

€ TRAINING

Certified Private Wealth Advisor CPWA





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Introduction:

The Certified Private Wealth Advisor CPWA training program enhances financial professionals' ability to effectively serve high-net-worth clients. It covers advanced topics like wealth preservation, investment management, tax planning, and estate administration, and preparation for the CPWA exam.

Program Objectives:

At the end of this program, the participants will be able to:

- Demonstrate comprehensive understanding of wealth management principles and strategies.
- Apply advanced techniques in financial planning and investment management for high-net-worth clients.
- Navigate complex tax and legal considerations in wealth preservation and estate planning.
- Cultivate effective client relationships and provide tailored wealth management solutions.
- Prepare for the Certified Private Wealth Advisor CPWA exam.

Targeted Audience:

- Financial advisors and wealth managers.
- Private bankers and investment professionals.
- Trust and estate planners.
- Tax professionals and attorneys specializing in wealth management.
- Professionals seeking advanced expertise in serving high-net-worth clients.

Program Outlines:

Unit 1:

Fundamentals of Asset and Liability Management:

- Introduction to Asset and Liability Management ALM in banking.
- Overview of balance sheet dynamics and the importance of ALM.
- Identifying key risks in asset and liability management.

- Strategies for optimizing asset and liability mix to achieve financial objectives.
- Introduction to regulatory frameworks and compliance requirements in ALM.

Unit 2:

Liquidity Risk Management:

- Understanding liquidity risk and its significance in banking operations.
- Liquidity metrics and ratios: Liquidity Coverage Ratio LCR, Net Stable Funding Ratio NSFR, etc.
- Strategies for liquidity risk mitigation, including cash flow forecasting and stress testing.
- Role of central banks and interbank markets in liquidity management.
- Best practices in liquidity risk governance and reporting.

Unit 3:

Interest Rate Risk Management:

- Introduction to interest rate risk and its impact on banking profitability.
- Measurement and quantification of interest rate risk using techniques like gap analysis and duration matching.
- Hedging strategies for managing interest rate risk, such as interest rate swaps and options.
- Regulatory requirements and guidelines for interest rate risk management IRRBB.
- Incorporating interest rate risk considerations into ALM strategies and decision-making processes.

Unit 4:

Credit Risk Management:

- Overview of credit risk and its significance in banking.
- Credit risk assessment methodologies: Credit scoring, credit rating models, etc.
- Credit risk mitigation techniques, including loan diversification and collateralization.
- Regulatory capital requirements for credit risk Basel Accords and their implications.
- Stress testing and scenario analysis for assessing credit risk under adverse conditions.

Unit 5:

Advanced Topics in Asset and Liability Management:

- Dynamic ALM strategies for adapting to changing market conditions.
- Integration of ALM with other risk management functions, such as market risk and operational risk.
- Emerging trends and challenges in ALM, including digital banking and climate-related risks.
- Case studies and practical applications of ALM concepts in real-world banking scenarios.
- Future directions in ALM and the role of technology in enhancing ALM capabilities.
- Preparation for the exam.