# Institute of Financial Planners of Hong Kong
# 香港財務策劃師學會

Unit 2601, Bank of East Asia Harbour View Centre
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## Continuing Education Activities
## 持續教育進修課程

Are you looking to continually upgrade yourself with the latest topical issues in financial planning?
IFPHK's continuing education activities are designed to answer the needs of today's financial planners. They address industry issues you face every day, propose solutions to overcome challenges and provide proven and practical solutions that you can implement immediately.
This comprehensive program includes lectures, integrated and comprehensive case studies and experience sharing. Come and join us to learn from the financial experts and industry celebrities and gain new insights for achieving success in the financial planning industry.
你是否希望與時並進、探討財務策劃領域中的熱門課題？
香港財務策劃師學會持續進修課程正正爲滿足現今財務策劃專業的需求而設。課程將探討在日常執業過程中所面對的問題，就如何解決問題提供最佳的方案及成功的實務例子，讓你可即時實踐應用。
本課程由多位財務策劃專家及業界精英主講，包括理論教授，綜合個案分析及經驗分享。令您更深入了解財務策劃成功之路。

**What you will gain**
- Learn and practise different steps of the internationally-recognized financial planning process
- Update your knowledge with the latest technical and practice knowledge in financial planning
- Gain valuable tips in practice management that you can apply immediately

**本課程助您：**
- 學習及演練國際標準財務策劃流程的不同步驟
- 獲得財務策劃行業的最新技巧及執業知識
- 獲得的寶貴建議讓您可立即應用於工作中

| Course Date 課程日期 | Course Title and code 課程名稱及編號 | Duration 時間 (hours 小時) | Fee 費用 Member / Non-Member 會員 / 非會員 | IFPHK | SFC | IA | MPFA Core | MPFA Non- Core |
|---|---|---|---|---|---|---|---|---|
| 12 Jan (Tue) 1 月 12 日 (二) | Advising with Investment-linked Insurance Products in Practice 建議投資相連保險計劃的應用 M102 | 2.0 (3:00pm – 5:00pm) | HK$260 / HK$520 | 2.0 | 2.0 | 2.0 | 0.0 | 2.0 |
| 14 Jan (Thu) 1 月 14 日 (四) | Stay Away from Professional Negligence while providing financial Advising 如何避免與財務策劃有關之專業疏忽 RZ39 | 2.0 | HK$260 / HK$520 | 2.0 | 2.0 | 0.0 | 0.0 | 2.0 |
| 20 Jan (Wed) 1 月 20 日 (三) | Negotiation Skill for Financial Planning Professionals 專業財務策劃從業員的談判技能 RZ40 | 3.0 | HK$390 / HK$780 | 3.0 | 3.0 | 0.0 | 0.0 | 3.0 |
| 25 & 27 Jan (Mon, Wed) 1 月 25 及 27 日 (一、三) | Basic Pattern Analysis and Charting 基礎圖表及形態分析 M303 | 5.0 | HK$650 / HK$1300 | 5.0 | 5.0 | 5.0 | 0.0 | 5.0 |
| 26 Jan (Tue) 1 月 26 日 (二) | Be a fund manager yourself - implementation of ETF in your portoflio ETFs 於投資組合上的應用 RZ41 | 2.5 | HK$325 / HK$650 | 2.5 | 2.5 | 0.0 | 0.0 | 2.5 |
| 05 Feb (Fri) 2 月 5 日 (五) | Alternative Investment - Understanding Wine Investment 另類投資 - 葡萄酒的投資價值 RZ42 | 2.0 | HK$260 / HK$520 | 2.0 | 2.0 | 0.0 | 0.0 | 2.0 |
| 09 Feb (Tue) 2 月 9 日 (二) | Investment Markets Updates - Economics and Market Analyses 最新經濟及市場分析 M301 | 3.0 | HK$390 / HK$780 | 3.0 | 3.0 | 3.0 | 0.0 | 3.0 |
| 23 Feb (Tue) 2 月 23 日 (二) | Advanced Asset Allocation concepts 進階資產配置概念 M310 | 3.0 | HK$390 / HK$780 | 3.0 | 3.0 | 3.0 | 0.0 | 3.0 |
| 25 Feb (Thu) 2 月 25 日 (四) | Risk Profiling - knowing your client's attitude to risk 風險管理技巧 - 了解客戶可承受的風險程度 M206 | 3.0 | HK$390 / HK$780 | 3.0 | 3.0 | 3.0 | 0.0 | 3.0 |

