FINC 7001 COMMUNICATION AND ETHICS FOR FINANCIAL PLANNERS

Credit Points 10

Legacy Code 201008

Coordinator Julie Knutsen (https://directory.westernsydney.edu.au/search/name/Julie Knutsen/)

Description Students are immersed in an ethical framework in which to practice an array of essential skills required, by financial advisers, to create and maintain professional client adviser relationships. The subject investigates the importance of interpersonal skills and various approaches to dealing with the broad needs of clients - communication, psychological aspects of client decision making, culture and the creation of trust in the adviser -client relationship. This subject also includes professional writing skills, team work, time management, financial literacy and the promotion of professional services.

School Business

Discipline Banking, Finance And Related Fields

Student Contribution Band HECS Band 4 10cp

Check your fees via the Fees (https://www.westernsydney.edu.au/currentstudents/current_students/fees/) page.

Level Postgraduate Coursework Level 7 subject

Equivalent Subjects FINC 7002 - Communication and Ethics for Financial Planner

Incompatible Subjects FINC 7004 - Financial Adviser Skills

Restrictions

Students must be enrolled in program 2793 Master of Financial Planning or 2795 Graduate Certificate in Financial Planning.

Learning Outcomes

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

1. Demonstrate the various types of communication (both written and verbal) used by financial planners;
2. Assess the financial literacy of a client;
3. Evaluate and critically analyse the ethical considerations and implications of trust and culture as they relate to financial planning advice;
4. Apply and apprise appropriate skills and knowledge to work productively in a relevant discipline-related business workplace;
5. Analyse the client�fs needs and objectives and risk types with special reference to decision making psychological and personality profile.

Subject Content

Ethics
Client adviser relationships
The psychological needs and behaviour of clients
Financial literacy
Verbal and written communication
Trust
Culture
Team work
Time management

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.

Type	Length	Percent	Threshold	Individual/ Group Task	Mandatory
Presentation	15 minutes	25	N	Individual	N
Case Study	1,500 words	25	N	Group	N
Final Exam	2 hours	50	Y	Individual	Y

Prescribed Texts

- Taylor, S., and Juchau, R., (Current edition) Financial Planning in Australia: Advice and Wealth Management