



INTUITION FINANCIAL SERVICES KNOW-HOW

IBF-STTS & FTS, FAA/SFA CPD Accredited Online Learning

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IBF-STS Programme (Skills Framework)

Private Wealth Management Online Learning Course

Private wealth management is the professional provision of specialist financial and banking support to affluent high net worth individuals (HNWIs). Private bankers and wealth managers help their clients to preserve and grow their wealth and assist them with their estate planning and philanthropy. They also provide their clients with basic banking and credit facilities in the ordinary course of their business, as well as access to an array of investment products.

This course describes the business of private wealth management in detail, covering topics such as:

- The development of the industry in recent times and the key business drivers today
- The different types of wealth management client, including ultra-HNWIs and their families, as defined by the wealth “pyramid”
- Client needs and associated risk appetites that drive investing behavior and processes
- The challenges associated with managing the relationships in a client portfolio, including winning new clients while simultaneously retaining and/or growing business from existing clients
- The importance of trust between wealth managers and their clients, and the benefits of trust for both parties
- The role of behavioral finance in understanding the motives and actions of private clients, and the behavioral biases that lead to suboptimal investment decisions
- The key compliance issues in the private wealth industry today, including the customer and employee due diligence process, codes of conduct, investment suitability, and responsible lending

Learner Profile

This course is designed in particular for new recruits to the private banking and wealth management industry as well as incumbent private client executives and relationship managers. It will also be useful for product specialists looking for a broader view of the business, non-client facing personnel requiring an understanding of the business they support, and high net worth and other wealthy individuals.

Tutorial Listing

Private Wealth Management – Clients	75 minutes
Private Wealth Management – Ultra-HNWIs & Family Offices	75 minutes
Private Wealth Management – Client Investment & Wealth Allocation	75 minutes
Private Wealth Management – Client Acquisition & Relationship Management	75 minutes
Private Wealth Management – Becoming a Trusted Advisor	75 minutes
Private Wealth Management – Credit & Lending Services	75 minutes
Private Wealth Management – Scenario	45 minutes
Total Tutorial Duration (7 Tutorials)	495 minutes (8.25 hours)
Private Wealth Management Online Learning – Assessment	60 minutes
Total Course Duration	9 hours

Tutorial Overviews here:

https://www.intuitionapac.com/resources/ck/files/Intuition_Private%20Wealth%20Mgmt%20Online%20Learning_Course_STS_FINAL.pdf

IBF-Financial Training Scheme (FTS) Programme

Business of Banking & Finance Course – Part 1 & 2

Banks and other financial institutions play a vital role in both the economy and society as a whole. This was demonstrated in no uncertain terms by the global financial crisis when their stability – or instability in this case – had very real effects not only on the financial markets, but the broader real economy and the individuals and entities that form part of it.

The pivotal position of banks in particular revolves around the importance of “moving money” and banks’ role as intermediaries in this process. But the fundamental nature of their role as intermediaries in the financial system should not mask the fact that banks are highly complex institutions, with many interrelated parts.

This course provides an overview of the banking and financial industry as a whole, incorporating detailed coverage of the role of investment banks, consumer/retail banks, pension/retirement funds, and insurance companies.

Learner Profile

This course is designed in particular for new recruits to the banking industry, but more senior personnel seeking to better understand or refresh their knowledge on the role and function of modern banking institutions may also find the course useful.

Tutorial Listing – Part 1

Banking – Primer	10 minutes
Business of Investment Banking	60 minutes
Business of Corporate Banking	60 minutes
Business of Consumer (Retail) Banking	60 minutes
Digital Banking	60 minutes
Shadow Banking	60 minutes
Total Course Duration (6 tutorials)	310 minutes (5 hours)

Tutorial Overviews here:

https://www.intuitionapac.com/resources/ck/files/Business%20of%20Banking%20and%20Finance%20Course_Part%201.pdf

Tutorial Listing – Part 2

Business of Asset Management	60 minutes
Business of Wealth Management	60 minutes
Business of Pensions & Retirement	75 minutes
Business of Insurance	60 minutes
Total Course Duration (4 tutorials)	255 minutes (4 hours)

