

Title	Select appropriate products for executing investment strategies
Code	106873L6
Range	Providing advice in relation to buy/sell of specific investment products. This applies to investment portfolio of private banking clients and across different asset classes.
Level	6
Credit	5 (for reference only)
Competency	<p>Performance Requirements</p> <ol style="list-style-type: none"> 1. Evaluate different investment options <p>Be able to:</p> <ul style="list-style-type: none"> • Demonstrate specialized knowledge in investment in order to select appropriate products for clients • Evaluate and compare the features of different private banking products and services in order to select appropriate products for clients 2. Offer advice on buy / sell of investment products <p>Be able to:</p> <ul style="list-style-type: none"> • Evaluate the economic and market development and identify suitable investment opportunities • Monitor and compare the price movement of products across different asset classes in order to project the performance of individual product • Source and select suitable products after analyzing the investment objectives, asset allocation strategies and existing portfolio distribution, etc. • Conduct suitability assessment to ensure the selected products can match with the risk appetite of client • Keep abreast with the details of new products and services of the bank in order to provide recommendations in accordance with client needs • Explain the recommendations to clients, provide and disclose concerning product risks, costs and fees and ensure their understanding 3. Maintain professionalism <p>Be able to:</p> <ul style="list-style-type: none"> • Ensure the recommendations are in accordance with relevant regulatory requirements and internal policies of the bank • Communicate with clients effectively to ensure they understand and agree with the recommendations
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Recommendation on buying / selling of particular investment products. The recommendation is based on thorough analysis on the economic and market environment, client's profiles, the investment objectives and product features and comparison of different alternatives, etc.
Remark	