Hubbis Digital Learning Course Syllabus

Course Name	CPD/CPT /OPT
Industry	
Wealth Management in Asia	60 minutes
Types & Roles of wealth management service providers	60 minutes
Why Wealth Management Matters	60 minutes
Trends in the Asian Wealth Management industry	30 minutes
Onshore versus offshore wealth management	30 minutes
Family Offices	30 minutes
Global world of wealth and asset management	30 minutes
Compliance & Regulation	
KYC	
AML Trusts Singapore	30 minutes
AML Trusts Hong Kong	30 minutes
Anti-Corruption and Anti-Bribery	30 minutes
Anti-Money Laundering for Back Office Executives Singapore	60 minutes
Anti-Money Laundering for Front Office Executives Singapore	60 minutes
Anti-Money Laundering: Hong Kong	60 minutes
Anti-Money Laundering: Indonesia	30 minutes
Anti-Money Laundering: Taiwan	60 minutes
Anti-Money Laundering: Dubai	60 minutes
Anti-Money Laundering: Saudi Arabia	60 minutes
Anti-Money Laundering: India	60 minutes
Anti-Money Laundering: Philippines	60 minutes
Anti-Money Laundering: Australia	60 minutes
Anti-Money Laundering: Malaysia	60 minutes
KYC Essentials - Singapore	30 minutes
KYC Essentials Hong Kong	30 minutes
Counter Terrorist Financing in Wealth Management	30 minutes
Sanctions	30 minutes
Cross-Border	
Cross Border Sales Guidelines: China	30 minutes
Cross Border Sales Guidelines: Hong Kong	30 minutes
Cross Border Sales Guidelines: India	30 minutes
Cross Border Sales Guidelines: Indonesia	30 minutes
Cross Border Sales Guidelines: Japan	30 minutes
Cross Border Sales Guidelines: Malaysia	30 minutes
Cross Border Sales Guidelines: Singapore	30 minutes
Cross Border Sales Guidelines: Taiwan	30 minutes
Cross Border Sales Guidelines: Thailand	30 minutes
Cross Border Sales Guidelines: The Philippines	30 minutes
Tax	
Common Reporting Standards & Automatic Exchange of Information	30 minutes
Tax Amnesty in Indonesia	30 minutes
FATCA	60 minutes
Qurops For IFAs	30 minutes
Responsibility of wealth managers in regards of clients' tax compliancy	30 minutes
Ethics & Fiduciary	
Code of Conduct - Hong Kong	30 minutes
Code of Conduct - Singapore	30 minutes
Compliance and Business Ethics	60 minutes
Corporate Social Responsibility	30 minutes
Ethical Fiduciary Responsibility	30 minutes
Fraud Prevention	60 minutes
Guidelines for FIs to Safeguard the Integrity of Singapore's Financial System	60 minutes

Guidelines on Fair Dealing in Singapore	60 minutes
Guidelines on Fit & Proper Criteria for Financial Advisers	60 minutes
Guidelines on Standards of Conduct for Financial Advisers and Representatives	60 minutes
Mis-selling and Suitability – Hong Kong	60 minutes
Mis-selling and Suitability – Singapore	60 minutes
Market Abuse – Hong Kong	30 minutes
Market Abuse - Singapore	30 minutes

IT & Security

Cybersecurity	30 minutes
IT Security Guidelines	60 minutes
Singapore Data Protection - Introductory Overview	30 minutes
Singapore Data Protection Act	60 minutes
Hong Kong's Data Protection & Privacy Ordinance	30 minutes
Social Media	30 minutes

Risk

Enterprise Risk Management	60 minutes

Wealth Structuring

Purposes of wealth structuring & Succession Planning	60 minutes
Practical steps for wealth transfer - managing the transition of wealth across generations	60 minutes
The components of long-term wealth plans	60 minutes
Fundamentals of Trusts	60 minutes
(Applications of) Trusts - Advanced	60 minutes
Fundamentals of Wills, Foundations & Offshore Companies	60 minutes
Fundamentals of Insurance Wrappers	30 minutes
Immigration & Expatriation	30 minutes

Insurance

Overview of Insurance	60 minutes
Health related insurance	30 minutes
Personal liability, personal property and business insurance	30 minutes

Skills

Becoming a trusted adviser	60 minutes
Being an effective wealth manager	30 minutes
Building Trust to Add Value to Clients & Their Portfolios	30 minutes
Creating a Successful Service	30 minutes
The fundamentals of managing personal finances	60 minutes
Creating an effective financial plan	60 minutes
Sales success	60 minutes
Selling & Prospecting in Wealth Management	60 minutes
Successful sales planning - a targeted client strategy	30 minutes
Making the most of meetings - creating stickier & more profitable relationships	30 minutes
Getting pysychology right & sales mistakes to avoid	30 minutes
Be the Salesperson You Want to Be	30 minutes
Key Skills A Successful Salesperson Should Master (Part 1)	30 minutes
Key Skills A Successful Salesperson Should Master (Part 2)	30 minutes
Key Skills A Successful Salesperson Should Master (Part 3)	30 minutes
Delivering Bad News & Handling Objections	30 minutes
Cultural Aspects of Doing Business in Asia	30 minutes

Investments

General

Investment Basics	30 minutes
Economic Indicators	30 minutes
Portfolio Management Theory	60 minutes
Asset Allocation and Diversification	60 minutes
The building blocks of asset allocation	60 minutes
Model Portfolio	60 minutes

Constructing Appropriate Portfolios	30 minutes
Discretionary Portfolio Management	30 minutes
Introduction to Mutual Funds	30 minutes
Technical Analysis	60 minutes
Technical versus fundamental analysis	60 minutes
Investment Math	60 minutes
MacroEconomics	60 minutes
Tailoring portfolios	60 minutes
Portfolio Reviews	60 minutes
Advisory Services	60 minutes
Cash Flow Modelling	60 minutes
Calculating investment return	60 minutes
Benchmarking	60 minutes
Managing investment risks	60 minutes
Measuring investment risks	60 minutes
The added value of discipline	60 minutes
Responsible investing	60 minutes
Investment styles	60 minutes
Behavioural Finance	60 minutes

Equity

Introduction to Equities	30 minutes
Equity income	30 minutes
Equity indices	60 minutes
Equity Valuations	30 minutes

Fixed Income

Introduction to fixed income	60 minutes
Advanced Fixed Income	60 minutes
Yield Curves	60 minutes
Introduction to Money Markets	30 minutes
Government Bonds	30 minutes
Short-term bond investing	30 minutes
Convertible Bonds	30 minutes
Coco Bonds	30 minutes

FX

Introduction to FX	30 minutes

Derivatives

The basics of derivatives & Vanilla Options	30 minutes
Financial Derivatives	60 minutes
Tailoring Derivative Products	30 minutes
Building Blocks of Structured Products & Using Structured Products	30 minutes
Dual currency investments	60 minutes
FX accumulators and decumulators	60 minutes
Equity Linked Notes	30 minutes
Equity Accumulators and Decumulators	30 minutes
Daily range accruals	60 minutes

Alternative Investments

Alternative Investments	30 minutes
Hedge Fund Strategies	60 minutes
Private Equity	60 minutes
Understanding ETFs & Using ETFs	30 minutes
Investing in Commodities	30 minutes
Islamic Finance	30 minutes

Credit

Credit - Risks and Rules	30 minutes

For more information please contact learning@hubbis.com