Executive Summary

Qualification	NC: Wealth Management
Qualification ID	66611
NQF Level	5
Minimum Credits	120
Duration	1 Year
Field	Field 03 - Business, Commerce and Management Studies
Subfield	Finance, Economics and Accounting
ETQA	INSETA
Purpose	The purpose of the National Certificate: Wealth Management Level 5 is to build the knowledge and skills required by employees in Wealth Management who have achieved a Qualification equivalent to NQF Level 4, preferably in a Financial Services related field, and are ready to study at Level 5. It is intended to empower learners to acquire knowledge, skills, attitudes and values required to operate ethically and responsibly in the highly regulated Financial Services environment

	and to respond to the challenges posed by the changing nature of the Financial Services Industry. It should add value to the qualifying learner in terms of enrichment of the person, status, licensing and recognition.
Entry Requirements	Learners should be competent in Communication and Mathematical Literacy at NQF Level 4.

klm EMPOWERED

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Exit Level Outcomes

1. Gathering, analysing, synthesising and evaluating information, manipulating and interpreting data and identifying trends, communicating information coherently in writing and verbally, and showing insight into current affairs in the Financial Services sector.

2. Apply knowledge of economics, investment practices, tax and other financial information to match the needs of clients to financial products.

3. Applying knowledge of legislation, ethics, and compliance in the context of the financial services sector in South Africa.

The KLM Empowered X-Perience

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-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-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-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-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

1 The Nature of the Financial Services Sector

ID	Unit Standard Title	Level	Credits
230071	Apply basic economic principles to the financial services sector	5	5
120075	Demonstrate insight into current affairs in the Financial Services sector	5	10
230075	Demonstrate knowledge and insight into the changing nature of the financial services industry and its consumers	5	6
		Total	21

2 Financial Decision Making

ID	Unit Standard Title	Level	Credits
119997	Demonstrate knowledge and understanding of risk in a Financial Services environment	5	5
230077	Describe the financial life cycle of an individual and how this influences financial decisions	5	8
230070	Present an informed argument on a current issue in a business sector	5	5
		Total	18

3 The Principles of Ethics

ID	Unit Standard Title	Level	Credits
230078	Apply the principles of ethics to a business environment	6	10
		Total	10

4 Financial Advice and Solutions

ID	Unit Standard Title	Level	Credits
242594	Apply knowledge of the different asset classes in order to give financial advice	5	4
242573	Determine the needs and wants of an entity in order to propose an appropriate financial solution	5	4
242574	Present a proposal to optimise the tax aspects of the wealth management of an entity	5	4
		Total	12

5 Financial Risks

ID	Unit Standard Title	Level	Credits
242601	Apply a researched trend to individual financial risk	5	5
242580	Apply scenario planning to explain potential risk in a specified financial services context	5	6
242554	Research information in order to assist in conducting a financial risk assessment	5	7
		Total	18

Electives (41 Credits)

ID	Unit Standard Title	Level	Credits
117129	Apply the regulations for disclosure that are required as part of the financial sales process	4	2
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
242593	Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients	4	3
242567	Analyse the product design/structure of different medical schemes to evaluate the benefits of each scheme	5	5
242590	Apply knowledge and skill to explain the application of structured long term insurance portfolios	5	6
242603	Apply knowledge of estate planning to propose a financial solution for a specific client	5	8
242613	Apply technical knowledge and skill to advise an individual on planning for retirement	5	5
242562	Demonstrate knowledge and understanding of the fundamental principles of risk finance in order to propose an insurance solution	5	5
242564	Apply knowledge and insight to structure and implement a retirement fund for an organisation	6	8
242571	Apply knowledge of health economics to make an informed decision	6	3
242597	Apply technical knowledge and skill to advise business entities on insurance and group retirement benefits	6	5
242572	Evaluate the relevant performance of a Fund/Portfolio Manager	6	5
230073	Explain how the life cycle of a business entity affects investment and insurance decisions	6	6
242557	Research theories of behavioural economics and behavioural finance to explain the influence of emotion on financial decisions	6	4