



ASISA

ACADEMY

UCT INVESTMENT
MANAGEMENT
ADMINISTRATION & CLIENT
SERVICING (IMACS) SHORT
COURSE

COURSE BROCHURE

1. THE PURPOSE OF THE COURSE AND ENTRY REQUIREMENTS

The IMACS Short Course (previously called the IMACS Bootcamp) was designed in collaboration with a group of industry professionals in order to support new members of investment administration and client servicing teams with a better understanding of not only their products and market developments but also their own organisations.

We believe it also contributes towards service delivery because delegates will better understand their clients and industry needs. As with previous courses, delegates from multiple companies and various roles attend the course and, in line with the Academy vision, the majority of the sessions will be presented by industry practitioners resulting in a richer learning experience.

The short course format has proved to be very successful with demand growing substantially. The Academy now runs its short courses regularly in Cape Town and Johannesburg.

2. ACADEMY VISION & CONTEXT

The ASISA Academy creates and delivers high quality solutions to meet the skills development needs of South African Savings, Life Assurance and Investment Management organisations. Our learning solutions are informed by and responsive to industry realities and delivered in an academically sound and practitioner-led manner.

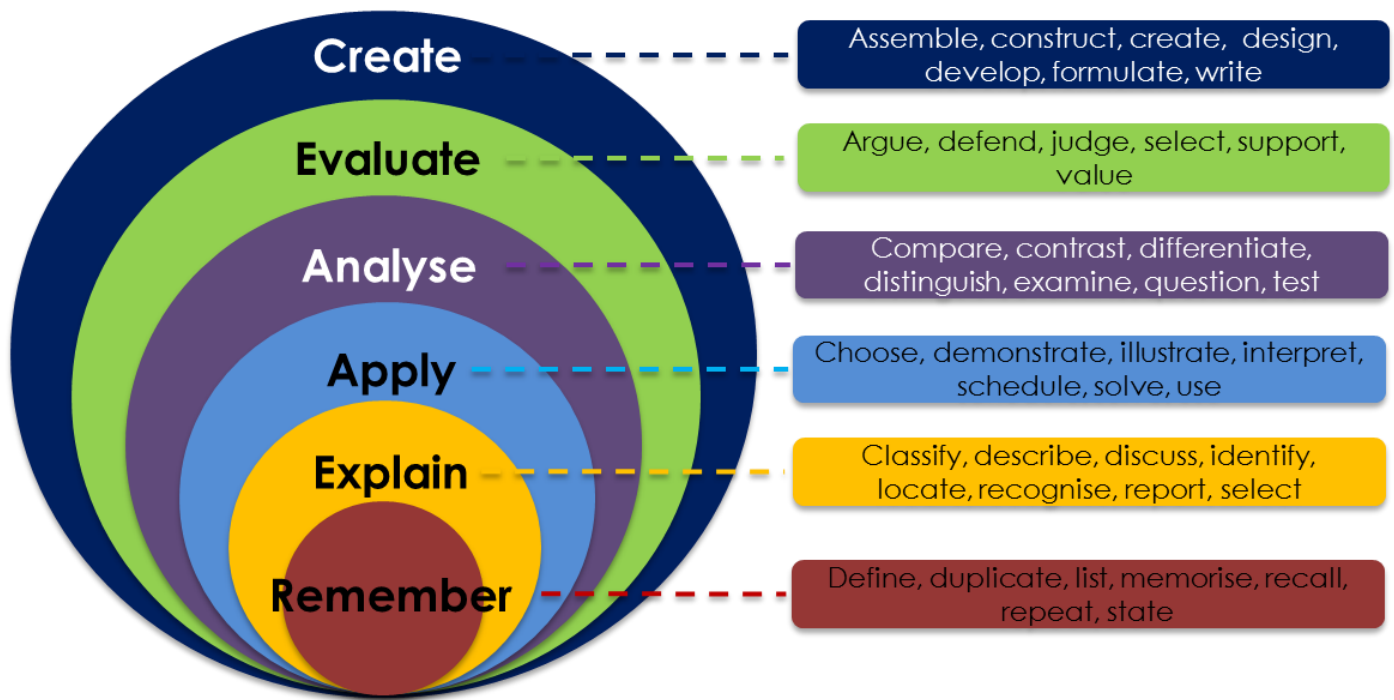
The Academy resulted from the need for a fresh approach to developing savings and investment management skills and achieving broader, more rapid transformation of the industry. The intention is take delegates' learning beyond that of their tertiary studies using an approach that responds to industry realities and is delivered by industry experts in an academically sound manner.

More than 5,300 people in the Southern African financial services sector have learned with the ASISA Academy since 2008 with over 450 industry presenters keeping the learning rooted in reality. The Academy has a Level 2 B-BBEE rating.



3. ACTIVE LEARNING

We work hard at the ASISA Academy to ensure every learning experience is as interactive as possible. To achieve this we draw on the expertise of some of the most experienced and specialised professionals in the industry and we limit the size of our groups. The following diagram captures the Academy approach to learning. We aim to achieve the bulk of our learning in the biggest circles. Delegates will be required to bring a laptop or tablet in order to make full use of the online learning environment during the sessions.





4. COURSE LEARNING OUTCOMES

The following table summarises each Learning Area and Learning Outcomes covered during the course.

