



**MCAST**

**MQF Level 6**

**BC6-02-21**

**B.Sc. (Hons) Financial Services Management**

**Course Specification**

## **Course Description**

The area of Financial Services is a dynamic one which attracts dedicated human resources in its various aspects. This programme has been introduced to delve deeper in the main aspects underlying Financial Services operations. Besides placing under focus knowledge content which is necessary to enhance one's career in financial services, the programme also focuses on specialist areas, thus equipping students preparing themselves to take up work within financial services, and making the studies even more interesting and exciting. The content covered by this programme provides the requirements to further one's studies at higher education in conjunction with the ifs University College (UK).

## **Programme Learning Outcomes**

At the end of the programme the learner will be able to:

- 1. Understand the essential foundations of the financial services industry;*
- 2. Appreciate the various underpinning financial decision making, including risk;*
- 3. Provide financial advice and other retail services within Financial Services Organisations;*
- 4. Develop technical and management skills for a junior managerial career in financial services and for strategic decision making.*

## **Entry Requirements**

MCAST Advanced Diploma in Financial Services

or

2 A-Level passes and 2 I-Level passes

Compulsory A-Level: Economics and Accounts

## **Current Approved Programme Structure**

<b>Unit Code</b>	<b>Unit Title</b>	<b>ECTS</b>	<b>Year</b>
BCFIN-512-1501	Financial Markets and Risk	12	1
BCFIN-512-1507	Assessing Financial Performance	12	1
BCFIN-512-1503	Practice of Financial Advice	12	1
BCFIN-512-1508	Retail Lending	12	1
BCFIN-506-1506	Quantitative Methods for Finance and Investment	6	1
CDKSK-503-1907	English I	3	1
CDKSK-503-1908	English II	3	1
BCLAW-506-1805	Introduction to Law and Compliance	6	2
BCFIN-506-2000	Introduction to Pension Services*	6	2
BCINS-506-1905	Introduction to Risk and Insurance*	6	2
BCFIN-506-1505	Practice of Islamic Banking and Finance*	6	2
BCMGT-506-2001	Applied Leadership and Management	6	2
BCECN-506-1501	Economics	6	2
BCRSH-506-1801	Research Methods 1	6	2
BCRSH-506-1802	Research Methods 2	6	2
BCMTH-506-1810	Applied Business and Financial Mathematics	6	2
BCWBL-506-1501	Further Work Based Learning	6	2
CDKSK-604-1909	Entrepreneurship	4	2
CDKSK-602-2105	Community Social Responsibility	2	2
CDKSK-506-2011	Malti	6	2
BCLAW-606-2000	Applied Financial Services Law and Compliance	6	3
BCFIN-606-1602	Wealth Management	6	3
BCMRK-606-2001	Applied Marketing for Financial Services	6	3
BCFIN-606-1603	Globalisation of Financial Markets	6	3
BCFIN-606-1604	Foundations of Risk Management in Financial Services	6	3
BCSTA-606-1801	Handling Business Data and Statistics	6	3
BCFIN-606-1606	Fund Management and Administration	6	3
BCFIN-606-1607	Risk Management Practices in Financial Services	6	3
BCDIS-612-1601	Dissertation	12	3
<b>Total ECTS</b>		<b>180</b>	<b>/</b>

**\*Students to choose 1 elective subject from the below**

- *Practice of Islamic Banking and Finance*
- *Introduction to Pension Services*
- *Introduction to Risk and Insurance*

## **Unit: BCFIN-512-1501 Financial Markets and Risk**

**Unit Level (MQF):** 5

**Unit Credits:** 12

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### **Unit Description**

The unit is designed to provide an introduction to the environment within which the financial services industry operates and to explore the main components of the financial system.

It begins by describing the major financial institutions, the markets within which they operate and the main participants in the markets. The emphasis is on how the financial system works and on the inter-relationships between market participants and stakeholders.

The unit goes on to explain the core concepts of a monetary system, such as the money supply, inflation and the factors influencing interest rates and foreign exchange rates. It describes the role of monetary policy in controlling inflation and the role of the central banks in providing liquidity to the markets.

The unit also explores the concept of risk, and the nature of the risks relating to the financial markets, financial institutions and non-bank companies. Particular attention is dedicated to the management of risk. This includes the concept of hedging and financial products and strategies for managing risk, but also extends to issues such as systemic risk, capital adequacy and liquidity risk.

The unit also covers the principles and nature of regulation in the financial markets, and the impact of regulation on the markets and financial institutions.

There is emphasis on current trends and issues in the financial markets, including those of ethics and sustainability, so that the unit has direct and up-to-date relevance for individuals working in the financial services industry.

