

EMPOWER

ENABLE

EDUCATE

FINANCIAL PLANNING

LEVEL

9

Graduate Diploma in

# Financial Planning

The College of Professional Finance

2020—2021



A recognised  
college of UCD



Educating and Developing  
Financial Professionals



# Who we are

## IOB

IOB is a professional community of 33,400 members who work in banking, investment funds and international financial services on the island of Ireland. Professional development of our members through education is at the heart of what we do.

IOB provides university level programmes to enable our members achieve and sustain their professional qualifications and Continuing Professional Development (CPD) - essential in meeting customer and regulatory expectations. More than 9,800 individuals studied with us last year and over 23,800 members are registered for CPD schemes administered by IOB.

## Excellence in education – a recognised college of UCD

As a recognised college of University College Dublin (UCD) and the standout banking industry educator, we offer qualifications of the highest standard. We currently offer more than 40 programmes ranging from Professional Certificates (level 7) on the National Framework of Qualifications (NFQ) to Masters Degrees (level 9). We design our programmes to be practical and relevant, but grounded in academic rigour.

## Life Insurance Association (LIA)

LIA was originally founded in the UK in 1972 with the first Irish region established in Cork in 1978, before becoming an autonomous body in 1993 with 630 members. Since then, LIA Ireland has grown significantly among those working in Life Assurance Companies, Brokerages and Credit Unions leading to a membership community of over 11,000 members today.

During this time, LIA has played a key role in improving the standards of professionalism amongst those who give and support financial advice, through our educational offerings and by working closely with our industry partners and the Central Bank in expanding our services.

LIA's mission to enhance the knowledge, competence and skills of our members is achieved by assisting our members and students with the following:

1. Attaining educational qualifications and resulting MCC (Minimum Competency Code) accreditations (i.e. designations) through our various educational courses.
2. Retaining their designations by keeping up to date with legislative, regulatory and industry changes through our annual Regional and National face-to-face CPD seminars and our online CPD facility, 'MyCPD'.
3. Developing themselves personally and professionally through our specialist courses which surpass MCC, our Regional and National non-CPD seminars and workshops, and regular relevant articles published on our website and in our quarterly journal, *The Financial Professional*.

## The Irish Tax Institute

The Irish Tax Institute is the leading representative and educational body for Ireland's AITI Chartered Tax Advisers (CTA) and is the only professional body exclusively dedicated to tax. Its members provide tax expertise to thousands of businesses, multinationals and individuals in Ireland and internationally. In addition many hold senior roles within professional service firms, global companies, Government, Revenue and State bodies.

The Institute is the leading provider of tax qualifications in Ireland, educating the finest minds in tax and business for over thirty years. The AITI Chartered Tax Adviser (CTA) qualification is the gold standard in tax education and the international mark of excellence in tax advice. A respected body on tax policy and administration, the Institute engages at the most senior levels across Government, business and State organisations.

Representing the views and expertise of its members, this plays an important role in the fiscal and tax administrative discussions and decisions in Ireland and in the EU.

# Introduction

## Who is this programme for?

The Graduate Diploma in Financial Planning, awarded by University College Dublin (UCD), is a highly regarded postgraduate qualification (level 9), designed for those working in, or who would like to develop a career in, financial planning and wealth management. It is designed for those who wish to develop their financial planning knowledge and skills to the highest international standards.

The programme is specifically designed to provide financial planners with the knowledge and understanding of the applicable regulatory requirements, the mechanisms and purpose of the main investment products and the ability to satisfy their individual clients' financial planning and investment portfolio needs.

The Graduate Diploma also seeks to deepen your technical knowledge of areas such as asset, finance and risk management and provide the tools to develop effective mutually beneficial client relationships.

## How you will benefit

This programme will provide you with the knowledge and skills required for a career as a professional financial planner. It will:

- Enhance your knowledge of the constituent disciplines underpinning financial planning including investments, pensions, taxation and estate planning.
- Develop your analytical, problem solving and decision-making skills to produce comprehensive financial planning solutions.
- Enable you to evaluate economic, financial and other relevant data to create integrated financial plans.
- Promote a deep understanding of professional values and ethical issues in financial planning execution.
- Prepare you for the Certified Financial Planner™ designation qualifying examination.

## Gateway to the prestigious international designation – Certified Financial Planner™ professional

Certified Financial Planner professional (CFP®) certification is the world's most widely respected financial planning designation and it marks the Certified Financial Planner as being professional, competent and ethical to the highest global standards.

At the end of 2019, there were 188,104 CFP professionals in 27 countries around the globe, including all of the main developed and developing economies. Global numbers have increased by almost 15% over the last three years.

The first cohort of candidates in Ireland were CFP certified (with the Graduate Diploma in Financial Planning) in early June 2011. There are now 715 CFP professionals in Ireland.

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# Curriculum

The programme comprises of six modules as follows:

1. **Financial and Data Analysis for Financial Planning**
2. **Tax and Estate Planning**
3. **Asset Management**
4. **Retirement Planning**
5. **Risk Management in Financial Planning**
6. **Integrated Personal Financial Planning**

## 1. Financial and Data Analysis for Financial Planning

(NFQ level 9, 10 ECTS)

This module provides students with an understanding of the analytic techniques underpinning financial planning and wealth management. It explores how to value financial assets, the impact of uncertainty on financial planning and provides techniques and tools to mitigate its effects. It will examine the issues of personal financial planning, to include cash flow modelling; personal ratios, sensitivity analysis and related issues. It also addresses the areas the measurement and assessment of risk in a financial planning context.

