

Hellenic American Union and H&F Analysis announce  
New preparation Course for the

**MiFID Compliant  
Regulatory Paper**

**FSA Approved**

UK's Chartered Institute for Securities & Investment

# Certificate in Investment Management CertIM

Equivalent to HCMC certificate: (γ') – Διαχείριση Χαρτοφυλακίου Πελατών

**Venue:**  
Hellenic American Union,  
Athens

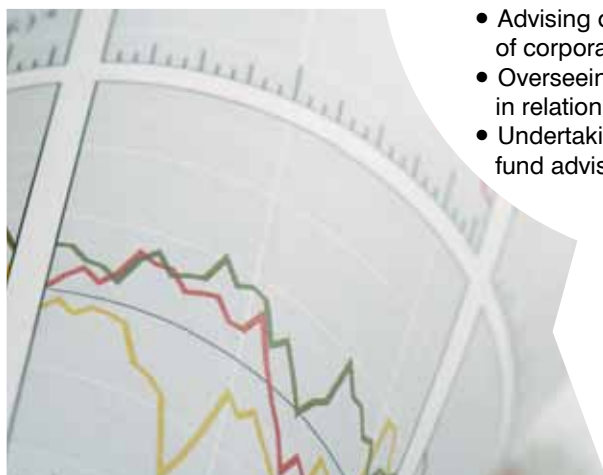
**Dates:**  
13/4 – 14/6, 2010



**CertIM has been approved  
by the Hellenic Republic  
Capital Market Commission**

**The Certificate covers the following functions:**

- Managing investments
- Advising on and/or dealing in securities and derivatives
- Managing investments in relation to venture capital investments
- Advising on investments in the course of corporate finance business
- Overseeing administration functions in relation to managing investments
- Undertaking activities as a broker fund adviser



Organized by



**HELLENIC AMERICAN UNION**  
An educational public charity

Training Provider



Expert Training Advisor



## CISI's Level 3 Certificate in Investment Management – CertIM

CertIM is recognized by the FSA (UK's Financial Services Authority) and by the FSSC (UK's Financial Services Skills Council) as an appropriate examination for those who are managing and/or advising on investments. It is widely recognized and respected as a leading qualification, meeting the highest quality standards in the European market.

**CertIM was among the first foreign European certifications that was approved by the Hellenic Capital Market Commission**

### Who should attend:

- Investment directors, managers and analysts
- Senior Corporate Management
- Finance directors, financial officers
- Bank employees, brokers, traders
- Professionals engaging in fund management, corporate finance, venture capital, asset management, financial planning
- Financial Consultants
- Business school graduates

### How the Certificate benefits you:

- Candidates gain a certificate approved by the UK Regulator, Financial Services Authority (FSA), recognized by the No. 1 European financial market
- It is the most complete certificate in investment management offered in Greece
- Success qualifies candidates to join CISI as Associate members who enjoy unparalleled networking and social events within CISI
- It combines practical and analytical skills with an international perspective
- Candidates expand their skills in all related industry sectors
- Candidates gain recognition and acceptance as career professionals within the European market

### How the Certificate benefits your organization:

- Expand company's Know-How and demonstrates commitment in investing on human capital
- Certified executives provide a competitive edge against competition and show to clients the importance the organization places on investment management
- Recognized from all major financial institutions worldwide
- Facilitates international business
- Enhances organization's potential for new business development

### Requirements:

- No entry requirements. However candidates are expected to have some professional or academic exposure to business or investment related matters.
- Candidates are required to pass both modules (Module 1- Investment Management and Module 2-Regulation) in order to acquire the CISI Level 3 Certificate in Investments (Investment Management).

However separate certificates are issued when passing one of the separate modules.

### The Chartered Institute for Securities & Investment (CISI):

Established in February 1992 with the endorsement of the FSA (formerly the Securities & Investment Board), the Bank of England, the London Stock Exchange and the London International Financial Futures and Options Exchange (LIFFE), the Chartered Institute for Securities & Investment is the largest and most widely respected professional body, representing over 40,000 members and affiliates working in UK securities and investment industry.

Through membership CISI offers practitioners professional recognition and the confidence of employers, peers and clients that they have attained the highest possible standard within their industry sector.

### Some of the major firms using it:

- Bank of America
- Gartmore Investment Management
- Brewin Dolphin
- Goldman Sachs
- Brown Shipley & Co
- JP Morgan
- Bell Lawrie White
- Liberty Ermitage UK
- Close Wealth Management
- Royal Bank of Scotland
- Collins Stewart (CI) Ltd
- Smith & Williamson Investment
- Credit Suisse Asset Management
- Deutsche Bank
- UBS Global Asset Management

**H&F Analysis** through continuous training development and cooperation with Chartered Institute for Securities & Investment has acquired the CISI's Accredited Training Provider status in Greece.

H&F Analysis' instructors are trained and approved from Chartered Institute for Securities & Investment. They are chosen to be highly qualified, market oriented practitioners with hands-on experience, well acquainted with CISI's culture and methods.