## Learning Outcomes

On completion of this unit, students will be able to:

1. *Demonstrate knowledge and understanding of financial institutions and be able to identify the different types of services that they provide to meet the needs of their customers;*
2. *Identify and explain the concepts of money, interest rates, exchange rates and inflation and identify and explain the main functions and importance of the monetary and financial system;*
3. *Demonstrate an understanding of the concept of risk and its importance;*
4. *Demonstrate an understanding of the reasons for regulation of the financial services industry and be able to understand the key principles of that regulation, including both statutory and self-regulation;*
5. *Recognise and appreciate the influences on financial institutions and markets, including financial intermediation and disintermediation, and ethical and sustainability issues;*
6. *Identify and analyse the factors influencing monetary policy, its functions and the role of central banks in the management of liquidity, the money supply and the rate of inflation. To be able to analyse the implications of changes in exchange and interest rates;*
7. *Analyse the types and levels of risks and how they can be managed;*
8. *Analyse the roles and objectives of the regulators of the financial services industries in Malta and internationally, and analyse particular regulatory needs in a given situation.*

## **Unit: BCFIN-512-1507 Assessing Financial Performance**

**Unit level (MQF):** 5

**Credits :** 12

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### **Unit description**

The unit is designed to provide an introduction of how organisations set and monitor core areas of their business. The unit focuses on how market participants can understand, explain and enhance the performance and objectives of organisations. The objectives are generally expressed in financial terms but at a business department/function, objectives are expressed in non-financial terms.

It begins by describing the dynamic environment in which businesses operate and the main stakeholders in a business organisation and how they interact to make decisions. Initially, the unit will also introduce financial performance information by looking at the contents of financial statements and examine approaches to interpret and evaluate financial statements.

The unit goes on to describe the fundamental accounting concepts, the difference between profit and cash flow, and the differing accounting bases of measurement. The regulatory requirements of financial reporting and the interrelationships of financial statements will also be covered.

The unit also explores the double-entry system of accounting and the recording of transactions, focusing on the accounting for inventory, depreciation, accruals, prepayments, provisions, contingencies and the use of suspense accounts and the correction of errors. An understanding of the nature and structure of cash flow will be discussed. The unit will then cover the production of financial statements and how accounting ratios to assess profitability, efficiency and liquidity of a particular organisation can be calculated.

The unit will then review the role and the preparation of budgets and how can they be used to forecast an organisation's performance. The unit concludes by examining the use of performance indicators in the non-financial elements of the balanced scorecard approach. Topics covered include the four perspectives of the balanced scorecard and how they are linked.

## Learning Outcomes

On completion of this Unit the student will be able to

1. *Demonstrate an understanding of market participants that make use of financial information, the financial statements that are presented to them and the qualitative characteristics that make the financial information useful;*
2. *Understand the principles of double-entry book-keeping including the recording of transactions through day books, ledgers and journals;*
3. *Prepare a set of financial statements, including the Statement of Profit or Loss, Statement of Financial Position and Statement of Cash Flows;*
4. *Identify and explain pertinent data for measuring performance including the use of financial ratios as part of an analysis / appraisal of an organisation's financial position, performance and liquidity, and recognise the limitations of such financial analysis;*
5. *Understand the objective-setting and monitoring process including budget setting and budget preparation for performance forecasting;*
6. *Demonstrate an understanding of the purpose and components of the balanced scorecard approach to setting and monitoring performance measures of organisational success;*
7. *Use the principles of the balanced scorecard approach to assess the non-financial aspects of business performance and recognise its limitations.*

## **Unit: BCFIN-512-1503 Practice of Financial Advice**

**Unit level (MQF):** 5

**Credits:** 12

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### **Unit description**

This unit has been designed to provide students with sound knowledge and understanding of the skills required to provide effective financial advice. It focuses on how the advisor can identify the needs, goals and risk tolerance of the investor subject to the investor's constraints. The main aim of this unit is to enable the adviser to formulate an investment policy statement (IPS) and delimit an investment strategy and/or planning to address the financial needs of the investor.

It begins by detailing the regulatory and ethical framework that embraces the financial advice environment. The first part considers the financial regulator responsibilities and its approaches and covers ethical behaviour and professional standards.

The unit goes on by considering the role and relevance of taxes. Because tax-efficient strategies vary across countries and individuals, it is of utmost important that tax-efficient strategies need to be devised for investment construction and wealth transfer. The unit also describes the importance of the macro-economic environment and its impact on asset classes and investment planning.

Risk management is a key component of investment management. The unit incorporates this key component by explaining the nature and impact of the main types of risk on the performance of asset classes and how can they affect the investments and planning of the individual investor. The unit then analyses the different types of customer needs, taxes implications, retirement planning and the interrelationship of regulation and taxes.

The unit also touches briefly on behavioural finance. It distinguishes between cognitive errors and emotional biases and how these biases affect investment policy and asset allocation decisions. The unit concludes by developing the learners' understanding of the importance of gathering information client information and needs consumer and devising investment strategies and planning through practical application.



