

Fit for FinSA

Training programme SAM

Title/Topic	Fit for FinSA
Target audience	Asset manager
Learning content	<p>The 'Fit for FinSA' e-learning suite provides a comprehensive insight into the new Financial Services Act (FinSA) as well as the newly introduced legal requirements for asset managers.</p> <p>It includes client protection, specific client segmentation and profiling, appropriateness and suitability check, as well as principles of code of conduct and documentation obligations. Furthermore, it discusses pre-contractual information obligations, requirements for the Basic information document, and prospectus duty.</p> <p>It also highlights the similarities and differences between FinSA and MiFID II; plus, it illustrates how and when MiFID II applies in Switzerland.</p>
Study place/Testing place	Fintelligence online learning platform: https://fintelligence.fintelligence-net.com/
Learning time	<ol style="list-style-type: none">1. Content and rationale of FinSA (15 min)2. Client protection (20 min)3. Financial services within the scope of FinSA (15 min)4. Client segmentation (60 min)5. Client profiling (60 min)6. Assessment of appropriateness and suitability (60 min)7. Pre-contractual information (20 min)8. Basic information Document and prospectus duty (35 min)9. Execution – codes of conduct for transparency and diligence in client orders (30 min)10. Documentation and accountability (20 min)11. Applicability of MiFID in Switzerland (35 min)12. Assessment (120 min)

Learning objectives

1. Content and rationale of FinSA
 - You understand the goals of FinSA and FinIA.
 - You know about FinSA regulations.
In particular, about organisational obligations and codes of conduct.
 - You are aware of the advantages for the various parties in the financial services industry.
2. Client protection
 - You know about FinSA's overarching objective.
 - You understand how codes of conduct affect client consulting.
 - You know the limitations of investor protection as well as the differences to European guidelines.
3. Financial services within the scope of FinSA
 - You know about the financial services regulated by FinSA and can differentiate them.
4. Client segmentation
 - You are familiar with the different client segments under FinSA.
 - You know which clients are assigned to these segments.
5. Client profiling
 - You understand the importance of the client profile.
 - You are familiar with the process and the details of client profiling and can execute them.
6. Assessment of appropriateness and suitability
 - You understand the background as well as goals of the assessment of appropriateness and suitability.
 - You can differentiate appropriateness from suitability and apply them.
7. Pre-contractual information
 - You know about the information obligations before offering financial services.
 - You will learn about the different information obligations for the various segments of investors.

	<p>8. <u>Basic information document and prospectus duty</u></p> <ul style="list-style-type: none"> • You are familiar with the Basic Information Document (BID) and its crucial components. • You know how to implement these documents in customer care. <p>9. <u>Execution – code of conduct for transparency and diligence in client orders</u></p> <ul style="list-style-type: none"> • You are familiar with the principles on avoiding conflicts of interest, as well as the principles of equal treatment and best possible execution of client orders (best execution). • You are aware of the duty to inform if difficulties arise in the execution of orders. • You recognise conflicts of interest and can respond appropriately. <p>10. <u>Documentation and accountability</u></p> <ul style="list-style-type: none"> • You understand the substantive aspects of the documentation obligation and differences for the various client segments. • You know all the relevant aspects of accountability to clients. <p>11. <u>Applicability of MiFID II in Switzerland</u></p> <ul style="list-style-type: none"> • You know the similarities and differences between FinSA and MiFID. • You know the circumstances under which MiFID and the third-country regime apply in Switzerland.
Method	Self-directed studying via the interactive e-learning module with discoverable content and videos, as well as final assessment via online test.
Assessment	Your online self-assessment test contains 25 to 30 multiple-choice questions. You pass the test when you reach at least 70% of the maximum score.