Unless otherwise specified, all classes start at 6:30 pm. Enrolment ends 7 days before the course date.
除特別聲明外，上課時間均於晚上 6:30 開始。 截止報名日期定於課程舉行日前之 7 天。

## Advising with Investment-linked Insurance Products in Practice
## 建議投資相連保險計劃的應用

[Course Code 課程編號:M102]

**Content 內容**

- Key features and classifications of the most popular plans in Hong Kong
- Using investment-linked plans as product solutions in financial planning for individuals
- Regulations of investment-linked business in Hong Kong

- 主要投資相連保險產品特點及分類
- 運用投資相連保險爲個人財務策劃方案
- 香港投資相連保險業務發展

**Date 日期**

12 Jan 2010 (Tue)

2010 年 1 月 12 日 (二)

**Time 時間**

3:00 PM - 5:00 PM (2.0 hours 小時)

**Speaker 講者**

Steve Lo , MBA, CFP

Steve Lo started his career as a professional investment consultant and financial planner in early 1994, he worked for two local and one international Independent Financial Advisor firms before joining ING Financial Planning (INGFP) in August 2004. He is now INGFP's Senior Vice President.

During his career life, Mr. Lo has earned the trust of many of his clients and has built up a loyal clientele. He has built a strong reputation in the industry and the media as an investment expert. Mr. Lo also writes numerous investment articles on investment and financial planning for the "Hong Kong Economic Journal".

盧世和, MBA, CFP

盧先生於 1994 年投身金融服務業，曾於兩間本地及一間國際獨立理財顧問公司任職。2004 年 8 月加入 ING Financial Planning (INGFP)，現爲該集團的高級副總裁。盧先生深受客戶信賴，多年來，成功建立了忠實的客戶組。盧先生乃行內著名投資專家，現爲香港信報月刊的投資專欄作家。 盧先生擁有工商管理碩士學位及認可財務策劃師資格。

**Medium of Instruction 語言** Cantonese 廣東話

| Continuous Education Recognition 持續進修時數 | | |
|---|---|---|
| IFPHK 香港財務策劃師學會 | 2.0 | CE credits 學分 |
| IA 保監處 | 2.0 | CPD hours 小時 |
| SFC 證監會 | 2.0 | CPT hours 小時 |
| MPFA 積金局 | 0.0 | Core CPD hours 核心小時 |
| | 2.0 | Non Core CPD hours 非核心小時 |

[M1022H220SL100112]

HKCAAVQ ref 香港學術及職業資歷評審局核准課程參考編號:80/92/02

## Stay Away from Professional Negligence while providing financial Advising
## 如何避免與財務策劃有關之專業疏忽

**[Course Code 課程編號:RZ39]**

**Content 內容**

- Arise of professional duties of financial advisors and circumstances under which these duties can be breached
- Professional negligence in the incident of Lehman Brothers
- Precautions needed to adopt for financial advisors to prevent professional negligence

- 認識與財務策劃相關之專業責任及了解在什麼情況下財務策劃從業員會構成專業疏忽
- 分析雷曼兄弟個案中的專業疏忽
- 如何避免在提供財務策劃建議時產生不必要的專業疏忽

**Date 日期** 14 Jan 2010 (Thu)
2010 年 1 月 14 日 (四)

**Time 時間** 6:30 PM - 8:30 PM (2.0 hours 小時)

**Speaker 講者** Joe Chan 陳偉彥, Barrister at Law
Lawrence Lok QC SC Chambers

**Medium of Instruction 語言** Cantonese 廣東話

| Continuous Education Recognition 持續進修時數 | | |
|---|---|---|
| IFPHK<br>香港財務策劃師學會 | 2.0 | CE credits<br>學分 |
| IA<br>保監處 | 0.0 | CPD hours<br>小時 |
| SFC<br>證監會 | 2.0 | CPT hours<br>小時 |
| MPFA<br>積金局 | 0.0 | Core CPD hours<br>核心小時 |
| | 2.0 | Non Core CPD hours 非核心小時 |