Tutorial Overviews here:

https://www.intuitionapac.com/resources/ck/files/Business%20of%20Banking%20and%20Finance%20Course_Part%202.pdf

IBF-Financial Training Scheme (FTS) Programme

Banking Risk Management Online Course

A healthy banking sector is crucial to the health of a developed economy. The very business of banking involves managing risk and the global financial crisis highlighted the damage that poor risk management can cause to both individual banks and the overall financial system. While there is nothing new about bank risk (banks have been failing since they were invented), something clearly went awry as the events of the crisis testify.

This course describes banking risk management in a post-crisis world. Topics covered include:

- The definition of risk in the context of banking
- Key risk concepts such as risk capacity, risk appetite, risk tolerance, and risk exposure
- The main criteria for successful risk management and the difference between top-down and bottom-up risk management
- The main risk types and how they influence the risk management framework
- Key risk measures and the benefits and issues associated with their use
- Risk modeling, model risk, and data quality issues
- The relationship between business strategy and risk and the importance of aligning risk appetite with strategy
- The stages in the risk decisioning process and how such decisions can impact risk exposure
- The difference between “originate-to-hold” and “proactive” approaches to managing risk
- The various tools and techniques that banks use for assessing and managing/mitigating risk
- Stress testing
- Risk reporting, from the perspective of both internal reports and external/regulatory reports

Learner Profile

This course is aimed primarily at those working in a commercial/wholesale banking environment where risk assessment and credit approval is based on objective and subjective analysis and experience. However, much of the material is sufficiently generic to be relevant to retail/consumer/SME banking businesses as well.

Tutorial Listing

Risk – Primer	6 minutes
Risk Management – An Introduction	75 minutes
Risk Management – Risk Types & Measurement	45 minutes
Risk Management – Risk Modeling	30 minutes
Risk Management – Business Strategy & Risk Decision-Making	50 minutes
Risk Management – Tools & Techniques	60 minutes
Risk Management – Reporting	60 minutes
Total Course Duration (7 tutorials)	326 minutes (5 hours)

Tutorial Overviews here:

<https://www.intuitionapac.com/resources/ck/files/Banking%20Risk%20Management%20Online%20Course.pdf>

IBF-Financial Training Scheme (FTS) Programme

Banking Risk Management – Stress Testing Course

The global financial crisis damaged the reputation of some risk measurement techniques, including stress testing. But the response by banks and regulators was not to abandon stress testing, but instead to strengthen and extend it.

This course describes how the practice of stress testing has developed within banking risk management in recent times and highlights its importance today. It also addresses the different types of stress test in terms of both institutional and regulatory contexts and focuses on these challenges as well as the different types of stress test based on risk type.

Learner Profile

This course is aimed primarily at those working in a commercial/wholesale banking environment where risk assessment and credit approval is based on objective and subjective analysis and experience. However, much of the material is sufficiently generic to be relevant to retail/consumer/SME banking businesses as well.

Tutorial Listing

Stress Testing – An Introduction	75 minutes
Stress Testing in Practice	60 minutes
Total Course Duration (2 tutorials)	135 minutes (2 hours)

Tutorial Overviews here:

<https://www.intuitionapac.com/resources/ck/files/Banking%20Risk%20Management%20-%20Stress%20Testing%20Course.pdf>

IBF-Financial Training Scheme (FTS) Programme

Operational Risk Management Online Course

Operational risk is not new – it has existed ever since the first bank opened its doors for business. What is relatively new, however, is how modern-day financial institutions manage this risk type. Operational risk management has evolved into a discipline in its own right with specialized personnel, policies, procedures, reporting, measurement techniques, and related technology.