## Learning Outcomes

On completion of this unit, students will be able to:

1. *Explain the role of the financial regulator with specific focus on the principles and rules of the regulatory framework relating to financial advice environment;*
2. *Understand and explain the role and relevance of taxes in relation to individuals and investments;*
3. *Describe and evaluate the macro-economic environment and its impact on asset classes;*
4. *Identify and explain the nature and impact of the main types of risk on investment performance and how risk can be contained;*
5. *Describe the main financial instruments to minimise risk;*
6. *Distinguish between cognitive errors and emotional biases and evaluate how these biases affect investment policy and asset allocation decisions and be able to recommend approaches to contain their effects;*
7. *Describe the advisor-client relationship and how it can be detailed in an investment policy statement (IPS);*
8. *Explain the ethical responsibilities of financial advisors.*

## **Unit: BCFIN-512-1508 Retail Lending**

**Unit level (MQF):** 5

**Credits :** 12

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### **Unit description**

This module has been designed to provide students with a sound introductory level of knowledge and understanding of the requisite skills to effectively manage the varied lending requests made by customers. In this context customers are defined as consumers, micro-enterprises and small charities and associations.

The early syllabus sections provide a broad framework of the lending environment, ensuring that the student is aware of the implications of lending responsibly, in compliance with the legal and regulatory environment in which lenders operate, before moving on to analyse the range of lending services that can now be offered to satisfy those borrowing needs.

Increasingly, such facilities are administered on a centralised basis - whether by bankers, credit operators, or others - and may be delivered electronically, by cheque, plastic card or other debit transaction. The subject is therefore relevant to all such providers of consumer credit. Note: Students will be familiar with at least the basic characteristics of the products described above, and how they are used.

The syllabus provides the student with an overview of the whole lending process. This includes a review of the lending cycle, including making the initial lending decision, but also moving on to discuss the control and monitoring of any lending made, early warning signals that repayment of the debt could potentially be an issue and, where necessary, consideration of the process of debt recovery.

The general principles and features of collateral/security are considered, in outline only, together with an overview of some of the advantages and limitations of differing types, whether direct or third party. However, there is no detailed coverage of the specific legal aspects of taking and perfecting particular forms of collateral, nor of the legal intricacies of different methods of dealing with insolvency, both of which can vary significantly according to geographic location.

## Learning Outcomes

On completion of this unit, the learner will be able to

1. *Evaluate the borrowing and lending environment in which lenders operate;*
2. *Demonstrate an understanding of the various types of lending solutions;*
3. *Describe and apply judgmental lending analysis and application scoring theory for lending decisions;*
4. *Understand all the stages involved in the lending application process;*
5. *Demonstrate a broad understanding of customer management in the lending function, which involve authorisation, controlling the lending portfolio through behavioural scorecards and granting additional credit;*
6. *Evaluate the need to monitor and control lending once approved, in line with the 'lending cycle': from the initial lending decision, to recognition of early warning signals, control actions and refinancing;*
7. *Describe how the customer relationship is managed should the recovery of debt be necessary, understand the possible routes for customers to deal with their liabilities and evaluate how delinquent accounts are handled by the organisation.*

## **Unit: BCFIN-506-1506 Quantitative Methods for Finance and Investment**

**Unit level (MQF):** 5

**Credits:** 6

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### **Unit description**

This module provides students with an understanding of the quantitative methods for finance and investment at an introductory level. This includes the ability to formulate problems into quantitative models, to aid the successful resolution of the problem. Students will learn how to apply statistical methods to analyse past data and infer future trends. Using output from mathematical and statistical models, students will learn to analyse, interpret and derive potential outcomes from quantitative information.

Upon completion of this module students will be able to demonstrate an understanding of applying quantitative techniques to a range of problems in the accounting, finance and investment environment. Students will also be able to communicate the results of quantitative analyses in the contexts of accounting, finance and investment, to both specialists and non-specialists, recognising any limitations of the underlying models.

### **Learning Outcomes**

**On completion of this unit, the learner will be able to**

- 1. Understand basic mathematical concepts;*
- 2. Collect and present data using methods that are appropriate within a business context;*
- 3. Summarise statistical data using appropriate methods;*
- 4. Use index numbers within a business context;*
- 5. Understand the principles of probability and its link to risk;*
- 6. Apply the concepts financial mathematics in a business context;*
- 7. Use statistical methods to analyse past data and infer future trends.*

## **Unit: BCLAW-506-1805 Introduction to Law and Compliance**

**Unit Level (MQF):** 5

**Unit Credits:** 6

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### **Unit Description**

Financial Services Organisations (FSOs) operate within an increasingly complex regulatory environment and thus considerable importance is being placed on the implementation of compliance programs. Therefore, the purpose of this unit is to introduce learners to the main laws that regulate the local financial services industry and respective compliance programmes.

The unit is designed to introduce learners to the Maltese legal system, the different categories of laws and the Maltese legal infrastructure. Contracts are essentially part and parcel of the day-to-day business of financial services and therefore understanding the fundamental concepts relating to rights, obligations and contracts are a must to learners wishing to pursue with their career in this area.