**[RZ393H200JA100114]**

HKCAAVQ ref 香港學術及職業資歷評審局核准課程參考編號:Not "applicable/ 不適用"

## Negotiation Skill for Financial Planning Professionals
## 專業財務策劃從業員的談判技能
**[Course Code 課程編號:RZ40]**

**Content 內容**

- Understand the nature of negotiation; why negotiate and when?
- Learn how we should prepare for a negotiation strategically
- Identify two major types of negotiation: Win-Win and Win-Lose negotiation
- Know how we can formulate strategies to handle the Win-Win and Win-lose negotiation
- Case studies – Applying the appropriate tactics required to achieve our negotiation objectives by sharing the daily examples in Financial Planning Industry

- 了解談判的性質、爲何要及什麼時候需要談判?
- 學習如何準備談判策略
- 認識兩大類型的談判 - 「雙贏談判」和「輸贏談判」
- 如何制定策略處理「雙贏談判」和「輸贏談判」
- 個案分析 – 以財務策劃上常見的例子作分析，並運用適當的策略實踐談判目標

**Date 日期** 20 Jan 2010 (Wed)

2010 年 1 月 20 日 (三)

**Time 時間** 6:30 PM - 9:30 PM (3.0 hours 小時)

**Speaker 講者** Jessie Ho

Ms Ho is a Lecturer who is currently working for Hong Kong Polytechnic University – Hong Kong Community College (HKCC), teaching the subject of Negotiation Skills, Psychology, Human Resources Management, and Management. Ms. Jessie Ho received her Master of Philosophy Degree in Industrial and Organizational Psychology at Chinese University of Hong Kong. She is also a member of Hong Kong Psychological Society. In addition, she is also a Ph.D. candidate of Macquarie University in Australia with research interest focused on improving the employees' self-management skills for achieving their goals.

何靜思

何小姐現爲香港理工大學 - 香港專上學院講師, 教授的科目包括:談判學, 心理學, 人力資源及管理學 。何小姐於 2001 年取得了中文大學工業及組織心理學的碩士學位，現任香港心理學會會員。此外. 她亦是澳州麥格里大學 (Macquarie University) 的博士研究生, 專注研究如何提昇企業員工達成目標的自我管理能力。

**Medium of Instruction 語言** Cantonese 廣東話

| Continuous Education Recognition 持續進修時數 | | |
|---|---|---|
| IFPHK 香港財務策劃師學會 | 3.0 | CE credits 學分 |
| IA 保監處 | 0.0 | CPD hours 小時 |
| SFC 證監會 | 3.0 | CPT hours 小時 |
| MPFA 積金局 | 0.0 | Core CPD hours 核心小時 |
| | 3.0 | Non Core CPD hours 非核心小時 |

**[RZ403H300JE100120]**

HKCAAVQ ref 香港學術及職業資歷評審局核准課程參考編號:Not "applicable/ 不適用"

## Basic Pattern Analysis and Charting
## 基礎圖表及形態分析

**[Course Code 課程編號:M303]**

**Content 內容**

**Session I**
- Overview of common technical analysis used in the market
- The strength and weakness of technical analysis
- In-depth descriptions of common technical & market indicators and their application
- How to use technical analysis to make better trading decisions

**Session II**
- Candlestick charting
- Dow Theory
- Elliott wave theory
- Fibonacci & golden ratio
- How to predict support, resistance and target level
  - Percentage retracement
  - Speed resistance lines
  - Golden ratio & square
  - Gann Theory
- John Murphy's Ten Laws of Technical Trading

