



# FINANCIAL MARKETS PRACTITIONER LEARNERSHIP BROCHURE

## 1. ASISA 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, delivered in an academically sound and practitioner-led manner. The Academy serves the following three target markets:

1. People already employed by ASISA members and other industry stakeholders to ensure that the skills base within our industry allows us to compete with the best in the world.
2. Young people entering or considering a career in the industry to bridge the gap between the theories learned at university and the realities of the work environment so that students can become work-ready while still studying. Internships form a core part of this offering.
3. Retirement fund trustees and principal officers to raise the levels of their financial literacy.

More than 14,000 people in the Southern African financial services sector have participated in ASISA Academy programmes since 2008, with over 1000 industry presenters involved.

**The ASISA Academy is a Level 1 B-BBEE provider.**

## 2. APPROACH TO LEARNING

Every learning session takes the form of an interactive workshop (online or in person) interspersed with engaging tasks or other learning activities. Our programmes draw deeply on the expertise of some of the most experienced professionals in the industry.

We prefer to limit our class sizes to a usual minimum of 13 and a maximum of 20 students which allows for a very supportive learning environment in which no committed participant gets left behind. An online learning environment is used where all the presenter resources can be accessed from anywhere at any time. Assessments can also be performed using this online learning environment if required.

### 3. QUALIFICATION DELIVERY

The course content will be based on the newly revised NQF Level 7 qualification the Occupational Certificate: Financial Markets Practitioner (NQF ID 117238). To view the details of this qualification on the SAQA website [click here](#).

Our programme champion and team of presenters have many years of industry experience as investment management practitioners. They will co-ordinate the programme, deliver most of the sessions but also invite industry subject matter experts to present as guest lecturers on their areas of expertise. Given the unique position of the ASISA Academy as an independent non-profit business school we have excellent relationships with many such presenters both within the ASISA members as well as other industry stakeholders such as the JSE and the FSCA.

The academic component of the learnership will be delivered via online 3-hour classroom afternoon sessions (15h30 – 18h30) over 34 sessions. These knowledge sessions will take place over the course of 12 months complementing the practical skills being learned in the workplace. The qualification and learnership culminates in the External Integrated Summative Assessment (EISA) at the end of the 12-month period.

The dates on which the online classroom sessions will be delivered are as follows:

March 2023: 7<sup>th</sup>, 14<sup>th</sup>, 22<sup>nd</sup>

April 2023: 18<sup>th</sup>, 25<sup>th</sup>

May 2023: 2<sup>nd</sup>, 9<sup>th</sup>, 16<sup>th</sup>, 23<sup>rd</sup>, 30<sup>th</sup>

June 2023: 6<sup>th</sup>, 13<sup>th</sup>, 20<sup>th</sup>

July 2023: 18<sup>th</sup>, 25<sup>th</sup>

August 2023: 1<sup>st</sup>, 8<sup>th</sup>, 15<sup>th</sup>, 22<sup>nd</sup>, 29<sup>th</sup>

September 2023: 5<sup>th</sup>, 12<sup>th</sup>, 19<sup>th</sup>, 26<sup>th</sup>

October 2023: 10<sup>th</sup>, 17<sup>th</sup>, 24<sup>th</sup>, 31<sup>st</sup>

November 2023: 7<sup>th</sup>, 28<sup>th</sup>

December 2023: 5<sup>th</sup>

January 2024: 16<sup>th</sup>, 23<sup>rd</sup>, 30<sup>th</sup>

Delegates will complete the following assessments:

- 9 written practical assignments will be submitted during the course of the programme. These assignments are fully aligned to each of the Practical Modules.
- 3 Multiple Choice Questionnaire tests will be spread throughout the programme to test delegates on the Knowledge modules.
- A Portfolio of Evidence demonstrating the workplace skills components.
- A mock examination to prepare delegates for the EISA.
- Learners who succeed with the Academy assignments, MCQs, mock exam and Portfolio of Evidence will then be declared ready to write the EISA which is conducted by the SA Institute of Stockbrokers (SAIS) who registered this qualification with the QCTO and who act as the external examining body.

## 4. LEARNERSHIP

A learnership called the Financial Markets Practitioner learnership is registered against the Occupational Certificate: Financial Markets Practitioner. In terms of the Skills Development BBBEE Codes this programme qualifies as Category D on the Learning Programme Matrix.

D	Occupationally directed instructional and work-based learning program that requires a formal contract – formally assessed by an accredited body	Institutional instruction, together with structured, supervised experiential learning in the workplace	Institution and workplace	Theoretical knowledge and workplace learning, resulting in the achievement of a South African Qualification Authority registered qualification, a certificate of other similar occupational or professional qualification issued by an accredited or registered formal institution of learning
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From our discussions with SAIS and SETAs, the learnership period is less prescriptive. It needs to be a minimum of 12 months and the EISA must be written at the end of the learnership, however the start and end dates need to be agreed between each employer and the SETA to which you pay your levy. The ASISA Academy will provide some guidance to employers relating to the workplace module of the FMP Qualification which will inform the workplace activities for learners.

This learnership is a FASSET-registered learnership (Learnership code: 01/Q010044/00/120/7). This means that INSETA and FASSET registered employers can apply to their respective SETAs for Discretionary Grant (DG) funding for this learnership.

## 5. FEES

For the programme commencing in 2023 the fees are as follows:

### Academy course fee per learner

**R55,375 + VAT**

Subject to a minimum cohort of 13 learners in total from all participating employers.

