

**Specification of Competency Standards**  
**for the Banking Industry**  
**Unit of Competency**

Functional Area - 1a. Other Services on Enterprise Banking Service Delivery (for Large Corporations)  
(Key Function – 1a.3 Delivery of Investment Services to Large Corporate Clients)

Title	Provide recommendations on investment opportunities in global assets for large corporate clients
Code	109197L5
Range	Provide recommendations on investment opportunities in global assets. This applies to different kinds of global assets regardless of its geographical locations for large corporate enterprise clients with large amount of capital reserve for investment.
Level	5
Credit	4 (For Reference Only)
Competency	<p>Performance Requirements</p> <p>1. Knowledge in the Subject Area</p> <p>Be able to:</p> <ul style="list-style-type: none"> <li>• Comprehend the theories and concepts related to cross boundaries investment, complex portfolio management and global assets allocation and apply the knowledge to formulate investment recommendation for large corporate clients;</li> <li>• Demonstrate an in-depth understanding of the features of different types of global assets and evaluate them critically to identify suitable products for large corporate clients.</li> </ul> <p>2. Applications</p> <p>Be able to:</p> <ul style="list-style-type: none"> <li>• Analyse the business and growth strategies of clients' business and obtain relevant information from different sources to assess the investment objectives;</li> <li>• Analyse the existing investment portfolio of the clients in order to verify the needs in diversification;</li> <li>• Evaluate the product features of different global assets in order to identify investment opportunities which can enhance the performance of clients' portfolio;</li> <li>• Conduct cash flow analysis on business and identify suitable products for optimizing the use of surplus cash and enhance returns to clients;</li> <li>• Analyse research reports on the performance of global assets in order to recommend suitable investment alternatives for the clients;</li> <li>• Evaluate the features of different global investment products in order to recommend suitable investment vehicles to satisfy the unique needs of the clients.</li> </ul> <p>3. Professional Behaviour and Attitude</p> <p>Be able to:</p> <ul style="list-style-type: none"> <li>• Communicate the investment proposals to clients and present the technical details in a clear and systematic manner to ensure clients' understanding;</li> <li>• Communicate the possible risks and benefits of different investment plans and ensure clients have an accurate and complete understanding on the potential consequences.</li> </ul>
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> <li>• Provision of recommendations of investment alternatives in global assets to large corporate clients;</li> <li>• Investment recommendations and underlying rationale are developed based on evaluation of the clients' businesses, existing portfolio, financial objectives and features of different global assets.</li> </ul>

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Remark	
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