



Tier 1 Margin Lending

Subject outline

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 (RG 146) for providing general advice in margin lending to retail clients.

Upon successful completion of the personal advice option, 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:

- Tier 1 Generic Knowledge
- Margin Lending including an exam.

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

- Tier 1 Generic Knowledge
- Margin Lending including an exam and a 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

On successful completion of the Tier 1 Margin Lending general advice option, students should be able to:

- Outline the characteristics of margin lending, margin lending facilities, potential investors and risks of margin lending
- Explain the process for choosing a margin loan and strategies for managing margin loan risk
- Analyse and evaluate gearing strategies in relation to different client scenarios
- Demonstrate technical compliance with RG 146 in Margin Lending
- Provide general retail financial advice in Margin Lending and meet all compliance obligations for the provision of that advice.

On successful completion of the Tier 1 Margin Lending personal advice option, students should be able to:

- Outline the characteristics of margin lending, margin lending facilities, potential investors and risks of margin lending
- Explain the process for choosing a margin loan and strategies for managing margin loan risk
- Analyse and evaluate gearing strategies in relation to different client scenarios
- Demonstrate technical and skills compliance with RG 146 in Margin Lending
- Provide personal retail financial advice in Margin Lending and meet all compliance obligations for the provision of that advice.

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.

Subject	Code	Title	Topic	Type of Assessment
Tier 1 Margin Lending — Personal Advice	FNSASICR503	Provide advice in margin lending	Topic 1–4	Exam and Assignment
	FNSINC501	Conduct product research to support recommendations	Topic 1–4	Exam and Assignment
	FNSIAD501	Provide appropriate services, advice and products to clients	Topic 1–4	Exam and Assignment
	FNSCUS505	Determine client requirements and expectations	Topic 1–4	Exam and Assignment
	FNSCUS506	Record and implement client instructions	Topic 1–4	Exam and Assignment

The above 5 units of competency are awarded for the successful completion of Tier 1 Margin Lending — Personal Advice.

Note: The assessment is listed by unit of competency, above. The assessments within the subject are combined covering multiple units of competency. Refer to ‘Assessment tasks’ for further information.

Subject entry requirements

The prerequisite for this subject is Tier 1 Generic Knowledge.

Subject duration

Students have a total of 12 weeks to complete the learning and assessment requirements for Tier 1 Margin Lending, from their initial enrolment date.

The subject has hardcopy notes and is delivered online.

An additional four weeks (4) per subject is available if required to resubmit an assignment or resit an exam.

Delivery mode

This subject is delivered online.

Kaplan's online learning portal, KapLearn, enables the provision of innovative, interactive learning resources and support. KapLearn can be accessed anywhere, at any time, using a computer or mobile device that has internet access. Students are also provided with hard copy subject notes for their reference.

KapLearn is the access point for subject notes, supplementary learning material, practice activities and assessments. KapLearn is also the access point for ongoing support. The 'Ask your tutor' forum provides continuous technical support from subject matter experts.

Assessment tasks

The assessment tasks for this subject are listed below. Units of competency are co-assessed by topic within subjects, as follows. The units of competency are co-assessed, as listed earlier in 'Units of competency'.

Subject	Topic	Assessment	Assessment Detail
Tier 1 Margin Lending — General Advice	Topic 1–5	1 Exam	Supervised, open book multiple choice examination.
Tier 1 Margin Lending — Personal Advice	Topic 1–5	1 Exam	Supervised, open book multiple choice examination.
	Topic 1–5	1 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 if they believe they are adequately prepared. Students will receive personal reminder emails as they approach their assessment deadlines.

Note: The assessment is listed by unit of competency, above. The assessments within the subject are combined covering multiple units of competency. Refer to 'Assessment tasks' for further information.

Students who complete the personal advice of the subject will receive a statement of attainment.

CPD points

The FPA have assessed this subject and award CPD hours upon successful completion:

- 7 CPD hours. Professional dimensions covered include Capability and Critical Thinking.



Exemptions

Students may be able to obtain an exemption for a Kaplan award subject based on their previous study and/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>.

Fees

An updated schedule of fees is available at the Kaplan Professional website: <www.kaplanprofessional.edu.au>.

Student policies

Students who enrol in a Kaplan subject 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.