

## Wealth Management Advisory: Discretionary and advisory mandates, Lifecycle-oriented financial planning and Behavioral Finance

Training program SAM

Title / Topic	Discretionary and advisory mandates, Lifecycle-oriented financial planning and Behavioral Finance
Target audience	Asset managers
Learning content	The topic Wealth Management Advisory deals with various aspects of the wealth management business. It covers behavior-oriented approaches in the generation of wealth, different investment needs during the course of the life cycle, and business considerations of wealth management activities.
Learning location / Testing location	Fintelligence Online Lernplattform: <a href="https://fintelligence.fintelligence-net.com/">https://fintelligence.fintelligence-net.com/</a>
Learning time	<ol style="list-style-type: none"><li>1. Discretionary and advisory mandates (30 min)</li><li>2. Lifecycle-oriented financial planning (30 min)</li><li>3. Behavioral Finance (80 min)</li><li>4. Learning control (80 min)</li></ol>
Period	2 months
Learning goals	<p><u>Discretionary and advisory mandates</u></p> <p>By studying this module, you achieve the following goals:</p> <ul style="list-style-type: none"><li>• You are familiar with the key aspects of the business with advisory and discretionary mandates.</li><li>• You understand similarities and differences of advisory and discretionary mandates.</li><li>• You understand the circumstances under which the two business models are an appropriate solution for the client.</li></ul> <p><u>Lifecycle-oriented financial planning</u></p> <p>After you have worked through this module,</p> <ul style="list-style-type: none"><li>• you will be familiar with the fundamentals of lifecycle-oriented financial planning,</li><li>• you will be able to describe the phases of lifecycle-oriented financial planning and their characteristics,</li><li>• you will be able to explain the practical implementation of lifecycle-</li></ul>

	<p>oriented financial planning.</p> <p><u>Behavioral Finance</u></p> <ul style="list-style-type: none"> <li>The objective of this module is to become aware of these psychologically driven behaviors, and to learn about practical measures which can be applied to avoid these investment errors. In conversations with their clients, client advisors will be able to identify the biases which drive the perceptions and behaviors of the clients, and to address these in an appropriate way.</li> </ul>
Method	Self-study via interactive e-learning module with discoverable content and videos plus final learning control via online test.
Learning control	Your online self-control test consists of 15 to 20 multiple choice questions. You will pass the test if you reach at least 70% of the maximum score.