This course covers topics such as:

- The various categories and subcategories of operational risk
- The key components of the risk management framework for operational risk, including the "Three Lines of Defense" (3LoD) model
- The measurement of operational risk, including regulatory capital calculations
- The purpose of operational risk reports and the different types of report produced
- The use of risk and control self-assessments (RCSAs) to identify operational risk
- The role of risk ratings in assessing operational risk
- The use of heat maps to present operational risks in a visual format
- The importance of KRIs and other key indicators in monitoring operational risk
- The contents of a risk register and its limitations as a monitoring tool
- The role of loss data in identifying, managing, and monitoring operational risk
- The key lessons learned from high-profile operational risk failures
- The main emerging risks that banks are facing and their potential impact

Learner Profile

This course is aimed primarily at new recruits working in a commercial/wholesale banking environment. More experienced personnel looking for a refresher on the management and measurement of operational risk may also find the course useful.

Tutorial Listing

Operational Risk – An Introduction	75 minutes
Operational Risk – Measurement & Reporting	60 minutes
Operational Risk Management – Tools & Techniques	60 minutes
Operational Risk Management – Developments & Emerging Risks	75 minutes
Total Course Duration (4 tutorials)	270 minutes (4.5 hours)

Tutorial Overviews here:

https://www.intuitionapac.com/resources/ck/files/Operational%20Risk%20Management%20Online%20Course_2020.pdf

IBF-Financial Training Scheme (FTS) Programme

Life of a Trade Online Course

Without the efficient processing and management of a trade throughout its life, the trade would be pointless in the first place. In reality, for a trade to take place, significant planning and follow-up is required. Therefore, a deeper understanding of trading requires understanding the entire trade lifecycle – the sequence of events that occurs and processes that are implemented when a trade takes place.

This course describes the trade lifecycle in detail, covering topics such as client onboarding and other pre-trade activities, trade execution and capture, trade clearing and settlement, and ongoing position and risk management. The course also includes an interactive scenario that shows the trade lifecycle in action, exploring how various concepts are used in practice from the pre-trade execution stage through to ongoing position and risk management.

Learner Profile

This course is designed in particular for new recruits to banks and other financial institutions as well as operations and support staff in these institutions. It will also be useful for any other personnel looking to refresh their knowledge of the end-to-end lifecycle of a trade in today's markets.

Tutorial Listing

Life of a Trade – An Introduction	60 minutes
Life of a Trade – Pre-Trade	60 minutes
Life of a Trade – Execution	60 minutes
Life of a Trade – Clearing & Settlement	60 minutes
Life of a Trade – Ongoing Position & Risk Management	60 minutes
Life of a Trade – Scenario	45 minutes
Total Course Duration (6 tutorials)	345 minutes (5.5 hour)

Tutorial Overviews here:

<https://www.intuitionapac.com/resources/ck/files/Life%20of%20a%20Trade%20Online%20Course.pdf>

IBF-Financial Training Scheme (FTS) Programme

Contracts for Difference & Technical Analysis Online Course

Contracts for Difference (CFDs)

Contracts for difference are a popular form of derivatives trading in some jurisdiction. A CFD is a leveraged product that enables traders to receive almost all the benefits of owning a stock or other underlying security, without actually owning it.

Learner Profile

This course is aimed primarily at new recruits to banking and other financial institutions, in addition to support staff looking to expand their knowledge of CFDs. More experienced personnel may also find the course useful if they wish to improve or update their knowledge.

Tutorial Description

On completion of this tutorial, you will be able to:

- Recognize how a CFD works
- Identify the underlying securities used for CFDs
- Illustrate how a CFD can be used to take a leveraged position
- List the various advantages and disadvantages of CFDs

Technical Analysis

This course describes in detail the area of technical analysis, which is the study of historical market price action to predict future price movements and trends. It covers topics such as:

- The history and development of technical analysis, including some of the key tenets from Dow theory that laid the foundations for modern technical analysis
- The four main types of chart used in technical analysis (line charts, bar charts, candlestick charts, and point and figure charts)
- The use of trend lines and trend channels to confirm the direction of market prices and identify trade entry and exit levels
- The importance of Fibonacci retracement levels & Elliot wave theory in the world of technical analysis
- The techniques used by technical traders when executing trend-following and mean-reverting strategies
- The use of risk management and algorithmic trading strategies by technical traders

Learner Profile

This course is aimed primarily at new recruits to banks and other trading institutions, in addition to support staff looking to expand their knowledge of technical analysis tools and techniques. More experienced personnel may also find the course useful if they wish to improve or update their knowledge.

