

FINC 7004 FINANCIAL ADVISER COMMUNICATION SKILLS

Credit Points 10

Legacy Code 200987

Coordinator Kamel Taoum ([https://directory.westernsydney.edu.au/search/name/Kamel Taoum/](https://directory.westernsydney.edu.au/search/name/Kamel%20Taoum/))

Description In this practical unit students develop the ability to write up a risk profile with objectives for clients with varying needs. Students analyse investment decisions and provide advice to clients which is informed by regulatory issues relevant to the finance industry. Students are required to demonstrate the ability to create a Statement of Advice for clients of different risk preference and investor profile.

School Business

Discipline Investment and Securities

Student Contribution Band HECS Band 4 10cp

Level Postgraduate Coursework Level 7 subject

Equivalent Subjects BUSM 7007 - Business Communication Skills

Incompatible Subjects FINC 7001 - Communication and Ethics for Financial Planners

Restrictions

Students must be enrolled in one of the following programs - 2807 Master of Stockbroking and Financial Advising or 2808 Diploma of Stockbroking and Financial Advising or 2809 Graduate Certificate of Stockbroking and Financial Advising.

Assumed Knowledge

Some knowledge of analysing markets and investments would be beneficial.

Learning Outcomes

On successful completion of this subject, students should be able to:

1. Analyse regulatory issues relevant to managed investment and security products in Australia;
2. Evaluate disclosure obligations as they relate to giving advice to clients over the telephone;
3. Advise clients on securities and managed investment products and services in accordance with Australian Securities and Investments Commission (ASIC) requirements.
4. Demonstrate the various types of communication (both written and verbal) used in business and the different styles of communication required;
5. Evaluate and critically analyse the ethical considerations that relate to financial advice;
6. Apply and appraise knowledge of productive group work to a business workplace situation;
7. Analyse the client's needs and objectives and advise the client on appropriate investment strategies;
8. Apply appropriate regulations, including disclosures, in the giving of financial advice.

Subject Content

Identifying Client Needs and Objectives
 Client Risk Profile
 Legal and Tax Considerations
 Analysing and Developing Recommendations
 Providing Advice
 Providing Ongoing Service
 Providing Advice and Ongoing Service
 Developing Written Business Documents
 Acknowledging Sources
 Ethical Practice in Academia and Business
 Logical Reasoning and Clear Communication in Business
 How to Effectively Work in Groups

Assessment

The following table summarises the standard assessment tasks for this subject. Please note this is a guide only. Assessment tasks are regularly updated, where there is a difference your Learning Guide takes precedence.

Item	Length	Percent	Threshold	Individual/Group Task
Presentation	15 minutes	25	N	Individual
Assignment: Professional Task	2,000 words	25	N	Individual
Final Exam	2 hours	50	Y	Individual

Teaching Periods