## 2. Tax and Estate Planning

(NFQ level 9, 10 ECTS)

This module introduces the fundamentals of the Irish taxation system and international aspects of taxation relevant to financial planning and wealth management. It covers the key taxation provisions and reliefs of the Irish tax legislation relevant to succession and estate planning which are significant for the financial planner.

## 3. Asset Management

(NFQ level 9, 10 ECTS)

An understanding of robust financial planning and wealth management is an important pre-requisite for meeting customers' financial and lifestyle objectives. This module covers core concepts in modern portfolio theory and marries them with the practical application of tools and techniques to construct and manage client portfolios. It assimilates a range of theoretical and empirical evidence to provide the best solutions when advising customers on investment and wealth management.

## 4. Retirement Planning

(NFQ level 9, 10 ECTS)

This module deals with all aspects of retirement provision, public and private, relevant to providing financial advice. It provides you with a macro view of the regulatory environment for pensions. It explores in detail a range of issues including the structure and investment of private arrangements for groups and individuals, insured and non-insured.

## 5. Risk Management in Financial Planning

(NFQ level 9, 10 ECTS)

The predominant part of this module deals with the important topic of risk management in financial planning. It covers the key risks that customers face through their financial life cycle, such as mortality and illness risk, investment risk and longevity risk. The aim of the module is to create advice processes that allow you identify and analyse the key risks for clients; devise appropriate solutions; and communicate those risks and solutions effectively. The module also covers the ethical requirements and responsibilities of the financial planner.

## 6. Integrated Personal Financial Planning\*

(NFQ level 9, 10 ECTS)

This is the capstone module of the graduate diploma and has been designed to integrate the learning from the other programme modules. It aims to develop the analytical and synthesis skills required by financial planners when providing comprehensive financial plans. This will be achieved through your active development of a number of case studies and the construction of a comprehensive real-life financial plan.

\* Before registering for this module, candidates must have completed the first four modules and be registered for/have completed the Risk Management in Financial Planning module.

# Further Information

## Award

When you successfully complete the six modules of this programme, you will be awarded the Graduate Diploma in Financial Planning (level 9) from UCD.

Candidates who achieve a second class honours grade 2 award (or higher) in this Graduate Diploma are eligible for the award MSc in Financial Services (level 9) on successful completion of an additional three modules.

The MSc in Financial Services is accredited and awarded by UCD (at postgraduate level 9).

## Entry requirements

The minimum entry requirements for the programme are:

- Relevant Honours degree (min. 2.2 L8 NFQ) in a business or a related discipline

or

- Equivalent relevant professional qualification (e.g.) Qualified Financial Adviser (QFA), with three years' relevant work experience obtained in the banking or financial services industry, Chartered Tax Advisers (CTAs), accountants, solicitors and barristers.

Candidates should also have a working knowledge of Microsoft Excel before starting on the programme.

## Exemptions

Holders of the Chartered Tax Adviser (CTA) qualification qualify for an exemption from the Tax and Estate Planning module.

## Designation

The programme acts as a gateway to the prestigious international designation Certified Financial Planner™ professional. Financial Planning Standards Board Ireland (FPSB Ireland) requires that a candidate who wishes to become a Certified Financial Planner professional in the Republic of Ireland must:

- Hold the Qualified Financial Adviser (QFA) designation and the Graduate Diploma in Financial Planning.
- Have successfully completed the certification exam set by FPSB Ireland.
- Have met the three year experience requirement in financial planning as set out by FPSB Ireland.
- Accept continuing obligations for certification; and
- Commit to the ethics and standards required for CFP® professionals.

## Professional body membership

You must be a member, or become a member of LIA, IOB or the Irish Tax Institute to undertake this programme.

## Delivery

This programme is delivered online, please visit [iob.ie/programme/financial-planning](http://iob.ie/programme/financial-planning) for details on the assessment methods.

## Duration

18 months part-time

## Assessment

Assessment is a combination of continuous assessment and end of trimester exams.

## Fees

The fees are €4,400 for the first academic year (€6,600 for the programme in total).

We encourage candidates to register for the full academic year, but if you choose to register on a per module basis, fees are broken down as follows:

Module	Fee
<b>Autumn Trimester 2020-2021</b>	
Financial and Data Analysis for Financial Planning	€1,100
Tax and Estate Planning	€1,100
<b>Spring Trimester 2020-2021</b>	
Asset Management	€1,100
Retirement Planning	€1,100
<b>Autumn Trimester 2021-2022</b>	
Risk Management in Financial Planning	€1,100
Integrated Personal Financial Planning	€1,100

Fees will be reviewed annually.

Tax relief may be available to candidates who are paying fees in a personal capacity. Further information is available from [www.revenue.ie](http://www.revenue.ie).

# Further Information

## Application process

Early applications are encouraged online, please visit [iob.ie/programme/financial-planning](https://iob.ie/programme/financial-planning)

Applications received after the close off date will be considered on a first-come, first-served basis, if places are available.

## Programme commencement

September 2020

## Contact us

Further information on this programme is available from:

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