**單元一**
- 概覽市場常見的圖表及形態分析
- 了解圖表及形態分析之優點及缺點
- 詳細分析及應用不同的技術和市場指標
- 如何利用圖表及形態分析爲投資決擇作較佳的決定

**單元二**
- 深入探討常見的形態分析圖表及理論，包括:
  - 陰陽蠋技術分析 (Candlestick charting)
  - 道氏理論 (Dow Theory)
  - 艾略特波浪理論(Elliott wave theory)
  - 費波納奇比率及黃金比率 (Fibonacci & Golden Ratio)
- 如何預測支持、阻力及目標位置
  - 回�比例 (Percentage Retracement)
  - 速度阻力線 (Speed resistance lines)
  - 黃金比率(Golden ratio)
  - 甘氏理論(Gann Theory)
- John Murphy 之市場互動技術分析(John Murphy's Ten Laws of Technical Trading)

**Date 日期**

25 & 27 Jan 2010 (Mon, Wed)

2010 年 1 月 25 及 27 日 (一、三)

**Time 時間**

6:30 PM - 9:00 PM (2.5 hours 小時/Total 共 5 hours 小時)

**Speaker 講者**

Leo Lam, CFA, CFP

Mr. Lam is now working for an international bank specializing in asset management. He acquired over 9 years in the financial planning industry. He specializes in conducting customers' needs analysis, constructing and managing client's portfolio. Mr. Lam completed his Master and Bachelor Degrees of Economics at the University of Hong Kong. He is also a CFA charter holder and CFP Certificant.

林先生, CFA, CFP

林先生於財務策劃界擁有超過九年的工作經驗，現職一間國際金融機構之投資顧問。林先生擅長於分析不同類型客戶之需要，爲客戶度身訂造及管理合適的投資組合。

林先生於香港大學畢業，取得經濟學學士及碩士學位。林先生並考獲美國特許金融分析師(CFA)、CFP 認可財務策劃師等專業資格。

**Medium of Instruction 語言** Cantonese 廣東話

HKCAAVQ ref 香港學術及職業資歷評審局核准課程參考編號:80/92/04

| Continuous Education Recognition 持續進修時數 | | |
|---|---|---|
| IFPHK 香港財務策劃師學會 | 5.0 | CE credits 學分 |
| IA 保監處 | 5.0 | CPD hours 小時 |
| SFC 證監會 | 5.0 | CPT hours 小時 |
| MPFA 積金局 | 0.0 | Core CPD hours 核心小時 |
| | 5.0 | Non Core CPD hours 非核心小時 |

**[M3033A220LL100125]**

## Be a fund manager yourself - implementation of ETF in your portoflio
## ETFs 於投資組合上的應用

**[Course Code 課程編號:RZ41]**

**Content 內容**

- Dynamic Asset Allocation
- Portfolio construction using ETFs
- Using ETFs to achieve absolute return
- Risk management

- 動態資產配置
- 如果運用 ETFs 建立投資組合
- 如果利用 ETFs 達致絕對回報
- ETF 組合之風險管理

**Date 日期** 26 Jan 2010 (Tue)

2010 年 1 月 26 日 (二)

**Time 時間** 6:30 PM - 9:00 PM (2.5 hours 小時)

**Speaker 講者**

Mr. Chan, B.Eng, CFA, CFP, FRM

Mr. Chan has more than 9 years banking experience in consumer and private banking industry in Hong Kong. He had extensive exposure in financial planning and investment advisory for high net worth individuals. Through frequent interactions with clients, Mr. Chan has practical skills and knowledge in delivering wealth management solutions with proven track record.

Mr. Chan speaks frequently on financial planning topics in various seminars and training workshops

陳先生, B.Eng, CFA, CFP, FRM

陳先生於個人及私人銀行業擁有超過 9 年工作經驗，爲高端客戶提供財務策劃及投資方案，在財富管理服務方面積累了相當豐富的經驗。陳先生擁有財務分析師(CFA)、認可財務策劃師(CFP)及金融風險管理師(FRM)的專業資格，常獲邀於不同的講座及培訓課程擔任嘉賓講者。