The unit also is designed to provide a good foundation to learners in relation to the legal principles relating to organisations and the different legal forms that exist under Maltese law. In addition, it is considered essential for learners to grasp the basic concepts in relation to money laundering and financing of terrorism and the confidentiality and data protection aspects within the industry.

The unit concludes by considering the fundamental principles of compliance so that, following completion of this unit, learners will be able to understand better the importance of compliance for the organisation and the industry itself.

## Learning Outcomes

On completion of this unit, the learner will be able to:

1. *Understand the Maltese legal system;*
2. *Examine rights and obligations, of a contract in a financial services environment;*
3. *Explain the legal principles relating to legal organisations;*
4. *Evaluate the legislative framework concerning the prevention of money laundering and the funding of terrorism;*
5. *Understand the importance of confidentiality and data protection in the financial services industry;*
6. *Understand the importance of compliance within an organization and the financial services industry.*

## **Unit: BCFIN-506-2000 Introduction to Pension Services**

**Unit Level (MQF):** 5

**Credits:** 6

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### **Unit Description**

The starting point of this unit is to introduce the main issues which Malta is facing with respect to demographic developments. Throughout this unit an analysis of the implications of ageing and demographic changes to the local state funded system will be carried out. This will set the scene for the need of improving the current pension system.

The unit will delve into the three pillars of the pension system which are utilised across the European unit. This unit aims to provide learners with the ability to assess and analyse the three different pillars of the pension system.

Upon completion of the unit, the student is expected to be able to critically analyse the local pension system whilst proposing changes to the current system which will ensure sustainability and adequacy in the spending of government funds.

### **Learning Outcomes**

**On completion of this unit the student will be able to:**

- 1. Analyse the impact of demographic changes in Malta on the local pension system;*
- 2. Explain the role of the state funded pension system and the rationale for Government intervention in retirement provision;*
- 3. Assess the adequacy of the occupational and earnings pension systems;*
- 4. Explain the voluntary funded pension system by providing an overview of the objective and assess longevity risk.*

## **Unit: BCINS-506-1905 Introduction to Risk and Insurance**

**Unit Level (MQF):** 5

**Unit Credits:** 6

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### **Unit Description**

The need of any insurance lies in the provision of compensation to the insured following a loss which is covered under the policy. In essence, the risk is transferred from the insured to the insurer. As a result, customers pay a known amount called the 'premium'. This is an anticipation in case something goes wrong, and as a result a loss would be suffered by the insured. In that case, the insurer will compensate them financially. The customers are thus buying peace of mind and it is at the claims stage that the insurance organisation will prove its worth.

A thorough understanding of the principles of insurance will ensure that the underwriters shall provide the necessary information to the clients about the legal requirements and cover afforded by the policies. If the information is not clear or incorrect the relationship with the customer can be terminated and consistently poor misguidance will severely jeopardise the reputation of the insurer.

It is, thus, fundamental that any person working within the insurance sector should possess a good understanding of the concept of risk relating to insurance, the principles of insurance and the constituents of an insurance policy. This course will give an introduction to the concept of risk for insurance purposes and the pillars of insurance, better referred to as the principles of insurance.

### **Learning Outcomes**

**On completion of this unit, the learner will be able to:**

- 1. Examine the concepts of risk within the insurance industry;*
- 2. Understand the general principles of contract law in relation to insurance;*
- 3. Outline the principles of insurance;*
- 4. Explain the generic structure of an insurance policy.*



## **Unit: BCFIN-506-1505 Practice of Islamic Banking and Finance**

**Unit level (MQF):** 5

**Credits:** 6

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### **Unit description**

The unit is designed to ensure that students who have completed the introductory module on Islamic Banking and Finance are able to understand how the principles learned are applied in practice. Furthermore, this unit will ensure that students are familiar with the contractual principles used in all Islamic Finance agreements.

This course shall provide an introduction to the main Islamic contractual principles and how they developed. It shall also chart the restrictions which are imposed on all Islamic finance agreements, and the rationale behind these restrictions. Students will be introduced to the following topics:

1. the doctrines of Islamic commercial and contract law;
2. the autonomy of the will and freedom of contract principles from Islamic law perspective.

At the latter stages of the course the main five divisions of Islamic financial alternatives are set out which will be analysed in comparison with the conventional banking products.

Finally, this unit goes on to consider some of the legal difficulties that the operations of Islamic banking encounter.

### **Learning Outcomes**

On completion of this unit, students will be able to:

1. *Understand the key features of Islamic contract law and explain how they influence Islamic finance agreements;*
2. *Describe the complex structure of Islamic banking products and the main contract types upon which they are based;*
3. *Compare and contrast Islamic banking products and their conventional western counterparts;*
4. *Apply their knowledge of the main types of Islamic finance agreements.*

## **Unit: BCMGT-506-2001 Applied Leadership and Management**

**Unit Level (MQF):** 5

**Credits:** 6

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### **Unit Description**

Effective leadership and management are fundamental to the success of any organisation. This unit has therefore been designed to develop the learners' knowledge and understanding of organisational management and leadership issues.

