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## Executive Summary

Qualification	FETC: Wealth Management
Qualification ID	57917
NQF Level	4
Minimum Credits	150
Duration	1 Year
Field	Field 03 - Business, Commerce and Management Studies
Subfield	Finance, Economics and Accounting
ETQA	INSETA
Purpose	The FETC: Wealth Management is a generic Qualification in the management and creation of wealth that builds the introductory knowledge, skills attitudes and values required for learners to operate ethically and responsibly as Intermediaries and Administrators, and to respond to the challenges of the economic environment and the changing nature of the highly regulated Financial Services Industry.

	<p>It is designed to meet the needs of learners in a variety of positions including Trustees and Principal Officers of retirement funds and medical schemes and Trainee Financial Planners.</p>
Entry Requirements	<p>Communication and Mathematical Literacy at NQF Level 3.</p>



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## Exit Level Outcomes

1. Carrying out basic research tasks and applying literacy and numeracy skills to analyse, interpret and evaluate information from a range of sources related to the creation or management of wealth.
2. Managing personal finances.
3. Applying knowledge of economics, the financial services industry, legislation, ethics and compliance in a Wealth Management environment/situation.

## The KLM Empowered X-Perience



### X-Ploration

For each of the SIX integrated learning blocks, learners explore content on their own before engaging with others. Guided by self-study plans and diagnostic self-assessment, they formulate their own insights to share.



### X-Tension

Workplace application assignments allow learners to put their new learning to use on the job. Under the guidance of mentors, and with access to performance and wellness support, learners hone their skills and add value.



### X-Citement

Learners receive a welcome letter and an X-Perience Map detailing the flow of their qualification. An orientation session helps them to understand the benefits and career options linked to the qualification.



### X-Change

Learners attend facilitator-led sessions, either in class or online, to share their learning and refine their skills in a safe environment. Collaborative activities and peer feedback build learning synergy and allow learners to master specific skills.



### X-Cellence

Each learner's progress is measured against learning outcomes through formative and summative assessment. Final examinations and presentations are used to obtain an accurate picture of overall understanding and mastery of the content.

# Learning Blocks

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## Literacy

ID	Unit Standard Title	Level	Credits
119472	Accommodate audience and context needs in oral/signed communication	3	5
119457	Interpret and use information from texts	3	5
119467	Use language and communication in occupational learning programmes	3	5
119465	Write/present/sign texts for a range of communicative contexts	3	5
119462	Engage in sustained oral/signed communication and evaluate spoken/signed texts	4	5
119469	Read/view, analyse and respond to a variety of texts	4	5
119471	Use language and communication in occupational learning programmes	4	5
119459	Write/present/sign for a wide range of contexts	4	5
Total			40

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## Numeracy

ID	Unit Standard Title	Level	Credits
9015	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems	4	6
9016	Represent analyse and calculate shape and motion in 2-and 3-dimensional space in different contexts	4	4
7468	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	4	6
Total			16

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## Financial Literacy

ID	Unit Standard Title	Level	Credits
117127	Describe and apply the basic principles of personal income tax	4	3
117156	Interpret basic financial statements	4	4
117158	Investigate ways of managing financial risk in own lives	4	5
Total			12

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## Carrying out basic research tasks and applying literacy and numeracy skills to analyse, interpret and evaluate information from a range of sources related to the creation or management of wealth

ID	Unit Standard Title	Level	Credits
-114960	Investigate the need to provide financially for own retirement	3	3
243133	Analyse current events reported in the media that could impact on wealth management	4	10
243134	Investigate the range of options available for wealth management	4	5
Total			18

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## Managing personal finances

ID	Unit Standard Title	Level	Credits
114970	Manage risk in own life	3	3
Total			3

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## Applying knowledge of economics, the financial services industry, legislation, ethics and compliance in a Wealth Management environment/situation

ID	Unit Standard Title	Level	Credits
117132	Explain basic economics	3	3
243144	Explain the structure of the financial services industry in South Africa	3	4
242655	Demonstrate knowledge and application of ethical conduct in a business environment	4	4
243153	Explain basic investment principles	4	4
243142	Explain Capital Markets and Capital Market Instruments	4	2
243148	Explain Equity Markets and equity market instruments	4	2
243154	Explain money markets and money market instruments	4	2
242593	Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients	4	3
Total			24

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## Electives (37 Credits)

ID	Unit Standard Title	Level	Credits
114956	Describe funeral insurance	3	2
119478	Analyse the different products available in the Long-term Insurance industry and the benefits of each	4	5
117126	Apply knowledge and insight into aspects of the Long Term Insurance Act, Act 52 of 1998	4	2
117121	Apply knowledge and insight into the Short Term Insurance Act (No 53 of 1998) and the accompanying regulations	4	3
120022	Apply knowledge and understanding of personal accident insurance	4	2
119676	Apply the skills of customer care in a specific work environment	4	4
242584	Demonstrate knowledge and understanding of the Financial Advisory and Intermediary Services Act 2002 (FAIS) (Act 37 of 2002) as it impacts on a specific financial services sub-sector	4	2
120124	Demonstrate knowledge of insurable risk	4	3
243137	Demonstrate skills and techniques required to build a relationship with a client in a financial services environment	4	3
117241	Develop a business plan for a small business	4	5
117244	Investigate the possibilities of establishing and running a small business enterprise (SMME)	4	3
119261	Describe the control of fraud in Long-term Insurance	4	3