

**COURSE SPECIFICATION DOCUMENT**

<b>Academic School/Department:</b>	Business and Economics
<b>Programme:</b>	BA (Hons) Finance and Investment
<b>FHEQ Level:</b>	6
<b>Course Title:</b>	Wealth Management
<b>Course Code:</b>	FNN 6415
<b>Course Leader:</b>	Ivan Cohen
<b>Student Engagement Hours:</b>	120
Lectures:	30
Seminar / Tutorials:	15
Independent / Guided Learning:	75
<b>Semester:</b>	once per academic year
<b>Credits:</b>	12 UK CATS credits 6 ECTS credits 3 US credits

**Course Description:**

This course is designed to enable students to build upon the knowledge gained in the prerequisite courses to be able to analyse in-depth the specific services offered by a wealth management company or division of a bank. They will learn the various methods and techniques necessary for the complex financial planning required by clients of significant net worth.

**Prerequisites:**

**FNN 5205, FNN 6210**

**Aims and Objectives:**

- Explain the underlying theory and practice of wealth management, including relationship management
- Critically analyze and evaluate the role played by wealth management within the financial system
- Apply the tools of financial asset allocation (portfolio theory, fundamental and technical analysis) to constructing a wealth management portfolio
- Devise a bespoke portfolio based on a client profile.

**Programme Outcomes:**

A2, B1, B2, D1, D2, D4, D5

A detailed list of the programme outcomes are found in the Programme Specification.

This is located at the archive maintained by the Academic Registry and found at:

<http://www.richmond.ac.uk/content/academic-schools/academic-registry/program-and-course-specifications.aspx>

**Learning Outcomes:**

By the end of this course, successful students should be able to:

- Understand the underlying rationale for wealth management, including relationship management
- Be able to demonstrate a knowledge and understanding of the services of wealth management: brokerage, financial and tax planning, and international and private banking
- Be able to apply the tools of financial analysis to risk management and portfolio construction
- Be able to design and critically assess a bespoke portfolio with reference to market indices and empirical evidence

**Indicative Content:**

- Client identification and analysis
- Needs analysis and relationship management
- Wealth management products and services
- Portfolio and risk management: strategies, risk analysis and portfolio theory
- The regulatory environment
- Tax and taxation planning
- Contemporary issues in wealth management

**Assessment:**

This course conforms to the Richmond University Standard Assessment Norms approved at Academic Council on June 28, 2012.

**Teaching Methodology:**

This upper-level course will be taught using formal class room lectures and seminars/discussions. Full use and application of material from the prerequisites is crucial for student success. Full use of IT, especially Excel™ is key to successful completion of the course. Students are expected to possess a decent financial calculator for in-class calculations.

**Bibliography:**

See syllabus for complete reading list

***IndicativeText(s):***

- Butler, Jason (2011) *FT Guide to Wealth Management: How to Plan, Invest and Protect Your Financial Assets*. FT/Prentice Hall
- Gibson, Roger C. (2008) *Asset Allocation: Balancing Financial Risk, fourth edition*. McGraw-Hill
- Maude, David (2006) *Global Private Banking and Wealth Management*. Wiley
- Pompian, Michael (2009) *Advising Ultra-Affluent Clients and Family Offices*. Wiley

***Journals***

Journal of wealth management  
Journal of portfolio management  
Journal of financial planning

***Web Sites***

[www.ft.com](http://www.ft.com)

[www.economist.com](http://www.economist.com)

Please Note: The core and the reference texts will be reviewed at the time of designing the semester syllabus

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Change Log for this CSD:

Major or Minor Change?	Nature of Change	Date Approved & Approval Body (School or AB)	Change Actioned by Academic Registry
Minor	Updated Programme Outcomes	School: 11.11.16	