

The connection between FSRE Learning Outcomes and Topics

1) Understand the UK financial services industry, in its European and global context.

Topic 1 Financial Markets

Topic 2 The role of government

Topic 3 Financial Services in the wider economy

10%

2) Understand how the retail consumer is served by the financial services industry.

Topic 4 Industry obligations to the consumer

Topic 5 Types of customer and their needs

Topic 6 Meeting Customer needs: Protection

Topic 7 Meeting Customer Needs: Saving and Investments

Topic 8 Meeting Customer Needs: Retirement and Estate

Planning

Topic 9 Meeting Customer Needs: Borrowing

10%

3) Understand the regulation of financial services

Topic 10 Regulatory Authorities in the UK

Topic 11 International Regulation

10% for Outcome 3 and 4

4) Understand the FCA's approach and responsibilities to Regulation

Topic 12 The FCA's approach and responsibilities to Regulation

10% for Outcome 3 and 4

5) Understand the principles and rules as set out in the regulatory framework

Topic 13 Principles and Rules of COBS

Topic 14 Money Laundering, Data Protection and Complaints

Procedures

15%

6) Understand the legal concepts relevant to financial advice

Topic 15 Important Legal Principles

Topic 16 Wills, Intestacy and Trust

15%

7) Understand the different types of risk and how they relate to institutions and individuals

Topic 17 Understanding risk

Topic 18 Managing Risk

15%

8) Understand the skills required when advising clients

Topic 19 Gathering information from the client

Topic 20 Addressing client needs

5%

9) Understand the FCA's principles based approach to promote ethical behaviour

Topic 21 Ethical behaviour and professionalism

10) Understand the code of ethics and professional standards

11) Understand the differences between ethical and unethical behaviour

Topic 22 Ethical behaviour case studies

20% for Outcome 9, 10 and 11