COURSE SPECIFICATION DOCUMENT

Academic School/Department	Richmond Business School
Programme	BA (Hons) Finance and Investment with Combined Studies
***FHEQ* Level**	6
Course Title	Wealth Management
Course Code	FNN 6415
Course Leader	Ivan K. Cohen
Student Engagement Hours	120
Lectures	30
Seminar/Tutorials	15
Independent/Guided Learning	75
Semester	Spring
Credits	12 UK CATS credits 6 ECTS credits 3 US credits

Course Description

This course is designed to enable students to build upon the knowledge gained in the prerequisite courses to be able to analyse in-depth the specific services offered by a wealth management company or division of a bank. They will learn the various methods and techniques necessary for the complex financial planning required by clients of significant net worth.

Prerequisites FNN 5205, FNN 6210

Aims and Objectives

- Explain the underlying theory and practice of wealth management, including relationship management
- Critically analyze and evaluate the role played by wealth management within the financial system
- Apply the tools of financial asset allocation (portfolio theory, fundamental and technical analysis) to constructing a wealth management portfolio

- Devise a bespoke portfolio based on a client profile.

Programme Outcomes
A1, A3, A4, A5
B1, B2, B3, B4
C1, C2
D1, D2, D3, D4, D5

A detailed list of the programme outcomes are found in the Programme Specification.

This is located at the archive maintained by the Academic Registry and found at www.richmond.ac.uk/content/academic-schools/academic-registry/program-and-course-specifications.aspx

Learning Outcomes
By the end of this course, successful students should be able to:

- Understand the underlying rationale for wealth management, including relationship management
- Be able to demonstrate a knowledge and understanding of the services of wealth management: brokerage, financial and tax planning, and international and private banking
- Be able to apply the tools of financial analysis to risk management and portfolio construction
- Be able to design and critically assess a bespoke portfolio with reference to market indices and empirical evidence

Indicative Content

- Client identification and analysis
- Needs analysis and relationship management
- Wealth management products and services
- Portfolio and risk management: strategies, risk analysis and portfolio theory
- The regulatory environment
- Tax and taxation planning
- Contemporary issues in wealth management

Assessment
This course conforms to the Richmond University Standard Assessment Norms approved at Academic Council on June 28, 2012.

Teaching Methodology
This upper-level course will be taught using formal class room lectures and seminars/discussions. Full use and application of material from the prerequisites is crucial for student success. Full use of IT, especially Excel™ is key to successful completion of the course. Students are expected to possess a decent financial calculator for in-class calculations.

Bibliography
See syllabus for complete reading list

Indicative Texts

Brunel, Jean L. P. (2015) *Goals-Based Wealth Management: An Integrated and Practical Approach to Changing the Structure of Wealth Advisory Practices*. John Wiley & Sons

Butler, Jason (2014) *FT Guide to Wealth Management: How to Plan, Invest and Protect Your Financial Assets, second edition.* FT/Prentice Hall

Evensky, Harold, Stephen M. Horan and Thomas R. Robinson (2011) *The New Wealth Management: The Financial Advisor's Guide to Managing and Investing Client Assets*. CFA Institute

Gibson, Roger C. (2013) *Asset Allocation: Balancing Financial Risk, fifth edition.* McGraw-Hill

Journals
Journal of Wealth Management (jwm.iijournals.com)
Journal of Portfolio Management (jpm.iijournals.com)
Journal of Financial Planning (www.onefpa.org)

Web Sites
The Economist (www.economist.com)
The Financial Times (www.ft.com)
The Wall Street Journal (www.wsj.com)
Financial Planning Magazine (www.financial-planning.com/magazine/)

Bank for International Settlements (BIS) (www.bis.org)
CIA World Factbook (www.cia.gov/library/publications/resources/the-world-factbook/index.html)
CNBC (www.cnbc.com)
FRED (Federal Reserve Economic Data) (fred.stlouisfed.org)
Global Financial Data (www.globalfinancialdata.com)
Google Finance (www.google.co.uk/finance?tab=we)

Please Note: The core and the reference texts will be reviewed at the time of designing the semester syllabus

---

Change Log for this CSD:

Major or Minor Change?	Nature of Change	Date Approved & Approval Body (School or LTPC)	Change Actioned by Academic Registry