Primarily, students will understand the difference between the function of a manager and the role of a leader. The characteristics, behaviours and traits which support effective management and leadership are considered. In addition, the importance of ensuring an effective human resource management function within the organisation is also tackled. Employees are the lifeblood of any organisation and being able to attract, recruit and retain talented people is at the core of the human resource function.

The unit also examines the role which leaders and managers play in the operations of an organisation by considering organisational structures, mission, objectives and strategies, power, authority and culture, change management and the increasing importance of organisations operating in a socially responsible manner. Lastly, the unit also allows learners to appreciate the importance of understanding an organisation's external environment and stakeholders.

## Learning Outcomes

On completion of this unit the student will be able to:

1. *Distinguish between the role of a leader and of a manager within an organisation;*
2. *Analyse the effectiveness of an organisation's human resource management function;*
3. *Examine the role leaders and managers play in the operations of an organisation;*
4. *Evaluate an organisation's external environment and key stakeholders.*

## **Unit: BCECN-506-1501 Economics**

**Unit Level (MQF):** 5

**Credits:** 6

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### **Unit Description**

This unit is designed to provide an introduction to the general principles of microeconomics and macroeconomics with application to financial products and markets and to the economy as a whole.

The module begins with an overview of microeconomic theory. It considers the allocation of scarce resources in mixed economies and describes how this happens via the market mechanism. It considers the theories of price and of competition and then looks at why and how governments intervene in free markets.

The module goes on to describe national income identities and discusses critically the extent to which they can be used to compare living standards over time and between countries. The module then turns to macroeconomic theory. It takes a brief look at conflicting Keynesian and monetarist theories, describes a country's main macroeconomic objectives and analyses how monetary, fiscal and supply-side policies can be used to achieve a sustainable economic position.

Finally, the module studies international trade, a country's balance of payments position and the exchange rate of its currency. It looks at the work of international economic institutions.

## Learning outcomes

On completion of this unit, the learner will be able to:

1. *Understand the fundamental economic problem in terms of the allocation of scarce resources;*
2. *Demonstrate a descriptive and graphical approach to the theory of price and the theory of competition;*
3. *Explain the concept of market failure and its related reasons;*
4. *Describe the main national income identities, explain the relationships between them and critically discuss their use in assessing living standards;*
5. *Understand the main variables underpinning the Keynesian theory of employment and the relationships between them;*
6. *Understand the main objectives of government macroeconomic policy and explain the main tools of monetary and fiscal policy;*
7. *Understand international economic issues and describe the functions of international economic and financial organisations.*

## **Unit: BCRSH-506-1801 Research Methods 1**

**Unit Level (MQF):** 5

**Unit Credits:** 6

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### **Unit Description**

Research is conducted in many ways in a wide variety of contexts and for different purposes. Research can have a considerable impact upon organisations and their employees.

The intricacy of organisational issues makes it difficult to understand them fully. Issues are complicated when they involve many interconnected causes and consequences. Researching an organisational issue or problem involves additional stakeholders who bring with them additional tensions and this unit is designed to highlight these tensions with an aim to develop learners' relationship skills with stakeholders.

Research is rarely straightforward and is undertaken by means of individual and self-contained stages; the research process is more integrated.

To avoid disorder Research Methods 1 is designed to prepare learners to successfully undertake supervised research projects by working within an orderly framework. The unit aims to develop learners' understanding of research by identifying and developing appropriate techniques for the purposes of individual research. Research skills will be of value to learners' future career.

The unit is designed to provide learners with an awareness of the research stages required to complete the research process by considering research methodologies and types of research data that can be used and their appropriateness for particular types of research.

### **Learning Outcomes**

**On completion of this unit, learners are expected to be able to:**

- 1. Describe the basic research process model.*
- 2. Explain the importance of research.*
- 3. Identify stakeholders in research and ethical considerations.*
- 4. Produce a research proposal by applying data handling techniques and interpreting key data.*

## **Unit: BCRSH-506-1802 Research Methods 2**

**Unit Level (MQF):** 5

**Unit Credits:** 6

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### **Unit Description**

This unit utilises and builds on the knowledge and understanding developed in Research Methods 1 and is designed for students who wish to develop their personal and professional research skills.

A key skill is an ability to analyse situations and use investigative techniques to underpin problem solving and decision making. Therefore, research training is fundamental to academic and professional development and this unit designed to help students develop the skills to undertake a supervised research project, relevant to their course and of their choice.

This unit is designed to be practical in nature and as such both the contents and processes are to be assessed to ensure that the learner can demonstrate both knowledge and application of that knowledge in the context of a research project. This unit is designed to encourage students to systematically gather and analyse relevant research literature to underpin a robust research question and to evaluate and research and methods suited to their chosen topic.

