

Private Client Investment Advice & Management



Private Client Investment Advice & Management (PCIAM) has been designed to enable existing authorised practitioners to demonstrate their broad understanding of the principles of private client investment advice, within the context of the current regulatory environment.

You will be able to structure a suitable portfolio, selecting from a range of financial products, which meets client objectives and is based on the key principles of know your customer. You will also be able to undertake regular portfolio reviews and evaluations to ensure continued adherence to client objectives.

This qualification is accredited at EQF Level 6.

Who should take the PCIAM?

The stand-alone Qualification in Private Client Investment Advice & Management is specifically aimed at existing authorised advisers or advisers who already hold a benchmark retail qualification.

Key Facts

- ◇ Real situations and issues contained in the syllabus
- ◇ Provides a sound grounding in investment principles and risk, and taxation planning
- ◇ Free CISI Student membership - become associated with a chartered professional body and take advantage of an extensive range of benefits
- ◇ MCSI designatory letters - you will be eligible to apply for MCSI membership of the Institute upon successful completion of the qualification

Studying for the PCIAM

- ◇ Candidates are advised to allocate approximately 200 hours to prepare for the exam.
- ◇ The award is achieved by successfully passing one three-hour written exam.
- ◇ The fee covers the registration, the exam entry, a copy of the pdf workbook and one year student membership.

Assessment

A three-hour written exam comprising:

- Section A:** Ten compulsory short-answer questions; 40% of the marks
- Section B:** One essay from a choice of three; 20% of the marks
- Section C:** One compulsory question based on a case study; 40% of the marks

PCIAM examinations are held twice a year, and are assessed by written exam.

Syllabus Summary

- ◇ Financial Advice within a Regulated Environment
- ◇ Investment Taxation
- ◇ Trust and Trustees
- ◇ Principles of Finance Advice
- ◇ Financial Instruments and Products