	3
	Apply the Unitisation Concepts	6	5
			40
Unit Standard			
WORK	Perform Activities in a Financial Markets Organisation,	7	36
			36

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