



News Release

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SGX Academy and IBF launch Certified Securities Professionals Programme

In a move to provide securities professionals more training opportunities to acquire technical and soft skills, the Institute of Banking and Finance Singapore (IBF) and Singapore Exchange (SGX) today announced the launch of the SGX Academy Certified Securities Professionals Programme (CSP), developed in accordance to the IBF Standards for Sales and Trading/Execution (Retail).

The CSP Programme is an added training opportunity targeted at securities professionals looking to better equip themselves with skills in the areas of investment analytics, client servicing and management, with the aim of providing more value-add to their clients.

Earlier this year, SGX and IBF announced plans to roll out training initiatives targeted at the stockbroking industry, following industry feedback from trading representatives on their desire to expand their client base and better serve clients.

Individuals who complete the CSP Programme will be accorded the IBF Level 1 certification and receive the IBF Qualified (IBFQ) certification status. Certification under the IBF Standards is an industry endorsed mark of quality that recognises an individual who exhibits professional excellence, integrity and commitment to the industry.

SGX Academy has been granted the Accredited Financial Training Provider status by IBF, and the programme is eligible for IBF Standards Training Scheme (IBF-STTS) funding which defrays up to 90% of training costs, as well as SkillsFuture Credits.

Chew Sutat, Head of Equities & Fixed Income, SGX, said, “The investment distribution landscape is fast evolving, with investors becoming savvier and more discerning, coupled with the emergence of fintech solutions. Nevertheless, trading representatives that provide value-add to clients remain relevant, especially in times of market uncertainty.”

“With the strong funding support from IBF Standards Training Scheme defraying up to 90% of the full cost of the programme, we encourage all trading representatives and potential industry entrants to take this opportunity to further develop themselves,” he added.

Rachie Hui, Deputy CEO, IBF, said “I congratulate SGX on the launch of their CSP Programme (IBF Level 1). The IBF Standards for Sales and Trading/Execution (Retail) are developed in close consultation with SGX and the industry. It represents the industry aspirations for their trading representatives’ skills development in view of evolving industry developments. The IBF Accreditation signifies the quality of the programme to equip participants with job relevant skills and knowledge expected by the industry.”

Please refer to Annex A or visit sgx.com/academy for the programme structure and details.

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About Singapore Exchange

Singapore Exchange is Asia's leading and trusted market infrastructure, operating equity, fixed income and derivatives markets to the highest regulatory standards. As Asia's most international, multi-asset exchange, SGX provides listing, trading, clearing, settlement, depository and data services, with about 40% of listed companies and 75% of listed bonds originating outside of Singapore.

SGX is the world's most liquid offshore market for the benchmark equity indices of China, India, Japan and ASEAN and offers commodities and currency derivatives products. Headquartered in AAA-rated Singapore, SGX is globally recognised for its risk management and clearing capabilities. For more information, please visit www.sgx.com.

About the Institute of Banking and Finance Singapore (IBF)

The Institute of Banking and Finance Singapore (IBF) was established in 1974 as a not-for-profit industry association to foster and develop the professional competencies of the financial sector. IBF represents the interests of close to 200 member financial institutions covering banks, insurance companies, securities brokerages and asset management firms. In partnership with the financial industry and training providers, IBF is now dedicated to empowering practitioners with capabilities to support the growth of the Asian financial industry and to promote the Asian standard of excellence for practitioners in finance. IBF is currently the national accreditation and certification agency for financial industry competency in Singapore under the IBF Standards. The IBF Standards represent a set of competency standards developed by the industry, for the industry. It provides a practice-oriented development roadmap for financial sector practitioners to attain the necessary training to excel in their respective job roles. Covering 13 industry segments spanning more than 50 specialisations, the IBF Standards offers a comprehensive suite of accredited training and assessment programmes to guide a financial sector practitioner from licensing examinations on through to professional certification. Working hand-in-hand with the individual practitioner and the industry, IBF aims to elevate individual competency whilst raising industry standards.

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SGX Academy

Certified Securities Professionals Programme (IBF Level 1)



Singapore Exchange

About This Programme

The **Certified Securities Professionals (CSP) Programme** is designed for those seeking a successful career in the securities industry. The robust and applied nature of this curriculum empowers participants with both technical and soft skills to engage clients with confidence.

Learn from well-established practitioners in the securities, wealth management and fund management industries as well as SGX Academy's specialist trainers. This programme amalgamates core skills from various disciplines to deliver a holistic training outcome.

Be equipped with skills to conduct investment analytics and use of sales support tools to engage clients effectively to grow your business.

Get certified under the IBF Standards which are a set of competency standards for financial skills. It is a comprehensive quality assurance framework with both an accreditation and a certification system. Developed by the industry, for the industry, the IBF Standards are benchmarked against international standards.

Benefit from network of trainers and fellow participants, as well as networks you can access through SGX Academy's extensive alumni.

Programme Structure

This Programme consists of 10 modules with corresponding training and assessment modules which focus on practical application of knowledge through case studies, client engagement role-play sessions, investment analysis and portfolio construction exercises.

Training duration for each module ranges from 3 to 12 hours and is made up of several short 2-3 hour sessions to meet participants' hectic schedule. Individuals can expect to complete this programme and achieve accreditation within one year. Individuals may sign up for the programme on a modular basis.