This unit is designed to encourage students to think critically and enhance the learners' critical thinking, analysis and interpretation of qualitative and quantitative data. This unit encourages the development of effective problem solving and decision making, communication and time management skills.

### **Learning Outcomes**

**On completion of this unit, learners are expected to be able to:**

1. Demonstrate fundamental research skills.
2. Plan & carry out a research project.
3. Present findings of the research including the application of data handling techniques.
4. Outline the implications of these findings for 'best practice'.

## **Unit: BCMTH-506-1810 Applied Business and Financial Mathematics**

**Unit Level (MQF):** 5

**Unit Credits:** 6

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### **Unit Description**

Applied Business and Financial Mathematics aims to introduce students to more complex mathematical and statistical concepts which may be applied to business and financial setups. Students are introduced to linear programming and the idea of finding the optimal solution of an objective function. The area of linear algebra is used to formally present students with data which is of a multivariate nature; a common occurrence in business and financial data. To this end, the topics of vectors and matrices are covered in detail in this unit. As a result, the variance-covariance matrix and the correlation matrix are discussed as a generalisation of their univariate counterparts. Calculus is an integral part of any course in business and financial statistics. Therefore, this unit presents elementary differentiation and integration. Finally, statistical distributions, both discrete and continuous are discussed and applied to solve problems related to business, finance, and economics.

### **Learning Outcomes**

**On completion of this unit, the learner will be able to:**

- 1. Use linear programming to solve minimisation and maximisation problems;*
- 2. Apply concepts from calculus to solve business and financial problems;*
- 3. Produce production plans and/or forecasts using linear algebra;*
- 4. Summarise multivariate data;*
- 5. Describe and solve business and financial problems in terms of probabilistic models involving discrete and/or continuous random variables.*



## **Unit: BCWBL-506-1501 Further Work Based Learning**

**Unit Level (MQF):** 5

**Unit Credits:** 6

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### **Unit Description**

In this unit learners will be given a business-relevant project that can be designed in conjunction with business partners, or if this is not possible, then by the programme delivery team. It is essential that the learner is encouraged to foster links with the business community to help facilitate the completion of the unit.

In business the successful undertaking of tasks may often depend on the application of knowledge and skills in more than one subject area. It may be necessary to combine the knowledge and skills of several subjects and integrate them with the ability to analyse and evaluate. The learner should be encouraged to use all subject knowledge gained up to this point to ensure the success of this project.

This unit aims to give learners the opportunity to build skills and competences in planning and carrying out a project which involves critical analysis, evaluation and synthesis of ideas, concepts, information and issues which are within the common understanding of their subject discipline.

Learners are encouraged to integrate the knowledge and skills developed throughout the whole programme. The project will provide experience in carrying out a realistic work-related project by planning and organising work, carrying it through to completion and reporting findings.

Learners will also reflect on their progress on the unit to identify areas of strength and opportunities for improvement for the future.

Undertaking this project will also give learners the opportunity to develop skills for employment in a business role.

### **Learning Outcomes**

**On completion of this unit, the learner will be able to:**

- 1. Prepare a project proposal in response to a specific remit.*
- 2. Outline how the project will be carried out including timelines using an appropriate software package.*
- 3. Carry out the project to meet the specifications given.*
- 4. Evaluate the project in terms of efficiency and effectiveness.*

## **Unit: BCLAW-606-2000 Applied Financial Services Law and Compliance**

**Unit Level (MQF):** 6

**Unit Credits:** 6

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### **Unit Description**

The Financial Services Industry has become more complex in the last decade primarily due to increasing compliance requirements imposed by the EU and transposed in the local environment. This Unit of study aims to provide a solid understanding of the main laws that regulate the local financial services industry and understand how compliance programmes should be implemented.

The unit is a continuation on the Unit entitled ‘Introduction to Law and Compliance’. It commences by introducing contracts in the financial services context. Subsequently, an evaluation of the regulatory framework is undertaken by exploring the banking, insurance and securities markets regulatory framework.

This unit also considers the statistical reporting requirements with which licenced entities are required to comply with. The importance of such compilations and the different periods are explored depending on the various sectors within the same industry.

In conclusion, learners will then undertake studies related to consumer protection and compliance. On completion of the unit, learners will be able to develop appropriate compliance programs to monitor, manage and mitigate compliance risk.

### **Learning Outcomes**

**On completion of this unit, the learner will be able to:**

1. Examine the elements of a contract in a financial services environment;
2. Evaluate the local financial services regulatory framework;
3. Explain the financial and statistical reporting which is made to competent authorities;
4. Understand the importance of consumer protection in the financial services industry;
5. Understand the importance of compliance in the financial services industry.

## **Unit: BCFIN-606-1602 Wealth Management**

**Unit Level (MQF):** 6

**Unit Credits:** 6

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### **Unit Description**

This module builds upon the learners' previous knowledge of financial markets and products, by considering the specific services offered by a wealth management division and the financial planning services that are provided to clients according to their particular requirements. It has been designed to provide learners with a sound knowledge and understanding of the wealth management industry, its clients and their respective needs, and related wealth management investment strategies, including tax implications.

