

Investment Platform > Provision of Investment Products

Title	Provide investment services in fixed income products
Code	106819L5
Range	Providing investment services on fixed income products which cover the structuring of product details and the delivery platform. This applies to services rendered to different segments of private banking clients.
Level	5
Credit	4 (for reference only)
Competency	<p>Performance Requirements</p> <ol style="list-style-type: none"> 1. Evaluate the requirements for service delivery <p>Be able to:</p> <ul style="list-style-type: none"> • Demonstrate professional knowledge in fixed income products in order to understand the requirements on delivery • Demonstrate professional knowledge in investment in order to provide advice on product structure 2. Manage investment platform <p>Be able to:</p> <ul style="list-style-type: none"> • Design the processes and documentation requirements in-line with bank policies and regulations for fixed income products and develop tools to assist implementation • Develop and maintain service standards for different transactions • Identify and maintain channels for purchase or sale of fixed income products 3. Coordinate with relationship managers to customize the products <p>Be able to:</p> <ul style="list-style-type: none"> • Evaluate the investment objectives and other information of clients in order to assess the unique investment needs • Coordinate with relationship managers to develop customized solutions in order to satisfy the unique needs of individual clients • Coordinate with relationship managers to present the customized solutions to clients and make disclosures concerning the product structures, product feature, risk, fees and terms, etc. • Develop service agreements and obtain acceptance from clients
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Delivery of investment services in a smooth manner and is able to fulfill the needs of clients.
Remark	