

Information giving and the IMC

ESMA criteria for staff giving information about investment products, investment services or ancillary services	IMC syllabus topic area
<p>a) understand the key characteristics, risk and features of those investment products available through the firm, including any general tax implications and costs to be incurred by the client in the context of transactions. Particular care should be taken when giving information with respect to products characterised by higher levels of complexity;</p>	<ul style="list-style-type: none"> ■ Financial Markets and Institutions ■ Client Advice ■ Taxation ■ Investment Products
<p>b) understand the total amount of costs and charges to be incurred by the client in the context of transactions in an investment product, or investment services or ancillary services;</p>	<ul style="list-style-type: none"> ■ Financial Markets and Institutions ■ The Regulation of Financial Markets and Institutions ■ Client Advice ■ Portfolio Management
<p>c) understand the characteristics and scope of investment services or ancillary services;</p>	<ul style="list-style-type: none"> ■ The Regulation of Financial Markets and Institutions ■ Client Advice
<p>d) understand how financial markets function and how they affect the value and pricing of investment products on which they provide information to clients;</p>	<ul style="list-style-type: none"> ■ Financial Markets and Institutions
<p>e) understand the impact of economic figures, national/regional/global events on markets and on the value of investment products on which they provide information;</p>	<ul style="list-style-type: none"> ■ Macroeconomics

<p>f) understand the difference between past performance and future performance scenarios as well as the limits of predictive forecasting;</p>	<ul style="list-style-type: none"> ■ The Regulation of Financial Markets and Institutions ■ Client Advice ■ Quantitative Methods
<p>g) understand issues relating to market abuse and anti-money laundering;</p>	<ul style="list-style-type: none"> ■ The Regulation of Financial Markets and Institutions
<p>h) assess data relevant to the investment products on which they provide information to clients such as Key Investor Information Documents, prospectuses, financial statements, or financial data;</p>	<ul style="list-style-type: none"> ■ The Regulation of Financial Markets and Institutions ■ Accounting
<p>i) understand specific market structures for the investment products on which they provide information to clients and, where relevant, their trading venues or the existence of any secondary markets;</p>	<ul style="list-style-type: none"> ■ Financial Markets and Institutions ■ Derivatives ■ Investment Products
<p>j) have a basic knowledge of valuation principles for the type of investment products in relation to which the information is provided;</p>	<ul style="list-style-type: none"> ■ Quantitative Methods ■ Equities ■ Fixed Income ■ Derivatives

■ IMC Unit 1

■ IMC Unit 2