The unit commences by considering the unique characteristics of the wealth management industry and highlights its increased significance. It also considers the major changes occurring over the past recent years within the wealth management industry, in particular the changes in clients' behaviour and needs. In view of all this, it is extremely important for wealth managers to identify, understand and address changing clients' needs and preferences to be able to develop appropriate investment solutions. Consequently, the wealth management model and its client-centric approach would really help wealth managers to fully understand clients' requirements.

The role and relevance of taxes in investment decision-making is also considered. The unit considers the various types of taxation systems found in Malta, the tax implications on wealth management and any practical and ethical issues that need to be considered by wealth managers when providing tax efficient advice.

## Learning Outcomes

On completion of this unit, the learner will be able to:

1. *Define the wealth management segment and identify its main distinctive characteristics;*
2. *Provide a detailed description of the wealth management model and discuss the main reasons and challenges for adopting it;*
3. *Analyse the market for wealth management products;*
4. *Identify clients' investment needs and present suitable investment recommendations;*
5. *Analyse issues related to tax and taxation planning.*

## **Unit: BCMRK-606-2001 Applied Marketing for Financial Services**

**Unit Level (MQF):** 6

**Unit Credits:** 6

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### **Unit Description**

Marketing is an essential element of any business today as it enables businesses to create an identity and to portray this image to their customers with the aim of inspiring trust and finally driving business. The financial services area is no exception. As competition increases, businesses need to find differentiation criteria that enable them to attract and retain the most valuable customers.

In this unit, learners will develop an in-depth understanding of how financial services organisations identify, anticipate and meet the needs, expectations and aspirations of customers to ensure the effectiveness of an organisation's marketing effort.

Learners will also develop an understanding of the importance of being aware of changes in the market (including the competitive landscape), which is having a significant impact on the customers of financial services organisations and the way the organisations interact with customers.

Learners will also develop knowledge, understanding of, and skill in, the use of different marketing tools, techniques and concepts and how these can be used in practice. Focus will be given as to how financial services organisations employ marketing practices to ensure sustained and profitable growth in their businesses.

### **Learning Outcomes**

**On completion of this unit the learner will be able to:**

- 1. Explain the role of marketing in financial institutions;*
- 2. Analyse the components of the marketing environment and their impact on marketing activities;*
- 3. Recognise the importance of marketing research;*
- 4. Apply different segmentation, targeting and positioning techniques in the financial services industry;*
- 5. Discuss the use of the extended marketing mix in a financial services environment.*

## **Unit: BCFIN-606-1603 Globalisation of Financial Markets**

**Unit Level (MQF):** 6

**Unit Credits:** 6

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### **Unit Description**

This unit will provide learners with an understanding of the implications of financial market integration and the emergence of a global financial system. In addition, through this module, learners should be able to understand the impact that globalisation has on the operations of international financial markets and finance models.

Starting with an overview of globalisation and the international financial system, the unit eventually progresses by considering the role of financial markets and institutions in sustaining the global financial system. Subsequently, the way in which the globalisation of financial markets is affected by risk and the key drivers of change, such as regulation and government policy, is considered. Additionally, the role of various financial instruments and markets within a global setting is considered. This includes bonds, interest rates, central banks, foreign exchange markets and international equity markets.

Since the globalisation of financial markets is a highly dynamic field of study, learners are encouraged to keep constantly up to date with current developments in the area. The module will broaden the learners' knowledge of the financial services industry from an international point of view, so that they will be able to fully appreciate the opportunities and risks that the globalisation process brings about.

## Learning Outcomes

On completion of this unit, the learner will be able to:

1. *Understand globalisation and the international financial system;*
2. *Analyse the role of international financial markets and institutions in sustaining the global financial system;*
3. *Evaluate how the key drivers of change and risk impact the globalisation of financial markets;*
4. *Analyse the function of bonds, interest rates and central banks in the global financial system;*
5. *Analyse the role of foreign exchange (forex) markets and equilibrium in the globalisation of financial markets;*
6. *Examine the growth and development of international equity markets.*

## **Unit: BCFIN-606-1604 Foundations of Risk Management in Financial Services**

**Unit Level (MQF):** 6

**Unit Credits:** 6

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### **Unit Description**

Organisations that operate within the financial services industry face various risks and so it is essential that a robust approach to risk management is adopted by such organisations. This unit primarily considers how risk is identified and measured by Financial Services Organisations (FSOs). It starts off by considering the fundamental principles of risk management and the application of risk management in the financial services industry. Subsequently, the different stakeholders of the financial services industry and their attitudes towards risk management, together with the role of corporate governance and ethics in influencing a risk culture are considered.