Learning Area	Learning Outcomes - By the end of the course successful delegates will be able to...
Introductions /Markets	<ul style="list-style-type: none"> Describe financial markets, including <ol style="list-style-type: none"> The concept of a financial market and a brief historic overview Terminology – starting the glossary of investments market terminology
How the industry fits together	<ul style="list-style-type: none"> Interpret ASISA's Follow the Rand presentation, covering types of investors and the investment vehicles available to them Describe SA's financial markets Introduce the role players in the financial services sector Identify the structure of the investments environment
Governance - structures	<ul style="list-style-type: none"> Show how the industry is governed, covering external regulation and internal compliance
Governance - Ethics	<ul style="list-style-type: none"> Discuss the need for ethics in the market place Review some of the contentious areas, and provide examples of unethical behaviour and consequences
Markets - Investment philosophies	<ul style="list-style-type: none"> Review of Investment philosophies and styles used by investment managers and place them in the context of the industry
The Investment Management Business Structure	<ul style="list-style-type: none"> Review the structure of the investment management group. Identify the key functions and teams required by an investment firm and place them in a corporate structure. Discuss the factors influencing what to outsource and when to do it.
The Investment Management Business Income	<ul style="list-style-type: none"> List the sources of income of an investment manager, covering types of income and different fee models and the factors involved.
The Trade cycle	<ul style="list-style-type: none"> Explain the Investment Trade Cycle from the perspective of the Investment Manager Explain the Trade Cycle from the perspective of the JSE, including the rules of trading, clearing and settlement.
Money market	<ul style="list-style-type: none"> Define money market instruments Describe the SA money market environment and the ETME
Interest rate instruments	<ul style="list-style-type: none"> Define key concepts in interest rate instruments Explain fixed interest trading methodologies
Derivatives	<ul style="list-style-type: none"> Describe the characteristics of the different derivative market instruments and how they are used. Demonstrate simple derivative strategies that are used in portfolio management
Static data	<ul style="list-style-type: none"> Show the importance of static data and the impact of errors. List the critical components of static data
Corporate actions	<ul style="list-style-type: none"> List the primary corporate actions. Describe the corporate action cycle.
Pricing	<ul style="list-style-type: none"> Show the importance of instrument pricing in the valuation process Identify key data sources and problems that exist with each.
Product providers - CIS	<ul style="list-style-type: none"> Describe how to establish a Manco. List the applicable regulations – N90, classifications
Product providers - LISPs	<ul style="list-style-type: none"> Show how a LISP works and where it fits into the investments Industry
Product Providers – Multi Managers	<ul style="list-style-type: none"> Show how a Multi Manager works and where it fits into the investments Industry
Custodians and Trustees	<ul style="list-style-type: none"> Contrast the roles that Custodians and Trustees play in the industry
Portfolio pricing	<ul style="list-style-type: none"> Explain the need to price a portfolio, including principles of fairness, the concept of a unit and the calculation of unit prices
Performance Measurement	<ul style="list-style-type: none"> Describe performance measurement, covering the different methodologies. Describe performance attribution



Learning Area	Learning Outcomes - By the end of the course successful delegates will be able to...
GIPS	<ul style="list-style-type: none"> Provide an introduction to GIPS including the requirements to become GIPS compliance and the benefits of GIPS
Excel training	<ul style="list-style-type: none"> Demonstrate advanced Excel skills for the investment administrator environment.
Engagement Skills	Integrate the following skills into their workplace practice: <ul style="list-style-type: none"> Priority management Business communication Thinking, learning & collaborating

5. FEEDBACK FROM PAST CANDIDATES

Some comments from past Academy delegates about their experiences on our courses:



- “Today's session meant that I could consolidate everything that I had learnt over the days of the course. It has been very valuable. I am very excited about the knowledge I have gained. Great course!”
- “Overall it was definitely encouraging and I learnt new things once again. The course was good, and in my opinion it would be a great tool for all our staff members”.

- “What an excellent day! Learnt a tremendous amount from the brilliant speakers today. Could easily spend a day with each of them”.
- “Great lecturers from the industry that has a wealth of knowledge to share. Thoroughly enjoyed it!”
- “In a nutshell, the investment industry summed up in a week and getting top industry professionals to simplify complexity in our working environment was one of the most fulfilling things in my career, and am ready to apply all the concepts learned, from Excel to self-management and through to compliance to add value and simplify my life, most of all and those that I work with, and continue to question status quo”.
- “It's a great course and should really be given a lot more attention to new comers to the industry”.
- “The program has broadened my perspective in terms of the actual industry - I am learning so much. It has been a great experience so far”.
- “Have enjoyed and found it very helpful and informative”.
- “Programme is fantastic, makes you apply your mind especially to the things you know but are ignorant of”.



- “It has been very valuable. I am very excited about the knowledge I have gained. Great course!”
- “The course was highly beneficial to me as a newbie in this industry. I would recommend that everyone who is unfamiliar with the big picture of the investment world do the course. Really great experience.”

6. CONTACT INFORMATION

For course dates, venues, pricing and other information please contact the ASISA Academy on:

- Email: info@asisaacademy.org.za
- Landline: +27 21 673 1627
- Website: www.asisaacademy.org.za/programmes