



APPLIES TO ACADEMIC YEAR 2014/2015

SFU 1001 Supplementary Course for AFR-authorized advisers - RE-SIT EXAMINATION

Programme

Bachelor of Management, Banking and Insurance, Single courses

Responsible for the course

Dag Jørgen Hveem

Department

Department of Accounting - Auditing and Law

Term

According to study plan

ECTS Credits

30

Language of instruction

Norwegian

Introduction

The course enables you to further develop the competence you have acquired through the authorization for financial advisers and provides further competence within the main topics of personal financial planning and law, finance and macroeconomics. The course offers practice in applying knowledge within the various topics, in particular in connection with the mandatory project paper in which the candidate shall study practical problems from his/her own work experience. The course may be included in a Bachelor of Management degree.

Please note that this course overlaps entirely or partially with other courses. It overlaps with SFU 0690 Personal Financial Planning and Legal Consequences I and SFU 2900/1412 Saving and Asset Allocation. For students planning to take a bachelor's degree it is important to be aware that overlapping courses cannot be included in the degree, cf. UHL § 3-5.

Learning outcome

Acquired knowledge

- Gain an insight into personal finance problems related to various life phases and customer situations
- Gain a deeper insight into relevant legal problems relating to personal finance counselling.
- Gain an understanding of the stock and bonds market
- Gain an insight into models for financial advice and for calculating return and risk for financial products and portfolios
- Understand the structure of various financial products such as bank savings, investments in the interest and stock market, insurance saving and structured products
- Gain an insight into macroeconomics concepts and mechanisms, including an insight into how financial policy affects macroeconomic variables
- Gain an improved awareness of ethical dilemmas related to the various subject areas and an understanding of the trade standard "Good adviser practice"

Acquired skills

- Be able to explain the significance of important legal issues with a focus on inheritance, gifts and tax, marriage and non-marital cohabitation, minors, guardians and the county administrator
- Be able to advise customers on legal issues relating to inheritance, gifts and tax, marriage and non-marital cohabitation, minors, guardians and the county administrator
- Be able to explain which factors affect the return on various products in the finance market and to quantify fluctuations
- Be able to advise customers on financial issues relating to choice of products and portfolios and to follow the legal requirements to such advice
- Be able to explain the characteristics of financial products in terms of return, risk, time horizon and cash position
- Be able to explain the main macroeconomic contexts that are relevant for decisions in the private market
- Be able to advise on the main macroeconomic contexts on which financial advice for the private market are based
- Be able to explain various national accounts figures
- Be able to apply information from the Central Bank of Norway and Statistics Norway for improving own competence
- Be able to meet the law's requirements for advice on investments and handling of customer relationships.

Reflection

- Create awareness around the role of personal finance counsellor in terms of customers and own organization
- Create a will for openness around issues that are important for the customer's choice of solutions in private finance questions
- Create awareness around the balance between own interests, the employer's interests and the customer's interests in

terms of the trade standard for good adviser practice and norms drawn up by legislation and case law.

Prerequisites

Must have passed the exam for Authorized financial adviser. It's also an advantage to have trade experience.

Compulsory reading

Books:

Alm, Kristian. 2012. Yrkesetikk : utfordringer for næringsliv og finans. Universitetsforlaget.
Engh, Jone. 2009. Finansrådgivers ansvar og plikter. Cappelen akademisk
Gavelin, Lars, Erik Sjøberg. 2012. Finansiell økonomi i praktiken. 2. oppl. Studentlitteratur
Hveem, Dag Jørgen ... [et al.]. 2010. Personlig økonomi 2013/2014. Cappelen akademisk. (utvalgte deler)
Synnestvedt, Terje. 2010. Makroøkonomi for finansielle rådgivere. 2. utg. Zigma Forlag

Collection of articles:

Gynnild, Eldrid.. 2010. Artikkelsamling i Finans.. BI Bank og Forsikring
Synnestvedt, Terje. 2012. Artikkelsamling i makroøkonomi.. BI Bank og forsikring

Other:

2012. Produktgrupper. Kompendium i produktgrupper. BI Bank og Forsikring
Engh, Jone. 2013. Kompendium i Regelverk for finansiell rådgivning. BI Bank og Forsikring
Grennes, Tor og Nygaard, Tone. 2012. Studieguiden i metode og oppgaveskriving. Handelshøyskolen BI
Hveem, Dag Jørgen. Siste utgave. Kompendium i personlig økonomi. BI Bank og Forsikring
Øyvind, Røsbak Feragen, Anne Rose og Øverenget, Einar. 2012.. Mot og tillit. Etikk for økonomirådgivere/selgere i finansbransjen.. Active Humanistisk Akademi

Recommended reading

Course outline

PERSONAL FINANCES (incl. products)

- Personal financial planning, budget, relevant topics in various stages of life
- Tax return and tax
- Assessment of customer's solvency and ability to save
- Retirement pension and disability benefit (public and private arrangements)
- Inheritance, gifts and tax.
- Financial and legal aspects of marriage and non-marital cohabitation
- Minors, guardians, county administrators and the bank
- Current banking complaint cases.
- Insurance products

MACRO

- Explain macroeconomic concepts and contexts that are significant for financial advice
- Explain national accounts figures and the monetary economy in a country
- Explain how monetary policy works in the short and long term
- Employ information from the Central Bank of Norway and Statistics Norway for improving own knowledge
- National accounts, data sources
- Nominal and actual variables
- Money, interest, inflation and foreign currency
- Structural unemployment
- Business cycle theory, including application of multiplier models
- Monetary policy
- Financial stability
- Financial policy

FINANCE (incl. products)

- Financial methods - effective and nominal interest rate, internal rate of return and present value
- The stocks and bonds market
- Models for pricing of stocks and bonds
- The customer's risk attitude and investment goals
- Relevant risk goals for securities and portfolios
- Expected return and risk in financial products
- Portfolio theory and portfolio construction
- Characteristics of various securities's funds
- Measurement of performance for funds
- Tax on capital fortune and income, the shareholder model
- Options and financial products
- Complex products and insurance products
- Ranking of funds
- Good adviser practice - ethical considerations in financial advice

REGULATIONS

- Understanding main legal concepts relating to financial advice, e.g. the terms good business practice, investment services,
- Awareness of the main acts relating to financial advice
- Understand the Securities Trading Act's rules on investment advice
- Understand requirements relating to financial advice not included in the Securities Trading Act
- Insight into requirements that apply to specific advice
- Understanding conflicts of interests and how to handle them
- The difference between advice and sales
- Right of cancellation
- Money laundering rules
- The rules on consequences of rule violations
- Adequate knowledge of the professional secrecy and protection of privacy
- Dispute resolution - Finance Complaints Committee

Computer-based tools

It's learning

Learning process and workload

Course duration is one semester, 3 study sessions of 9 days each are offered (totalling 63 hours).

Activity	Workload
Attendance at lectures / e-learning	70
Preparations for class - work on syllabus	110
Term paper	120
Authorization AFR - work on subject matter	500
Total recommended workload	800

Examination

The students are evaluated through a term paper, accounting for 100% of the grade. The term paper may be written individually or in groups of maximum three persons.

Examination code(s)

SFU 10011 - Term paper; accounts for 100% to pass the course SFU 1001, 30 credits.
Evaluations must be passed to obtain a certificate for the program.

Examination support materials

Re-sit examination

At the next ordinary exam.

Additional information

This course was lectured for the last time 2011/2012. A re-sit exam will be offered spring 2015 and autumn 2015.