In addition to the Academy fee, learnership and exam fees are payable to SAIS and have been estimated by SAIS for 2023 as follows:

### SAIS fee per learner

- EISA fee per learner R7,185 (fee includes VAT)

### SAIS fees to register and monitor workplace for learnership purposes

- Workplace assessment fee - Once off per workplace R7,387 (fee includes VAT)
- Workplace ongoing monitoring – Annual fee per workplace R4,760 (fee includes VAT)

## 6. FINANCIAL MARKETS PRACTITIONER QUALIFICATION ENTRY REQUIREMENTS

Either an NQF Level 6 qualification in finance or a related field of study OR any other NQF Level 6 qualification with 3 years of relevant assessed work experience in the financial markets.

Learners will also need to have access to a workplace environment in which they can achieve the requirements of the workplace experience module.

## **7. FINANCIAL MARKETS PRACTITIONER QUALIFICATION MODULES**

The qualification consists of three modules totalling 180 credits as follows Knowledge Modules (104 credits), Practical Skills Modules (40 credits) and Work Experience Modules (36 credits).

### **KNOWLEDGE MODULES (104 credits)**

- Introduction to Financial Markets, Level 6, 5 Credits.
- Asset Class - Equities Securities, Level 7, 12 Credits.
- Asset Class - Interest Bearing Securities, Level 7, 8 Credits.
- Asset Class - Derivative Securities, Level 7, 5 Credits.
- Asset Class - Alternative Securities, Level 7, 5 Credits.
- Basic Economics, Level 7, 10 Credits.
- Asset Class - Foreign Exchange, Level 7, 3 Credits.
- The Regulation of the Financial Markets, Level 7, 12 Credits.
- Client Service and Investment Advice, Level 7, 12 Credits.
- Trading, Level 7, 10 Credits.
- Settlement of financial markets transactions, Level 7, 10 Credits.
- Corporate Actions, Level 7, 7 Credits.
- Investment Vehicles, Level 6, 5 Credits.

### **PRACTICAL SKILLS MODULES (40 credits)**

- Analyse, Evaluate and Review Equity Securities for Investment Purposes, Level 7, 8 Credits.
- Analyse, Evaluate and Review Interest Bearing Securities for Investment Purposes, Level 7, 3 Credits.
- Apply Economic Knowledge to the Investment Environment, Level 7, 3 Credits.
- Examine the Regulatory & Legislative Landscape applicable to Financial Markets, Level 7, 3 Credits.
- Prepare Investment Advice in a Simulated Environment, Level 7, 8 Credits.
- Use a Simulated Trading System to Apply Trading Knowledge, Level 7, 4 Credits.
- Explain the Settlement Process to a Controlled and Non- controlled Client, Level 7, 3 Credits.
- Interpret Corporate Action Announcements & Process the Resulting Transactions, Level 7, 3 Credits.
- Apply the Unitisation Concepts, Level 6, 5 Credits.

### **WORK EXPERIENCE MODULES (36 credits)**

- Perform Activities in a Financial Markets Organisation, Level 7, 36 Credits.

## 8. OUR TEAM

The following ASISA Academy team members will be delivering the learnership.

### LEAD PRESENTERS



#### **Anton Berkovitz - BBusSci Finance, CA(SA), CFA Investment Foundations Certificate**

Anton has worked in financial services for almost 30 years including 19 years at Metropolitan Asset Management in various capacities ranging from Head of Operations to Head of Investment Services to Head of Business Strategy. He is the Academy's Programme Champion for our Investment Management courses ranging from introductory courses for undergraduate students to more highly specialised investment courses for people who are already working in the industry.



#### **Francois Toerien – PhD (Chemistry), MBA, CFA**

Francois is an associate professor in finance in the Department of Tax and Finance at the University of Cape Town where he also serves as Finance Section Head. He teaches third and fourth year BBusSci, B Comm and Economics students. Prior to joining UCT he worked as an equity analyst for Allan Gray. Francois has been presenting on the Academy's programme for the past 12 years.



#### **Douglas Davids – B Comm, B Compt (Hons), MBA, MPhil (DevFinance)**

Douglas is an experienced investment professional having worked in the investment industry in South Africa for over 25 years, of which the last 12 years have been with a focus on environmental, social and governance (ESG) investing. Douglas has worked for several large investment houses including Old Mutual and Sanlam managing both institutional and retail funds. Previously Douglas was the managing director of Community Growth Management Company, before becoming an independent ESG investment advisor.

### QUALITY ASSURANCE



#### **ALICIA DAVIDS - M Ed, Hons, BA (Psychology & English), SETA-Registered Assessor & Moderator**

Alicia Davids is the CEO of the ASISA Academy. In addition to leading the Academy, she plays a key role in overseeing quality assurance and the mentoring of young graduates on our internship programmes. Alicia has worked with young people in various capacities in the education and NGO sector for the past thirty years.



#### **MARWEYAH WILLIAMS – BA, PGDE, Certificate in Business Management, SETA-Registered Assessor & Moderator**

Marweyah Williams is the ASISA Academy's Academic Manager. She has deep experience as a Learning and Development facilitator and workplace coach in a variety of industries including more than 10 years in financial services.



### **Terence Berry – BBusSci (Hons), CFA**

Terence was the third member of the team that established Prudential's investment management business in Southern Africa in the 1990's where he fulfilled a number of roles including investment administrator, trader and equities analyst. He subsequently went on to work in London for two large multinational investment banks as a risk manager for Credit Suisse First Boston and a project manager for UBS Warburg. Terence is passionate about transforming society through education and was the founder and CEO of the ASISA Academy from 2007-2017. He has been a registered CFA Charterholder since 1997.

## **9. CONTACT INFORMATION**

For more information contact the ASISA Academy Business Development team via:

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