

By the end of programme, the participant will be able to:

- demonstrate an adequate understanding and practical application of legal and regulatory requirements, and ethics relevant for practitioners
- demonstrate a broad-based view of risk governance, risk culture and risk management, and an understanding of the wider implications and long-term impact of own actions on various stakeholders

PWM Industry Practitioners

engaged by PWM institutions who are involved in customer-facing roles making personalized or customized solicitations or recommendations to customers in the provision of securities dealing and advisory service and/or portfolio management service



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SFC Licensees & HKIB Qualification Holders

*Special Offer: Enrol 2 or more

who require CPT or CPD hours

			modules in one time, enjoy a 10% discount	
Programme	Time	Application Deadline	Course Fee	10% discount*
Regulatory Regime in Hong Kong and Requirements on Sale of Investment Products (HDCPW003P210801)	5 Aug 2021 (Thu) 7:00pm – 10:00pm	29 Jul 2021 (Thu)	HKD780	HKD702
Relevant Laws and Regulations relating to Client Engagement and Relationship Building (HDCPW003P210802)	12 Aug 2021 (Thu) 7:00pm – 10:00pm	5 Aug 2021 (Thu)	HKD780	HKD702
Ethics and Practical Application of Legal and Regulatory Requirements for Private Banking (HDCPW003P210803)	19 Aug 2021 (Thu) 7:00pm – 10:00pm	12 Aug 2021 (Thu)	HKD780	HKD702
Risk Management, Risk Governance and Risk Culture of Private Wealth Management Institutions (HDCPW003P210804)	26 Aug 2021 (Thu) 7:00pm – 10:00pm	19 Aug2021 (Thu)	HKD780	HKD702

Programme Code: HDCPW003P210801 / 02 / 03 / 04

香港銀行學會 The Hong Kong Institute of Bankers





Programme Outline

Regulatory Regime in Hong Kong and Requirements on Sale of Investment Products (HDCPW003P210801) (Refer to CPWP M2 Exam Syllabus Chapter 1, 2)	 Legal and Regulatory Regime in Hong Kong The Banking Ordinance overview Key regulatory requirements applicable to property lending Key Provisions relevant to Private Wealth Management Securities and Futures Ordinance (SFO), Deposit Protection Scheme (DPS) Regulatory Requirements on Sale of Investment Products Sale of investment products: general matters Regulatory requirements relevant to the sale of investment products Professional investor regime Application of the suitability obligation to the sale of specific types of investment products Internal controls
Relevant Laws and Regulations relating to Client Engagement and Relationship Building (HDCPW003P210802)	 Core Compliance Knowledge for Private Wealth Management Anti-money laundering (AML) and counter-terrorist financing (CTF) laws and regulations Personal Data (Privacy) Ordinance, Cap 486 Laws and Regulations relating to Client Engagement and Relationship Building Looking for potential customers Understanding restrictions on "suitcase banking" and related risks On-boarding a customer Managing the customer relationship
(Refer to CPWP M2 Exam Syllabus Chapter 3)	 When things go wrong Complaint handling Regulatory investigations Powers of SFC and HKMA
Ethics and Practical Application of Legal and Regulatory Requirements for Private Banking (HDCPW003P210803) (Refer to CPWP M2 Exam Syllabus Chapter 4, 5, 6)	 Ethical Standards set by Private Wealth Management Association General principles Risk management and client complaints Fiduciary Duties and Ethical Values Understand issues which appear to compromise professional, legal or ethical standards including any perceptions thereof Duties and obligations of licensed and registered persons and directors: Keep up-to-date & comply with policies and procedures Professional Conduct for Private Banking Put professional interests ahead of personal agenda, avoid and manage conflicts of interest Protect confidentiality of customer data Practical Application of Legal and Regulatory Requirements in private wealth management context Misappropriation of customer assets System and control, Know Your Client (KYC)
Risk Management, Risk Governance and Risk Culture of Private Wealth Management Institutions (HDCPW003P210804)	 Other types of misconduct Controls and Accountabilities; Reporting and Escalation Policies Overview Controls and Accountabilities Reporting and escalation policies Risk Management of Private Wealth Management Institutions Overview of risk management Risk Governance and Risk Culture of Private Wealth Management Institutions Principles of proper risk governance, risk culture, risk appetite and values Relevance of risk governance and culture to a practitioner's business conduct Impact and responsibilities of a practitioner's actions to customers, the institution and other stakeholders Remuneration System Setting and monitoring of remuneration system that align with risk management objectives of the institute
(Refer to CPWP M2 Exam Syllabus Chapter 7, 8)	 Risk management & compliance Ensure personal and team compliance Best practices & case studies