Through this unit, learners will also learn about the different categories of risk within the financial services industry together with a range of techniques that are used to identify risks within the aforementioned industry. The characteristics, appropriateness of use and limitations of such risk identification techniques are considered. Furthermore, the risk indicators within the financial services sector are also considered so that learners will be able to identify the risks arising and their resulting impact. Subsequently, the measurement of risks to which a financial services organisation is exposed is also considered. This involves the methods used to measure market risk, credit risk, operational risk and the Capital Asset Pricing Model (CAPM).

### **Learning Outcomes**

**On completion of this unit, the learner will be able to:**

1. *Explain the history and fundamental principles of risk management in financial services;*
2. *Analyse the influence of stakeholders, corporate governance and ethics on risk management in financial services;*
3. *Identify the risks to which a local financial services organisation is being exposed;*
4. *Measure the risks to which a local financial services organisation is being exposed.*



## **Unit: BCSTA-606-1801 Handling Business Data and Statistics**

**Unit Level (MQF):** 6

**Unit Credits:** 6

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### **Unit Description**

Statistics is the science of collecting and interpreting data, and then using this data to draw inferences. This module will discuss the collection of data using appropriate sampling techniques, as well as the techniques that can be used to make predictions and derive estimates about a large body of data. The ability to construct confidence intervals and to assess the level of reliability of inferences, which perhaps is the most important aspect of handling business data and statistics, will be analysed in detail. The content should integrate with the other modules. The ability to handle business/financial data and statistical results should serve as a springboard for sound decision-making in business and/or financial services areas.

### **Learning Outcomes**

**On completion of this unit, the learner will be able to:**

- 1. Describe, evaluate and justify the use of sampling methods and techniques;*
- 2. Make inferences related to a business scenario by using confidence intervals and hypothesis testing;*
- 3. Analyse and generalise the relationship between two variables;*
- 4. Use principal component analysis to reduce the dimension of a given set of data.*

## **Unit: BCFIN-606-1606 Fund Management and Administration**

**Unit Level (MQF):** 6

**Unit Credits:** 6

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### **Unit Description**

The aim of this unit is to give students a practical insight into the funds industry, which is one of the most thriving within the local financial services environment. The unit will focus on the environment in which investment management takes place and the way in which funds are operated.

Primarily, the unit considers the fundamental concepts of fund administration and management. These include funds-related terminology, an overview of the local funds industry and the process and documentation involved in setting up and launching an investment fund. In addition, the roles and responsibilities of the main service providers and stakeholders of the funds industry are considered. Learners will also learn about the book-keeping entries that are used to record portfolio transactions and general ledger entries, and the various calculations involved in fund accounting. In addition, the ways in which a fund's assets may be valued using appropriate pricing sources, and asset verification and control procedures are considered. The statutory reporting requirements and importance of cash management procedures for an investment fund are also considered.

Following completion of this unit, learners will be able to analyse the impact of regulations and risk on the local funds industry. The key areas of regulation relating to fund management and administration, the different types of agreements, the sources of risk in fund administration and management and the importance of compliance by an investment fund are considered.

## Learning Outcomes

On completion of this unit, the learner will be able to:

1. *Understand the fundamental concepts of fund administration and management;*
2. *Explain the roles and responsibilities of the main service providers and stakeholders of the funds industry;*
3. *Calculate the valuation of an investment fund and complete accounting procedures;*
4. *Analyse the impact of regulations and risk on the local funds industry.*

## **Unit: BCFIN-606-1607 Risk Management Practices in Financial Services**

**Unit Level (MQF):** 6

**Unit Credits:** 6

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### **Unit Description**

This unit builds upon the unit entitled “Foundations of Risk Management in Financial Services”. It takes a practical approach towards risk management by considering how risk is evaluated by Financial Services Organisations (FSOs) so that the appropriate response to risk is adopted. Initially, the main standards and regulations concerning risk management in the financial services industry are considered. These include the Risk Management and Internal Capital Adequacy Assessment Process, the Forward Looking Assessment of Own Risks concept, the Basel recommendations, Solvency II Directive, Capital Requirements Directive (CRD) and the Markets in Financial Instruments Directive (MiFID). Subsequently, the unit progresses to consider how the results obtained from risk measurement can be evaluated, so that eventually appropriate recommendations can be made for FSOs to adopt a sustainable risk reward profile that optimises risk and return.

Following the completion of this unit, learners will be able to apply a range of risk management response techniques. This includes concepts related to, and the importance of risk avoidance, transference, retention and acceptance. In addition, the use of various financial instruments as a risk management response is also considered. Finally, the communication strategies through which FSOs keep their stakeholders informed of the risks they are exposed to and the importance of controlling, monitoring and enhancing the risk management process are considered.

### **Learning Outcomes**

**On completion of this unit, the learner will be able to:**

1. *Understand the main standards and regulations concerning risk management in the financial services industry;*
2. *Evaluate the results obtained from risk measurement and make recommendations to optimise risk and return;*
3. *Apply a range of risk management response techniques;*
4. *Understand the importance of risk communication and review of the risk management process.*