**Medium of Instruction 語言** Cantonese 廣東話

HKCAAVQ ref 香港學術及職業資歷評審局核准課程參考編號:Not "applicable/ 不適用"

| Continuous Education Recognition 持續進修時數 | | |
|---|---|---|
| IFPHK 香港財務策劃師學會 | 2.5 | CE credits 學分 |
| IA 保監處 | 0.0 | CPD hours 小時 |
| SFC 證監會 | 2.5 | CPT hours 小時 |
| MPFA 積金局 | 0.0 | Core CPD hours 核心小時 |
| | 2.5 | Non Core CPD hours 非核心小時 |

**[RZ413A200JC100126]**

# Alternative Investment - Understanding Wine Investment
# 另類投資 - 葡萄酒的投資價值

**[Course Code 課程編號:RZ42]**

**Content 內容**

- Performance of wine as an investment asset
- Factors affecting the value of wine
- Selecting wine for investment
- Different methods of making wine investments

- 從投資角度分析葡萄酒的表現
- 影響葡萄酒價值的因素
- 如何選擇葡萄酒作投資
- 不同的葡萄酒投資方法

**Date 日期**

05 Feb 2010 (Fri)

2010 年 2 月 5 日 (五)

**Time 時間**

6:30 PM - 8:30 PM (2.0 hours 小時)

**Speaker 講者**

Karl H.K. LUNG, CFA, AIWS
Mr. Lung is a professional in both wine and investment. Mr. Lung holds the Diploma in Wines and Spirits issued by the UK based Wine & Spirit Education Trust (WSET) and is an Associate of the Institute of Wine and Spirit and a WSET Certified Educator. He is the Principal Lecturer of the Hong Kong Wine Academy, and has been teaching WSET courses since 2007 for various organizations, including the Institute for Tourism Studies of Macau.
Mr. Lung is also an experienced investment professional, include nine years as Portfolio Manager with ABN AMRO Asset Management and seven years as investment analysts mostly with major international brokerage houses. Mr. Lung holds a Master of Business Administration degree from the University of Toronto and received his CFA Charter in 1992. Currently, he is the President of The Hong Kong Society of Financial Analysts, and is a committee member of the SFC's Merger and Takeover Panel, the Takeovers Appeal Committee, and the Public Shareholders' Group.

龍克奕, CFA, AIWS
龍先生是現任香港財經分析師學會會長，龍先生除了是投資市場上的專家，亦是葡萄酒專家。龍先生持有英國葡萄酒與烈酒教育信託基金會（WSET）之葡萄酒及烈酒文憑， 是英國葡萄酒及烈酒學會會員及 WSET 的認可導師。龍先生是香港葡萄酒教育中心的首席講師，並於 2007 年起，於不同機構，其中包括澳門旅遊學院教授 WSET 課程。龍先生也是一位經驗豐富的投資專家，擁有超過 16 年的投資經驗，曾任職荷銀資產管理的基金經理及於不同國際證券機構擔任分析師。龍先生持有多倫多大學工商管理碩士學位，並於 1992 取得特許財經分析師專業資格。龍先生現時除了出任香港財經分析師學會會長外，亦是香港證監會收購及合併委員會委員、收購上訴委員會委員和公眾股東權益小組委員。

**Medium of Instruction 語言** Cantonese 廣東話

HKCAAVQ ref 香港學術及職業資歷評審局核准課程參考編號:Not "applicable/ 不適用"

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| IA 保監處 | 0.0 | CPD hours 小時 |
| SFC 證監會 | 2.0 | CPT hours 小時 |
| MPFA 積金局 | 0.0 | Core CPD hours 核心小時 |
| | 2.0 | Non Core CPD hours 非核心小時 |

**[RZ423H200KH100205]**

## Investment Markets Updates - Economics and Market Analyses
## 最新經濟及市場分析

**[Course Code 課程編號:M301]**

**Content 內容**

- An overview of the current finance and economic situations in Greater China, Asia and other major regions
- The global investment environment after Global Financial Crisis
- Concept Applications and market analysis on the earnings and valuations of the global markets

- 探討現時環球金融及經濟形勢，其中包括中國、亞洲及其他主要國家
- 概覽金融危機後的環球投資市場環境
- 從經濟學及市場理論分析環球市場的盈利前景及估値

**Date 日期**

9 Feb 2010 (Tue)

2010 年 2 月 9 日 (二)

