Tier 1
Margin Lending
Subject outline

Tier 1 Margin Lending

Subject overview

This subject introduces students to the concepts of margin lending as they apply to retail clients. Students will learn how to analyse, evaluate and choose margin loans and gearing strategies, and will gain an understanding of managing risk when dealing with retail client portfolios.

Students can elect to complete either a general advice or personal advice study option for this course.

Upon successful completion of the general advice option, students will meet the education requirements of ASIC Regulatory Guide 146 (RG146) for providing general advice in margin lending to retail clients.

Upon successful completion of the personal advice, students will meet the education requirements of ASIC Regulatory Guide 146 (RG 146) for providing personal advice in margin lending to retail clients.

General advice or personal advice

To provide general or personal advice in a Tier 1 knowledge area, students must have completed the subject Generic Knowledge.

To achieve competency to provide general advice, the following components must be completed:

• Generic Knowledge exam
• Margin Lending exam.

To achieve competency to provide personal advice, the following components must be completed:

• Generic Knowledge exam
• Margin Lending exam
• Margin Lending skills assignment.

Students who require a Statement of Attainment listing the relevant ASIC unit of competency must successfully complete all three components of the personal advice option above.

Note: If a student completes the requirements to provide general advice, but would like to provide personal advice, they must complete the skills assignment.

The Generic Knowledge component only needs to be completed once.
Learning outcomes

Upon successful completion of the general advice option, students should be able to:
1. Outline the characteristics of margin lending, margin lending facilities, potential investors and risks of margin lending
2. Explain the process for choosing a margin loan and strategies for managing margin loan risk
3. Analyse and evaluate gearing strategies in relation to different client scenarios
4. Demonstrate technical compliance with RG 146 in margin lending
5. Provide general retail financial advice in Margin Lending and meet all compliance obligations for the provision of that advice.

Upon successful completion of the personal advice option, students should be able to:
1. Outline the characteristics of margin lending, margin lending facilities, potential investors and risks of margin lending
2. Explain the process for choosing a margin loan and strategies for managing margin loan risk
3. Analyse, evaluate and recommend gearing strategies in relation to different client scenarios
4. Demonstrate technical and skills compliance with RG 146 in Margin Lending
5. Provide personal retail financial advice in Margin Lending and meet all compliance obligations for the provision of that advice.

Subject topics

Topic 1: Fundamentals and regulation of margin lending
Topic 2: Overview of gearing
Topic 3: The margin loan transaction
Topic 4: Assessing financial risk for client portfolios

Units of competency

Units of competency are only awarded to students who complete the personal advice option of this subject.

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>FNSASICR503</td>
<td>Provide advice in margin lending</td>
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<tr>
<td>FNSINC501</td>
<td>Conduct product research to support recommendations</td>
</tr>
<tr>
<td>FNSIAD501</td>
<td>Provide appropriate services, advice and products to clients</td>
</tr>
<tr>
<td>FNSCUS505</td>
<td>Determine client requirements and expectations</td>
</tr>
<tr>
<td>FNSCUS506</td>
<td>Record and implement client instructions</td>
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Subject duration and work load

Students have a total of 12 weeks to complete the assessment requirements for this subject.
Kaplan recommends that students should dedicate approximately 10 hours per week to this subject; they may need to spend more or less time on undertaking the reading, preparing for the exam and/or doing the assignment, depending on the level of the student’s current experience and knowledge.

An additional four weeks is available if students are required to resubmit an assignment or resit an examination.

Subject prerequisites

The prerequisite for this subject is Tier 1 Generic Knowledge.

Delivery mode

This subject is delivered online.

Kaplan’s online learning portal KapLearn enables us to provide you with innovative, interactive learning resources and support. You can access KapLearn from anywhere at any time using a computer or mobile device that has internet access.

KapLearn is where you access subject notes, supplementary learning material, practice activities and assessments. KapLearn is also where you access ongoing support. The ‘Ask your tutor’ forum provides you with continuous technical support from subject matter experts.

Assessment tasks

The assessment tasks for this subject are:

General Advice

Examination: Supervised, open book online multiple choice examination.

Personal Advice

Examination: Supervised, open book online multiple choice examination.

Assignment: The preparation of a compliant Statement of Advice for a given client.

Students may attempt the exam and/or submit their assignment at any time before the conclusion of their 12 week study period if they think they are adequately prepared. Students will receive personal reminder emails as they approach their assessment deadlines.

Fees

For information about the schedule of fees, please contact Corporate Solutions on 1300 728 505 or corporatesolutions@kaplan.edu.au.
Exemptions

Students may be able to obtain an exemption for a Kaplan award subject based on their previous study or work experience. To do this they must submit evidence that demonstrates they have already met the requirements of the subject through these other means.

Evidence can take many forms, such as information about approved study, information about work experience, certificates, transcripts or other credentials.

Kaplan’s exemption policy and the request pro forma are available at: www.kaplanprofessional.edu.au.

Student policies

Students who enrol in a Kaplan course are bound by our published policies, including the policy that sets out our rules for assessment. Students can review these policies before they enrol by going to the Kaplan website: <www.kaplanprofessional.edu.au>.

The policies also assist students when their study program does not go as planned and they need extra support.