

# **Objective**

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

**Representation Target Audience** 



### **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



### SFC Licensees & HKIB Qualification Holders

Enjoy 10% extra discount

Who require CPT or CPD hours

			for enrolling 2 or more courses		
Programme	Time	Application Deadline	Course Fee	10% discount*	
Regulatory Regime in Hong Kong and Requirements on Sale of Investment Products (HDCPW001P221101)	22 Nov 2022 (Tue) 7:00pm – 10:00pm	15 Nov 2022 (Tue)		HKD702 per course	
Relevant Laws and Regulations relating to Client Engagement and Relationship Building (HDCPW001P221102)	24 Nov 2022 (Thu) 7:00pm – 10:00pm	17 Nov 2022 (Thu)	HKD780 per course		
Ethics and Practical Application of Legal and Regulatory Requirements for Private Banking (HDCPW001P221103)	29 Nov 2022 (Tue) 7:00pm – 10:00pm	22 Nov 2022 (Tue)			
Risk Management, Risk Governance and Risk Culture of Private Wealth Management Institutions (HDCPW001P221104)	1 Dec 2022 (Thu) 7:00pm – 10:00pm	24 Nov 2022 (Thu)			

# Programme Code: HDCPW001P221101 / 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 (HDCPW001P221101) (Refer to CPWP M2 Exam Syllabus Chapter 1, 2)	<ul> <li>Legal and Regulatory Regime in Hong Kong         <ul> <li>The Banking Ordinance overview</li> <li>Key regulatory requirements applicable to property lending</li> </ul> </li> <li>Key Provisions relevant to Private Wealth Management         <ul> <li>Securities and Futures Ordinance (SFO), Deposit Protection Scheme (DPS)</li> </ul> </li> <li>Regulatory Requirements on Sale of Investment Products         <ul> <li>Sale of investment products: general matters</li> <li>Regulatory requirements relevant to the sale of investment products</li> <li>Professional investor regime</li> <li>Application of the suitability obligation to the sale of specific types of investment products</li> <li>Internal controls</li> </ul> </li> </ul>
Relevant Laws and Regulations relating to Client Engagement and Relationship Building (HDCPW001P221102)	<ul> <li>Core Compliance Knowledge for Private Wealth Management         <ul> <li>Anti-money laundering (AML) and counter-terrorist financing (CTF) laws and regulations</li> <li>Personal Data (Privacy) Ordinance, Cap 486</li> </ul> </li> <li>Laws and Regulations relating to Client Engagement and Relationship Building         <ul> <li>Looking for potential customers</li> <li>Understanding restrictions on "suitcase banking" and related risks</li> <li>On-boarding a customer</li> <li>Managing the customer relationship</li> </ul> </li> </ul>
(Refer to CPWP M2 Exam Syllabus Chapter 3)	<ul> <li>Complaint handling</li> <li>Regulatory investigations</li> <li>Powers of SFC and HKMA</li> </ul>
Ethics and Practical Application of Legal and Regulatory Requirements for Private Banking (HDCPW001P221103) (Refer to CPWP M2 Exam Syllabus Chapter 4, 5, 6)	<ul> <li>Ethical Standards set by Private Wealth Management Association         <ul> <li>General principles</li> <li>Risk management and client complaints</li> </ul> </li> <li>Fiduciary Duties and Ethical Values         <ul> <li>Understand issues which appear to compromise professional, legal or ethical standards including any perceptions thereof</li> <li>Duties and obligations of licensed and registered persons and directors: Keep up-to-date &amp; comply with policies and procedures</li> </ul> </li> <li>Professional Conduct for Private Banking         <ul> <li>Put professional interests ahead of personal agenda, avoid and manage conflicts of interest</li> <li>Protect confidentiality of customer data</li> </ul> </li> <li>Practical Application of Legal and Regulatory Requirements in private wealth management context Misappropriation of customer assets         <ul> <li>System and control, Know Your Client (KYC)</li> <li>Other types of misconduct</li> </ul> </li> </ul>
Risk Management, Risk Governance and Risk Culture of Private Wealth Management Institutions (HDCPW001P221104) (Refer to CPWP M2 Exam Syllabus Chapter 7, 8)	<ul> <li>Controls and Accountabilities; Reporting and Escalation Policies         <ul> <li>Overview</li> <li>Controls and Accountabilities</li> <li>Reporting and escalation policies</li> </ul> </li> <li>Risk Management of Private Wealth Management Institutions         <ul> <li>Overview of risk management</li> </ul> </li> <li>Risk Governance and Risk Culture of Private Wealth Management Institutions</li> <li>Principles of proper risk governance, risk culture, risk appetite and values</li> <li>Relevance of risk governance and culture to a practitioner's business conduct</li> <li>Impact and responsibilities of a practitioner's actions to customers, the institution and other stakeholders</li> <li>Remuneration System         <ul> <li>Setting and monitoring of remuneration system that align with risk management objectives of the institute</li> <li>Risk management &amp; compliance</li> <li>Ensure personal and team compliance</li> </ul> </li> </ul>

#### **Apply NOW**

By email the form to cdp@hkib.org or submit to our Institute

***************************************				
Application Email	Application DEADLINE			
cdp@hkib.org	< Refer to table			

### **Programme Delivery**

e Virtual Classroom (Zoom) English

- Enquiries
- (852) 2153 7800 programme@hkib.org

# Programme Code: HDCPW001P221101 / 02 / 03 / 04



# **Registration Form**

Enjoy 10% extra discount for enrolling 2 or more courses									
	Programme		Time		Application Deadline	Course Fee	10% discount*		
		e in Hong Kong and Sale of Investment /001P221101)	22 Nov 2022 (Tue) 7:00pm – 10:00pm		15 Nov 2022 (Tue)	НКD780	HKD702		
		Laws and Regulations relating to Client ent and Relationship Building )01P221102)		2022 (Thu) – 10:00pm	17 Nov 2022 (Thu)				
	Ethics and Practical Application of Legal and Regulatory Requirements for Private Banking (HDCPW001P221103)		29 Nov 2022 (Tue) 7:00pm – 10:00pm		22 Nov 2022 (Tue)	per course	per course		
	-	t, Risk Governance and Risk Wealth Management PW001P221104)	1 Dec 2022 (Thu) 7:00pm – 10:00pm		24 Nov 2022 (Thu)				
Full	Full Name : Full Name :								
				(In Chinese)					
Membership No :   Organisation:									
Dep	partment :			Position :					
Мо	bile No :			E-mail :					
нкι	D No :		Mailing	g Address :					
Have you applied grandfathering assessment to PWMA ?									
		A cheque / e-Cheque*			"The Hong Kong	g Institute o	of		
		Bankers" (Cheque no) * For e-Cheque, please state the programme code under 'remarks' and email together with the							
Pay		npleted enrolment form to			under remarks and	d email toget	ner with the		
Method	thod	•	□ Master	.015	Amount : HKD				
		rdholder's Name :			Signature :				
	Ca	rd No. :			Expiry Date :				
							(mm/yy)		

## Terms and Conditions:

- 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 (www.hkib.org).