



FPE018
Advanced Technical Strategy



Subject outline

Advanced Technical Strategy

- (1) Section 1 — General information
- (2) Section 2 — Academic details

SECTION 1 — GENERAL INFORMATION

1.1 Core or elective subject

This is an elective subject for the Master of Financial Planning.

1.2 Delivery mode

This subject is delivered online.

1.3 Recommended prerequisites

Kaplan recommends that students complete the following Kaplan Online subjects prior to enrolling in this subject:

- FPC001B *Economic and Legal Context for Financial Planning*
- FPC002B *Ethics and Professionalism in Financial Advice*
- FPC003 *Superannuation and Retirement Advice*
- FPC004 *Insurance Advice*
- FPC005 *Estate and Succession Planning*
- FPC006 *Tax and Commercial Law for Financial Planning*
- FPC007B *Client Engagement Skills*.

1.4 Course transition subject equivalence

Students are not required to complete this subject if they have transitioned from a SIA/Finsia/Kaplan course and have completed the following subjects within the course completion timeframe:

- AFA3 *Advanced Advice Solutions*.

1.5 Other resource requirements

Students do not require access to specialist facilities and/or equipment to undertake this subject.

SECTION 2 — ACADEMIC DETAILS

2.1 Subject overview

This subject explores complex client scenarios and enhances students' technical expertise and capability through a complex advice strategy paper. It will provide you with the expertise to solve clients' problems through the construction of advice solutions that improve the well-being and financial situation of your specific client segment.

2.2 Subject learning outcomes

On successful completion of this subject, students should be able to:

1. Develop advanced technical skills in financial advice.
2. Develop complex strategies for financial advice.
3. Recommend appropriate solutions to client scenarios.

2.3 Topic learning outcomes

Topic 1 — Superannuation strategies

On successful completion of this topic, students should be able to:

- design appropriate superannuation strategies to use for their clients
- illustrate an understanding of the different strategies for superannuation.

Topic 2 — Self managed super funds

On successful completion of this topic, students should be able to:

- identify the different types of self managed super funds used in Australia
- design appropriate strategies for clients' self managed super funds
- interpret what investment decisions should be made to match clients' needs.

Topic 3 — Portfolio construction

On successful completion of this topic, students should be able to:

- describe the process for establishing the appropriate strategic asset allocation
- discuss the issues involved in implementing and monitoring the strategic asset allocation
- distinguish between strategic asset allocation and active asset allocation
- interpret a number of key economic and market indicators in the asset allocation process
- explain the process of implementation of active asset allocation
- explain the use of derivatives as an allocation tool.

Topic 4 — Strategies for wealth accumulators

On successful completion of this topic, students should be able to:

- identify what the increasing needs of wealth accumulation are in today’s financial climate
- understand and apply gearing to client advice
- summarise what outcomes should be attained in wealth accumulation.

Topic 5 — The art of estate planning

On successful completion of this topic, students should be able to:

- describe the importance of estate planning
- identify the opportunities for financial planners and their role in working in a team of professionals involved in an estate plan
- review the fundamentals of estate planning including wills, powers of attorney and guardianship, asset ownership structures, dealing with superannuation and taxation.

Topic 6 — Aged care strategies

On successful completion of this topic, students should be able to:

- analyse the decision to retain and rent the home versus sell a home
- analyse the decision to invest in assets with favourable Centrelink income treatment
- analyse the decision to finance accommodation costs using an equity release product.

Topic 7 — Income streams

On successful completion of this topic, students should be able to:

- identify the differences between the types of income streams
- interpret client scenarios to apply appropriate strategies to them
- demonstrate an understanding of the mathematical calculations associated with income streams.

Topic 8 — Risk strategies

On successful completion of this topic, students should be able to:

- comprehend the risk mitigation process
- apply risk mitigation to client scenarios
- develop appropriate risk management strategies for clients.

2.4 Assessment schedule

Assessment	Description	Week	Topics	Weighting	Subject Learning outcomes assessed
Assignment 1	Pre-retirement case study	Week 6	1–6	50%	LO1–3
Assignment 2	Post-retirement case study	Week 12	5–8	50%	LO1–3

2.5 Prescribed text

There is no prescribed text for this subject. Students will be provided with key readings and access to Kaplan's online databases. Students are encouraged to research and read widely on the topic.

2.6 Study plan

Week(s)	Topic name	Recommended student effort
1	Topic 1: Superannuation strategies	10 hours
2	Topic 2: Self managed super funds	10 hours
3	Topic 3: Portfolio construction	12 hours
4	Topic 4: Strategies for wealth accumulators	10 hours
5	Topic 5: The art of estate planning	10 hours
6	Assignment 1 (Weighting 50%)	12 hours
7	Topic 6: Aged care strategies	10 hours
8	Topic 7: Income streams	10 hours
9	Topic 8: Risk strategies	12 hours
10–12	Assignment 2 (Weighting 50%)	24 hours
Total hours		120 hours