

# Certified Private Wealth Professional (CPWP) Module 2 – Ethics and Compliance Refresher Programme

**23, 28, Mar & 13, 18 Apr 2023 | 7:00pm – 10:00pm**



## Objective

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

- demonstrate an adequate understanding and practical application of legal and regulatory requirements, ad 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



## Target Audience

01

### 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

02

### SFC Licensees & HKIB Qualification Holders

who require CPT or CPD hours

Enjoy **10% extra discount**  
for enrolling 2 or more courses

Programme			10% discount*	
<b>Regulatory Regime in Hong Kong and Requirements on Sale of Investment Products</b> (HPPW02P23031)	23 Mar 2023 (Thu) 7:00pm – 10:00pm	16 Mar 2023 (Thu)	HKD780 Per Course	HKD702 Per Course
<b>Relevant Laws and Regulations relating to Client Engagement and Relationship Building</b> (HPPW02P23032)	28 Mar 2023 (Tue) 7:00pm – 10:00pm	21 Mar 2023 (Tur)		
<b>Ethics and Practical Application of Legal and Regulatory Requirements for Private Banking</b> (HPPW02P23033)	13 Apr 2023 (Thu) 7:00pm – 10:00pm	6 Apr 2023 (Thu)		
<b>Risk Management, Risk Governance and Risk Culture of Private Wealth Management Institutions</b> (HPPW02P23034)	18 Apr 2023 (Tue) 7:00pm – 10:00pm	11 Apr 2023 (Tue)		

Programme Code: HPPW02P23031 / 2 / 3 / 4

## Programme Outline

<p><b>Regulatory Regime in Hong Kong and Requirements on Sale of Investment Products</b> (HPPW02P23031)</p> <p><i>(Refer to CPWP M2 Exam Syllabus Chapter 1, 2)</i></p>	<ul style="list-style-type: none"> <li>• Legal and Regulatory Regime in Hong Kong <ul style="list-style-type: none"> <li>▶ The Banking Ordinance overview</li> <li>▶ Key regulatory requirements applicable to property lending</li> <li>▶ Key Provisions relevant to Private Wealth Management <ul style="list-style-type: none"> <li>▶ Securities and Futures Ordinance (SFO), Deposit Protection Scheme (DPS)</li> </ul> </li> </ul> </li> <li>• Regulatory Requirements on Sale of Investment Products <ul style="list-style-type: none"> <li>▶ Sale of investment products: general matters <ul style="list-style-type: none"> <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> </li> </ul>
<p><b>Relevant Laws and Regulations relating to Client Engagement and Relationship Building</b> (HPPW02P23032)</p> <p><i>(Refer to CPWP M2 Exam Syllabus Chapter 3)</i></p>	<ul style="list-style-type: none"> <li>• Core Compliance Knowledge for Private Wealth Management <ul style="list-style-type: none"> <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 style="list-style-type: none"> <li>▶ Looking for potential customers <ul style="list-style-type: none"> <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> </li> <li>• When things go wrong <ul style="list-style-type: none"> <li>▶ Complaint handling</li> <li>▶ Regulatory investigations</li> <li>▶ Powers of SFC and HKMA</li> </ul> </li> </ul>
<p><b>Ethics and Practical Application of Legal and Regulatory Requirements for Private Banking</b> (HPPW02P23033)</p> <p><i>(Refer to CPWP M2 Exam Syllabus Chapter 4, 5, 6)</i></p>	<ul style="list-style-type: none"> <li>• Ethical Standards set by Private Wealth Management Association <ul style="list-style-type: none"> <li>▶ General principles <ul style="list-style-type: none"> <li>▶ Risk management and client complaints</li> </ul> </li> </ul> </li> <li>• Fiduciary Duties and Ethical Values <ul style="list-style-type: none"> <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 style="list-style-type: none"> <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 <ul style="list-style-type: none"> <li>▶ Misappropriation of customer assets <ul style="list-style-type: none"> <li>▶ System and control, Know Your Client (KYC)</li> <li>▶ Other types of misconduct</li> </ul> </li> </ul> </li> </ul>
<p><b>Risk Management, Risk Governance and Risk Culture of Private Wealth Management Institutions</b> (HPPW02P23034)</p> <p><i>(Refer to CPWP M2 Exam Syllabus Chapter 7, 8)</i></p>	<ul style="list-style-type: none"> <li>• Controls and Accountabilities; Reporting and Escalation Policies <ul style="list-style-type: none"> <li>▶ Overview <ul style="list-style-type: none"> <li>▶ Controls and Accountabilities</li> <li>▶ Reporting and escalation policies</li> </ul> </li> </ul> </li> <li>• Risk Management of Private Wealth Management Institutions <ul style="list-style-type: none"> <li>▶ Overview of risk management</li> </ul> </li> <li>• Risk Governance and Risk Culture of Private Wealth Management Institutions <ul style="list-style-type: none"> <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 <ul style="list-style-type: none"> <li>▶ Impact and responsibilities of a practitioner’s actions to customers, the institution and other stakeholders</li> </ul> </li> </ul> </li> <li>• Remuneration System <ul style="list-style-type: none"> <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> <li>▶ Best practices &amp; case studies</li> </ul> </li> </ul>