Only CISI's approved instructors present preparation courses for the Certificate in Investment Management and use strictly CISI's copyrighted training material. H&F Analysis follows interactive teaching methods with the support of high-tech infrastructure and has so far achieved well above average passing rates for attending candidates.

### How to have this program conducted on-site at your location:

On-site training for own company employees can be offered according to present schedule or we can tailor a more intense and compressed training course (minimum 5-day crash course) to meet your company's requirements in less time.

## CISI's CertIM Preparation Course 2010

Attending the preparation courses designed by CISI approved professionals, candidates maximize chances to pass the rigorous exam and gain this supreme professional distinction.

The modular teaching and examination approach enables candidates to concentrate separately on regulation and technical material, expand their skills, strengthen weaknesses and thus increase their success potential.

**Module 1, Investment Management**, covers 46hrs of training on:

- Economics, financial mathematics and broad industry regulation
- Asset classes and financial markets
- Investment analysis, accounting and taxation
- Portfolio management and measurement

**Module 2, Regulation**, presented in 14hrs, covers:

- Regulatory environment and infrastructure
- Regulatory activities and market abuses
- EU directives and FSA handbook
- Conduct of business – rule and expectations

### Methodology

The combination of carefully prepared workbooks by industry professionals and the large data base of practice questions and mock exams in a stimulating learning environment, results in an across-the-board well above average pass-rate.

### Membership

Acquiring an CISI certificate you gain eligibility to become an CISI member and have the Institute's support to remain informed and competent throughout your career. Becoming an CISI member entitles you to:

- Attend free Continuous Professional Development (CPD) events and have access to online archives.
- Use designatory letters.
- Receive for free website updates on latest news and the bi-monthly magazine "Securities and Investment Review".
- Network with fellow professionals through social events and access to the Member's Directory.
- Free telephone legal advice via Law Express.
- Receive discounts on hotel rates, tickets and a diverse range of retail products and services.

For more information check [www.sii.org.uk](http://www.sii.org.uk) or e-mail: [memberservices@sii.org.uk](mailto:memberservices@sii.org.uk)

### CISI's CertIM fees:

|                                 |         |
|---------------------------------|---------|
| Financial Regulation Unit Test  | 105 GBP |
| Investment Management Unit Test | 155 GBP |

Examination fees are paid directly to CISI. The Prep course is optional however thoroughly prepares candidates to pass this rigorous examination. Training fees are paid to the Hellenic American Union.

## Examination Logistics

Examinations are prometric and are given at Fulbright's testing centers in Athens and in Thessaloniki ([www.fullbright.gr](http://www.fullbright.gr))

## Syllabus

### Investment Management

Chapter 1 - Economics

- Microeconomics Theory
- Macroeconomic Theory

Chapter 2 - Financial Mathematics & Statistics

- Financial Mathematics
- Statistics

Chapter 3 – Industry Regulation

- Corporate Governance

Chapter 4 – Asset Classes

- Equities
- Fixed Interest
- Cash
- Derivatives
- Property

Chapter 5 – Financial Markets

- Stock Exchanges
- Dealing and Settlement
- International Markets
- Foreign Exchange

Chapter 6 – Accounting

- Basic Principles
- Balance Sheet
- Profit and Loss Account
- Cash-flow Statement
- Consolidated Company Reports
- Accounting Developments

### Course Dates & hrs

April 13 – May 20, 2010

Tue & Thu 18:00-21:00

Sat 24/4 & 8/5 9:00-14:00

Chapter 7 – Investment Analysis

- Fundamental and Technical
- Ration Analysis
- Yields and Ratios
- Valuation

Chapter 8 – Taxation and Trusts

- Corporation Tax
- Personal Taxes
- Overseas Taxation
- Trusts

Chapter 9 – Portfolio Management

- Risk and Return
- Role of the Portfolio Manager
- Fund Characteristics

Chapter 10 – Performance Measurement

- Performance Benchmarks
- Performance Attribution
- Performance Measurement

### Regulation

Chapter 1 – Regulatory Environment

Chapter 2 – Financial Services and Markets Act 2000

Chapter 3 – Associated Legislation and Regulation

Chapter 4 – European Union Legislation

Chapter 5 – Contact of Business Sourcebook / Client Assets

Chapter 6 – Complaints and Redress

### Course Dates & hrs

May 31 – June 14, 2010

Mon & Thu 18:00-21:00

## Equivalent to Hellenic Capital Market Commission's Certificate:

(γ') – Διαχείριση Χαρτοφυλακίου Πελατών

CISI's CertIM prep Course 2010  
is sponsored by the O.A.E.D.-L.A.E.K 0,45%  
subsidy program

To register for the CISI's Certificate in Investments Preparation Course, please contact:

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Tel: 210-3680907, Fax: 210-3633174, email: [etsirigoti@hau.gr](mailto:etsirigoti@hau.gr)