Apply NOW

By email or submit to our Institute

programme@hkib.org

Application Email Application DEADLINE 🛞 Refer to table CDP@hkib.org **Programme Delivery** Virtual Classroom (Zoom) English Enquiries (852) 2153 7800





提升資產財富管理業人才培訓先導計劃 Pilot Programme to Enhance Talent Training for the Asset and Wealth Management Sector

Programme Code: HDCPW003P210801 / 02 / 03 / 04

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Registration Form

Ĥ	2. 提升資產財富管理業人才培講先導計劃 Pilot Programme to Enhance Taking for the Asset and Wealth Management Sector *Special Offer: Enrol 2 or more modules in one time, enjoy a 10% discount									
	Programme		Time		Application Deadline		Course Fee	10% discount*		
		tory Regime in Hong Kong and ements on Sale of Investment Products N003P210801)		5 Aug 2021 (Thu) 7:00pm – 10:00pm		29 Jul 2021 (Thu)		HKD702		
	Relevant Laws and Regulations relating to Client Engagement and Relationship Building (HDCPW003P210802)		12 Aug 2021 (Thu) 7:00pm – 10:00pm		5 Aug 2021 (Thu)		HKD780	HKD702		
	 Ethics and Practical Application of Legal and Regulatory Requirements for Private Banking (HDCPW003P210803) 		19 Aug 2021 (Thu) 7:00pm – 10:00pm		12 Aug 2021 (Thu)		HKD780	HKD702		
	Risk Management, Risk Governance and RiskCulture of Private Wealth ManagementInstitutions (HDCPW003P210804)		26 Aug 2021 (Thu) 7:00pm – 10:00pm		19 Aug 2021 (Thu)		HKD780	HKD702		
Full Name :		,				(In Chinese)				
Membership No :			Organisation:							
Department :			Position :							
Mobile No :		E-mail :								
HKID No** : Mailing Address :										
**WAM Pilot Programme applicants must provide Hong Kong identity card number for reimbursement claim										
Do	you intend to ap	pply for the WAM Pilot Progra	amme ¹⁰ ?	□ YE	S □ NO					
Have you applied grandfathering assessment to PWMA ?										
	[] (C	A cheque / e-Cheque* heque no.	' made	payable to)	"The Hong	g Kong	Institute	of Bankers"		
	-	* For e-Cheque, please state the programme code under 'remarks' and email together with the								
Payment Method	ment co	completed enrolment form to CDP@hkib.org								
	thod 🛛	Credit Card : 🛛 VISA	🗆 Master		Amount	: HKD				
	Ca	ardholder's Name :			Signature :					
	Са	ard No. :	No. :		Expiry Da	ite :				
Ter	ms and Conditio	ons:						(mm/yy)		

- 1. All fees paid are non-refundable and non-transferrable.
- 2. Participants who have settled payments will receive course confirmation by e-mail at least 5 working days prior to the programme date.
- 3. All payments must be settled before programme commencement.
- 4. Priority of enrolment will be given on a 'first-come-first-serve' basis. HKIB Member will have priority to register if there is limited seating for the programme.
- 5. HKIB will issue the "Certificate of Attendance" to participants who have complied with the "HKIB Attendance Policy". The Certificate will be sent to your emails within 15 working days after completion of the programme.
- 6. We reserve the right to reject an enrolment at any time.
- 7. We reserve the right to cancel, modify and/or postpone the programme due to unforeseen circumstances.
- 8. The information given and personal data collected will be used for the purpose of administration and communication by the Institute.
- 9. For Typhoon or Rainstorm arrangements, please refer to the confirmation e-mail or HKIB's website (<u>www.hkib.org</u>).
- 10. The programme has been included in the list of reimbursable courses for WAM Pilot Programme. For WAM Pilot Programme applicants, 80% of the course fee will be reimbursed upon meeting the 80% attendance requirement. For more details, please visit: www.wamtalent.org.hk