Tutorial Listing

Contracts for Difference (CFDs)	45 minutes
Technical Analysis – An Introduction	50 minutes
Technical Analysis – Fibonacci Analysis & Elliot Wave Theory	40 minutes
Technical Analysis – Trend-Following Strategies	60 minutes
Technical Analysis – Mean-Reverting Strategies	60 minutes
Technical Analysis – Other Strategies	50 minutes
Total Course Duration (6 tutorials)	305 minutes (5 hours)

Tutorial Overviews here:

<https://www.intuitionapac.com/resources/ck/files/Contracts%20for%20Difference%20%26%20Technical%20Analysis%20Online%20Course.pdf>

IBF-Financial Training Scheme (FTS) Programme

Quantitative Trading Online Course

Quantitative trading is a subset of the broader topic of quantitative finance and covers all aspects of using mathematical methods in trading markets. In today's world, this generally means using computers to perform the necessary calculations and often the trading itself. This course covers the key aspects of quantitative trading, including:

- The definitions and terminology associated with the business of quantitative trading
- The quantitative trading techniques used by both buy-side and sell-side firms and how differing business models and needs influence the use of different techniques
- The evolution and development of algo trading, and some of the most popular trading algos used in the market
- The role of arbitrageurs and high frequency traders in today's markets, including how they use quantitative techniques and technology to profit from the market

Learner Profile

This course is aimed primarily at new recruits working in a trading environment in banks, asset management firms, and other financial institutions, in addition to technology and support staff looking to expand their knowledge of the tools and techniques used in the quants trading world. More experienced personnel may also find the course useful if they wish to improve or update their knowledge.

Tutorial Listing

Quantitative Trading – An Introduction	45 minutes
Quantitative Trading – Sell-Side	60 minutes
Quantitative Trading – Buy-Side	60 minutes
Quantitative Trading – Algorithmic Trading	60 minutes
Quantitative Trading – Arbitrage & HFT	45 minutes
Total Course Duration (5 tutorials)	270 minutes (4.5 hours)

Tutorial Overviews here:

<https://www.intuitionapac.com/resources/ck/files/Quantitative%20Trading%20Online%20Course.pdf>

IBF-Financial Training Scheme (FTS) Programme

Online learning tutorials:

Introduction to Financial Markets

Tutorial Title	FTS CPD Hour	Duration (mins)
Financial Markets - An Introduction	1	75
Money Markets - An Introduction	1	75
Foreign Exchange (FX) Market - An Introduction	1	60
Bond Markets - An Introduction	1	75
Equity Markets - An Introduction	1	75

Economic Analysis

Tutorial Title	FTS CPD Hour	Duration (mins)
Economic Analysis - Labor Market Indicators	1	60
Economic Analysis - Monetary Policy	0.5	50
Economic Analysis - Fiscal Policy Analysis	1	60
Economic Analysis - Inflation Indicators	1	60
Economic Analysis - Inflation - An Introduction	1	60
Economic Analysis - GDP - An Introduction, and Fiscal Policy Analysis	2	120
Economic Analysis - Employment & Unemployment - An Introduction, and Labor Market Indicators	1.5	105

Introduction to Derivatives

Tutorial Title	FTS CPD Hour	Duration (mins)
Forwards & Futures - An Introduction	1	60
Introduction to Derivatives - Options - An Introduction	1	60
Introduction to Derivatives - Swaps - An Introduction	1	60
Derivatives - An Introduction	0.5	50

Market Risk Management

Tutorial Title	FTS CPD Hour	Duration (mins)
Market Risk - Measurement	1	60

IBF-Financial Training Scheme (FTS) Programme Compliance Suite – FAA/SFA Core CPD

