



FASSET Learnership: Occupational Certificate: Financial Markets Practitioner

Professional Body	The South African Institute of Stockbrokers (SAIS)
Learnership Title	Occupational Certificate: Financial Markets Practitioner
Learnership Code	32Q320053151207
NQF Level	7
SAQA ID	117238

Introduction

The South African Institute of Stockbrokers (SAIS) is the professional body for stockbrokers and other financial markets professionals. It not only represents members but is also the industry representative. The role of the SAIS is to set and maintain the qualification standards for stockbrokers and other financial markets professionals. Ensuring that professionals have the requisite knowledge and skills is a further aim, as is ensuring that knowledge and skills remain current and relevant. As the voice for industry, the SAIS has a responsibility to ensure that perspectives and opinions of the broader financial markets industry are considered when commenting and interacting with the regulators and government. The guiding principles of the SAIS are:

- Protect the public;
- Maintain public confidence in the profession; and.
- Uphold proper standards of conduct in the profession.

Purpose of the Qualification

The SAIS has developed the Financial Markets Practitioner (FMP), an entry level qualification, for those wishing to move into this sector. The Occupational Certificate: Financial Markets Practitioner (OC:FMP) is aimed at providing learners with entry-level knowledge, practical skills and experience in key functions in the financial markets. The OC:FMP qualification consists of three components:

- Knowledge;
- Practical skills; and
- Work experience.

The focus of the work experience is to provide the learner with the opportunity to acquire context, knowledge and exposure to the work environment.

Financial Markets Practitioners provide services across various functions in the stockbroking and investment environments. They are involved in the take-on of clients, the assessment of clients' investment needs, the development of suitable investment portfolios, trading and settlement of financial markets transactions, the management of corporate actions and the monitoring and re-balancing of

portfolios.

Delivery of the Qualification

The Knowledge and Practical Skills components are delivered by Skills Development Providers (SDPs) who have been accredited by the QCTO for the OC: FMP. The accredited SDPs are listed below and a can also be found on the [QCTO website](#)

Skills Development Provider (SDP)	Contact Details	Accreditation Number	Accreditation Period
ASISA Academy NPC	e: learn@asisaacademy.org.za t: +27 21 673 1626 w: www.asisaacademy.org.za	01-QCTO/SDP100621-2050	9 June 2021 - 8 June 2026

Content of the Qualification

Knowledge modules

The Knowledge modules will provide the learner with the correct theoretical underpinnings and understanding of concepts in the financial markets.

<u>Module</u>	<u>NQF Level</u>	<u>Credits</u>
Introduction to Financial Markets	NQF Level 6	5
Asset Class - Equities Securities	NQF Level 7	12
Asset Class - Interest Bearing Securities	NQF Level 7	8
Asset Class - Derivative Securities	NQF Level 7	5
Asset Class - Alternative Securities	NQF Level 7	5
Basic Economics	NQF Level 7	10
Asset Class - Foreign Exchange	NQF Level 7	3
The Regulation of the Financial Markets	NQF Level 7	12
Client Service and Investment Advice	NQF Level 7	12
Trading	NQF Level 7	10
Settlement of financial markets transactions	NQF Level 7	10
Corporate Actions	NQF Level 7	7
Investment Vehicles	NQF Level 6	5

Practical Modules

The practical modules will allow the learner to put the theory into practice. This will most often take place in a simulated environment.

Module	NQF Level	Credits
Analyse, evaluate and review equity securities for investment purposes	NQF Level 7	8
Analyse, evaluate and review interest bearing securities for investment purposes	NQF Level 7	3
Apply economic knowledge to the investment environment	NQF Level 7	3
Examine the regulatory and legislative landscape applicable to financial markets NQF	NQF Level 7	3
Prepare investment advice in a simulated environment	NQF Level 7	8
Use a simulated trading system to apply trading knowledge	NQF Level 7	4
Explain the settlement process to a controlled and non-controlled client	NQF Level 7	3
Interpret corporate action announcements and process the resulting transactions	NQF Level 7	3
Apply the unitisation concepts	NQF Level 6	5

Work experience

Learners need to acquire actual experience in the workplace, in order to complete their eligibility criteria for the EISA. The work experience must be gained at an accredited workplace. The work experience will provide the learner with the real, tangible implementation of the theory and the practical experience. It has the added benefit of providing the learner with work experience in the financial markets. *A minimum of 6 months' work experience is required.* Learners completing the OC: FMP are required to attain experience in 9 areas (7 compulsory and 2 elective), as follows:

Work Experience Areas		
Area	Compulsory	Elective
Prepare and present research reports	✓	
Do financial markets presentations	✓	
Evaluate the organisation's control environment	✓	
Evaluate a stock and prevailing market conditions for trading purposes		✓

Perform settlement activities	✓	
Complete clients' take-on processes	✓	
Perform a client needs analysis		✓
Re-balance client portfolios		✓
Prepare client feedback reports		✓
Perform administration of corporate actions	✓	

Entry Requirements

- NQF Level 6 qualification in finance or a related field of study; or
- NQF Level 6 qualification with three years' relevant assessed work experience in the financial markets.

External Integrated Summative Assessment (EISA)

Only once all three components i.e. Knowledge, Practical Skills and Work Experience, have been completed, can learners enrol to complete the EISA. A successfully completed EISA is required in order to obtain the qualification. Once the OC: FMP has been obtained successful candidates are eligible to apply for the designation CFMP(SA)- Certified Financial Markets Professional (South Africa), awarded by the SAIS.

Recognition of Prior Learning (RPL)

The Knowledge, Practical Skills and Work Experience components of the qualification can be achieved through RPL. The Skills Development Providers (SDPs) that have been accredited to deliver the qualification will assess RPL for the Knowledge and Practical Skills components. The accredited workplaces will be able to assess RPL for the work experience components.

Contact Details

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