**Apply NOW**

By email the form to [cdp@hkib.org](mailto:cdp@hkib.org) or submit to our Institute

**Application Email**

[cdp@hkib.org](mailto:cdp@hkib.org)

**Application DEADLINE**

Refer to table

**Programme Delivery**

Virtual Classroom (Zoom)

Cantonese

**Enquiries**

(852) 2153 7800

[programme@hkib.org](mailto:programme@hkib.org)

## Registration Form

Enjoy 10% extra discount for enrolling 2 or more courses

Programme	Time	Application Deadline	Course Fee	10% discount*
<input type="checkbox"/> <b>Regulatory Regime in Hong Kong and Requirements on Sale of Investment Products</b> (HPPW02P23031)	23 Mar 2023 (Thu) 7:00pm – 10:00pm	16 Mar 2023 (Thu)	HKD780 Per Course	HKD702 Per Course
<input type="checkbox"/> <b>Relevant Laws and Regulations relating to Client Engagement and Relationship Building</b> (HPPW02P23032)	28 Mar 2023 (Tue) 7:00pm – 10:00pm	21 Mar 2023 (Tue)		
<input type="checkbox"/> <b>Ethics and Practical Application of Legal and Regulatory Requirements for Private Banking</b> (HPPW02P23033)	13 Apr 2023 (Thu) 7:00pm – 10:00pm	6 Apr 2023 (Thu)		
<input type="checkbox"/> <b>Risk Management, Risk Governance and Risk Culture of Private Wealth Management Institutions</b> (HPPW02P23034)	18 Apr 2023 (Tue) 7:00pm – 10:00pm	11 Apr 2023 (Tue)		

Full Name : \_\_\_\_\_ Full Name : \_\_\_\_\_  
Mr / Ms (In English as on ID Card) (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 apply for the WAM Pilot Programme <sup>10</sup>?  YES  NO

Have you applied grandfathering assessment to PWMA?  YES  NO

A cheque / e-Cheque\* made payable to **"The Hong Kong Institute of Bankers"**  
(Cheque no. \_\_\_\_\_)

\* For e-Cheque, please state the **programme code** under 'remarks' and email together with the **completed enrolment form to [cdp@hkib.org](mailto:cdp@hkib.org)**

Payment Method  Credit Card :  VISA  Master Amount : HKD \_\_\_\_\_

Cardholder's Name : \_\_\_\_\_ Signature : \_\_\_\_\_

Card No. : \_\_\_\_\_ Expiry Date : \_\_\_\_\_ (mm/yy)

### Terms and Conditions:

- All fees paid are non-refundable and non-transferrable.
- Participants who have settled payments will receive course confirmation by e-mail at least 5 working days prior to the programme date.
- All payments must be settled before programme commencement.
- 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.
- 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.
- We reserve the right to reject an enrolment at any time.
- We reserve the right to cancel, modify and/or postpone the programme due to unforeseen circumstances.
- The information given and personal data collected will be used for the purpose of administration and communication by the Institute.
- For Typhoon or Rainstorm arrangements, please refer to the confirmation e-mail or HKIB's website ([www.hkib.org](http://www.hkib.org)).
- 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](http://www.wamtalent.org.hk)