Online learning relevant to Rules & Regulation

- Anti-Bribery & Corruption (ABC) in Asia – 1 hour (FTS, FAA/SFA – P200715YJU)
- Conflicts of Interest – 1.5 hour (FTS, FAA/SFA – P190916HVL)
- FATCA – 1 hour (FTS, FAA/SFA – P200715TJY)
- Financial Authorities (Singapore) – 0.5 hour (FTS, FAA/SFA – P190909WCB)
- Financial Regulation – An Introduction – 1 hour (FTS, FAA/SFA – P200629HZC)
- Singapore Anti-Money Laundering (AML) – 1.5 hour (FTS, FAA/SFA – P200225DHQ)
- Singapore Personal Data Protection Act (PDPA) – 1 hour (FTS, FAA/SFA – P200312ARU)

Tutorials in the pipeline:

- Ethics & Integrity **In the pipeline*

**Intuition Financial Services
Online Learning**

Compliance Suite

- Anti-Money Laundering
- PDPA
- Anti-Bribery & Corruption
- Rules & Regs

IBF FAA/SFA Accredited to fulfil 6 Core CPD Hours:

- Anti-Bribery & Corruption (ABC) in Asia – 1 hour
- Conflicts of Interest – 1.5 hour
- FATCA – 1 hour
- Financial Authorities (Singapore) – 0.5 hour
- Financial Regulation – An Introduction – 1 hour
- Singapore Anti-Money Laundering (AML) – 1.5 hour
- Singapore Personal Data Protection Act (PDPA) – 1 hour
- Ethics & Integrity **In the pipeline*

IBF FTS-Eligible for Funding:
This programme is approved for listing on the Financial Training Scheme (FTS) Programme Directory and is eligible for FTS claims subject to all eligibility criteria being met. The FTS is available to eligible entities, at a 50% funding level of programme fees subject to all eligibility criteria being met. FTS claims may only be made for programmes listed on the FTS Programme Directory with the specified validity period.
<https://www.ibf.org.sg/programmes/Pages/IBF-FTS.aspx>

Compliance tutorials overview:

https://www.intuitionapac.com/resources/ck/files/Intuition%20Compliance%20Suite_Tutorial%20Overview_Sept2020.pdf

ABOUT INTUITION

OUR SERVICES

Intuition is a truly international, professional education business with a proven track record in developing learning solutions for Fortune 500 organizations around the world. We are highly attuned to our clients, sensitive to the requirements of globalized businesses, as well as their local needs. Intuition is unique in having real expertise and competence in all areas of learning design and delivery, as well as deep domain knowledge in financial services – providing our banking clients with complete end- to-end solutions.

OUR GLOBAL PRESENCE

Established in 1985 and headquartered in Dublin, Intuition has sales and client service locations in London, Abu Dhabi, New York, Hong Kong, and Singapore. Intuition’s global presence allows us to support our clients’ needs across all regions with Learning

Consultants, Subject Matter Experts, Instructional Designers, and Project Managers located worldwide.

OUR EXPERTISE

Our expert consultants and faculty are selected to meet Intuition’s high standards, both in practice and financial industry experience. With a wealth of finance-specific knowledge, all our instructors hold a combination of recognized qualifications, facilitation experience, and senior-level corporate backgrounds.

OUR RELATIONSHIP WITH YOU

We work in different ways with different clients. With all of our clients, we like to be a trusted, collaborative co-worker. In other words, we will work with you to figure out what the best way forward is. Whether it’s a standalone intervention or a fully integrated, end-to-end solution, we help you decide on the right fit for your business.

OUR COLLABORATION WITH YOU

Today, there are many solutions and technologies at our fingertips to bring about learning and change: short videos, distributed learning, mobile learning, instructor-led workshops, knowledge portals, eLearning modules, game-based learning... but we pride ourselves on never being in thrall to the medium. It is always about choosing the best solutions for individual needs and balancing the entire system of resources in a way that provides greater support overall. So when you have any learning requirements in the future, talk to us at apacinfo@intuition.com or contact us at <https://www.intuitionapac.com>. We look forward to hearing from you.

INTUITION PERSPECTIVE APP

Intuition shows you what’s next in professional learning. Tap the Intuition Perspective app to access free weekly articles & updates written by our senior consultants.