Curriculum

Modules	Training Duration	Objectives
Module 1 Industry Knowledge: Financial Markets	3 hours	This module covers the financial market ecosystem and reviews impact of its evolution and developments on the market's operating model and regulatory activities from a securities professional's perspective. It enables participants to understand the relevant sources of research to help them keep up to date with major market trends.
Module 2 Industry Knowledge: Laws and Regulations*	6 hours	This module facilitates participants' learning on how to adhere to relevant laws and regulations when carrying out dealing and client activities. The knowledge will help minimise risks of dispute and ensure both clients' and firm's interests are protected.
Module 3 Industry Knowledge: Ethics	3 hours	Participants will get to understand the duty of care required of a securities professional which is guided by ethical principles and 'best execution' principles when dealing with clients under various circumstances.

Modules	Training Duration	Objectives
Module 4 Industry Knowledge: Financial Products*	6 hours	Participants will be equipped with working knowledge of Singapore's listed securities, their features and utilities, including their risks and return characteristics and how trades are executed through the exchange and trading platforms.
Module 5 Investment Analysis: Fundamental Analysis#	9 hours	This module will help participants gain the skills needed to perform fundamental analysis (FA) and apply FA confidently in their daily work. It covers (i) market and sector analysis, (ii) evaluating businesses and their management, governance and risk management, (iii) assessing quantitative factors of a company through relevant financial statements and reports, (iv) understand corporate actions, capital raising options and corporate structures and the impact on performance, (v) accounting concepts to derive intrinsic value of companies to generate investment ideas or trading strategies, (vi) accounting red flags and business warnings, (vii) valuation methodologies, and (viii) monitoring major markets and the impact on investment ideas or trading strategies.
Module 6 Investment Analysis: Technical Analysis#	9 hours	Participants will acquire the knowledge on how to perform technical analysis (TA) to determine market trends to forecast price movements and market positions to take. This module will cover (i) various TA indicators, (ii) recognising importance of volume in assessing strength in trends and chart patterns, (iii) interpretation of chart patterns, and (iv) formulation of trading strategies through TA.
Module 7 Client Acquisition, Acceptance and On-boarding#	12 hours	This module focuses on sales skills development to help participants grow their business. Participants will learn about industry best-practices in acquiring new clients and how to perform client acceptance and on-boarding procedures, including establishing the client's investment profile. It also includes a section on procedures to evaluate client's situation for the prevention of financial crimes.
Module 8 Client Order Taking and Execution	3 hours	This module provides participants with an understanding of pre-trade, trade and post-trade procedures, trading process flow and types of orders, as well as the implications of these various processes. It also reinforces their skills in order taking and execution to help them manage the processes efficiently to support their business.
Module 9 Client Servicing#	6 hours	This module covers the essential sales and account servicing skills in order to provide a client-centric service as well as provide cross/up-selling opportunities. It also familiarises participants with the processes for periodic review of client accounts and due diligence to identify suspicious transactions.
Module 10 Risk Management and Compliance	3 hours	Participants will gain an understanding of risk management policies and procedures to help manage their own and firm's exposure to operational risks, security risks, regulatory compliance risks and credit risks that are associated with dealing/broking activities.

* Exemptions available for holders of CMFAS 1A/1B, 6, 6A and 8

Waivers for selected training sessions available for individuals who have completion of SGX Academy's Sales 1 and FATA 1 courses



Assessment

Minimum 70% attendance of required hours of training is required before an individual can sit for the corresponding assessment.

Participants will be assessed with multiple choice questions (MCQs) and case studies to demonstrate competence in the required learning outcomes.

A Certificate of Completion is awarded upon completion of each individual module.



Programme Fees

Full Programme Fees

S\$2,455.00 + GST

Programme Fees after 70%

IBF-STF Funding

S\$736.50 + GST

Programme Fees after 90%

IBF-STF Funding

S\$245.50 + GST

Fees are inclusive of first-time assessments

Programme fees for participants with exemptions or waivers will be lower

IBF Certification

An individual who successfully completes the 10 modules will be conferred the IBF Qualified (IBFQ) certification status. The certificated practitioner is entitled to use the qualification title "IBFQ".

Continuing Education Programme (CEP)

Trading Representatives taking the program will qualify for 2 CEP Credits by completing a minimum of 6 CEP training hours through the modules.

IBF-STF Funding

Accredited modules under the IBF Standards are eligible for funding under the IBF Standards Training Scheme (IBF-STF).

IBF-STF provides 70% funding for direct training costs subject to a cap of S\$7,000 per participant per programme and subject to all eligibility criteria being met. In addition, for Singapore Citizens aged 40 years old and above, IBF-STF provides 90% co-funding of direct training costs, subject to a cap of S\$7,000 per participant per programme.

For more information on funding requirements, please visit: www.ibf.org.sg

SkillsFuture Credit

With effect from January 2016, Singaporeans aged 25 years and above who received their SkillsFuture Credit account activation letter will be eligible for an initial credit of S\$500 which can be used to pay for course fees for a range of eligible courses. SkillsFuture credits can be used for this course. Please refer to www.skillsfuture.sg/credit for more information on the terms and conditions.

Additional Tool

Participants will enjoy 6 months complimentary access to SGX StockFacts Plus (www.sgx.com/stockfacts) which offers advanced features for research, technical analysis and portfolio simulation.

Contact

For more information, please visit www.sgx.com/academy, email register@sgxacademy.com or call **6327 5438** (Operating Hours: Mon to Fri, 9.00am to 5.00pm)

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