

This subject focuses on the realities faced by the financial adviser working in the Australian investment industry. It addresses some of the current issues facing the industry and discusses their impact on the day-to-day role of the financial adviser.

Comprehensive coverage of investment products includes the main asset classes, managed fund products, how to implement investment objectives in light of the risk-return trade-offs, and the legal and administrative frameworks supporting the industry and its products and services. Also included are a series of case studies and applications which test the ability to plan and develop advanced investment strategies and build client portfolios in line with their stated objectives.

Learning outcomes

At the completion of this subject students should be able to:

- Examine some of the major issues currently facing the Australian investment industry.
- Evaluate the key features of each asset class and the role each plays in an investment portfolio
- Evaluate the risks associated with each asset class and the products within that class.
- Evaluate the key influences on each asset class to assess the impact on a client investment portfolio.
- Analyse the key influences of tax and legal structures, disclosure requirements and fund performance on managed investments.
- Assess the client's investment goals and financial position to develop a suitable asset allocation for a client portfolio relative to their needs and objectives, stage of life and risk tolerance.
- Construct a client portfolio which delivers the best possible solution for the client tailored to their risk profile, time horizon, return requirements and needs and objectives.

Subject content

- Future directions in the investment industry
- Asset classes and the investment portfolio
- Managed investments
- Matching investment products to client needs
- Investment strategies and the client portfolio

Assessment

Assessment Type	Assessed	Weighting
Assignment	Week 6	50%
Examination	Week 12	50%

Delivery method

Kaplan's delivery is primarily through distance education, supported by comprehensive print and online resources. Students will have access to subject notes, pre-recorded lectures, an online subject room, practitioner led Discussion Forums, online exercises, library and further resources.

Pre-requisites

Students enrolling in a Masters level elective subject are assumed to have the pre-requisite knowledge in the four core subjects ([FIN111](#), [FIN112](#), [FIN113](#) and [FIN114](#)). This requirement can be waived where students are studying one or more core subjects concurrently with an elective, or they are studying single subjects and are not enrolled for the Masters, Graduate Diploma or Graduate Certificate courses. Students enrolling into an elective subject without having completed all core subjects should ensure that they have, or have access to, the pre-requisite or assumed knowledge required for successful completion of the elective subject. For further information on pre-requisite study contact a student adviser.

Kaplan recommends that you complete the following Kaplan Professional unit (or have a thorough working knowledge of the content) prior to enrolling in this unit:

- Financial Planning Fundamentals ([FIN211](#))

Workload

This subject requires approximately 120 hours of student effort (11-12 hours per week). This includes time spent on activities such as: Reading and review of course notes and other reading material, attending to or listening to live or pre-recorded lectures, participating in e-learning activities, and assessment preparation and review.

Reading list

The following list of references provides the student with key and additional reading material.

Prescribed text

Taylor, S et al 2009, Financial Planning in Australia, 3rd edn., LexisNexis/Butterworth ISBN 9780409325607

Retailers of educational books include Co-op Bookshop, Uni Books, McGill's Bookshop, Boffins Bookshop. The text can also be borrowed from the Kaplan library or other libraries.