**Time 時間**

6:30 PM - 9:30 PM (3.0 hours 小時)

**Speaker 講者**

Kelvin Yip
Kelvin Yip is the General Manager, Platform Services (HK) of iFAST Financial (HK) Limited and iFAST Platform Services (HK) Limited. He oversees the integrated wealth management platforms at iFAST for independent financial advisers and financial institutions. During his previous tenure as a research manager, he was responsible for formulating portfolio strategies and analysing the performance of mutual funds. Kelvin has taught Continuous Professional Development (CPD) approved courses to financial advisers and other professionals in both Hong Kong and Singapore. He has over 8 years of training experience. Kelvin appears frequently in TV programs such as ATV Wealth Blog, NOW TV, Bloomberg TV where he shares his views on the latest global market events. He also writes a column for ETnet.com where he talks about investment strategies of mutual funds.
Kelvin holds an MBA and engineering degrees. He is a Chartered Alternative Investment Analyst (CAIA) charter holder and a Type 4 (Investment Advisory) licensed representative.

Eddy Wong
Eddy Wong is a Research Manager at iFAST Financial (HK) Limited. He is responsible for covering the Greater China market and analysing the performance of mutual funds in the region. Eddy has taught Continuous Professional Development (CPD) approved courses to financial advisers and other professionals in Singapore. Eddy also appears frequently in TV and radio programs such as ATV Wealth Blog, NOW TV and Metro Radio where he shares his views on the latest global market events. He also writes a column for Economic Digest where he talks about the latest investment trend and investment strategies of mutual funds.
Eddy holds a Mathematics Degree from the Hong Kong University of Science and Technology. He is a Type 4 (Investment Advisory) licensed representative. Eddy is also a licensed Financial Adviser Representative in Singapore.

葉學賢, MBA, CAIA
葉學賢先生爲奕豐金融﹝香港﹞有限公司的總經理，負責制定投資組合的策略，並分析各類基金之表現。葉先生擁有超過 7 年的培訓經驗，包括於持續專業發展﹝CPD﹞計劃所認可的課程中，爲香港及新加坡兩地的財務顧問及其他專業人士授課。另外，葉先生亦時常於電視財經節目﹝如亞洲電視的「財富博客」、NOW 財經台及彭博電視﹞，講述對環球市場發展的看法。葉先生亦爲 ETnet.com 撰文，分享互惠基金的投資策略及心得。

黃展威
黃展威先生爲奕豐金融﹝香港﹞有限公司之研究部經理，負責追踪大中華地區及印度市場，並分析相關基金的表現。黃先生不時獲電視節目及電台﹝如亞洲電視的「財富博客」、NOW 財經台及新城電台﹞邀請，分享對環球市場前景的觀點。另外，黃先生亦爲持續專業發展﹝CPD﹞計劃所認可的課程授課，學員包括香港及新加坡財務顧問及其他專業人士。

**Medium of Instruction 語言** Cantonese 廣東話

| Continuous Education Recognition 持續進修時數 | | |
|---|---|---|
| IFPHK 香港財務策劃師學會 | 3.0 | CE credits 學分 |
| IA 保監處 | 3.0 | CPD hours 小時 |
| SFC 證監會 | 3.0 | CPT hours 小時 |
| MPFA 積金局 | 0.0 | Core CPD hours 核心小時 |
| | 3.0 | Non Core CPD hours 非核心小時 |

HKCAAVQ ref 香港學術及職業資歷評審局核准課程參考編號:80/92/04

**[M3013H330EW100209]**

## Advanced Asset Allocation concepts
## 進階資產配置概念
**[Course Code 課程編號:M310]**

**Content 內容**

- Determine client goals and risk tolerance
- Create efficient frontiers based on forecasts
- Differentiate asset allocation from market timing
- Practical problems with optimization in portfolio construction
- Sensitivity testing of portfolios
- Practical considerations of manager selection

- 分析客戶的目標及風險承受程度
- 按客觀預期的回報、波幅及相關系數建立有效前線
- 分辨資產配置及選時交易
- 優化投資組合時的疑難
- 投資組合敏感程度測試
- 選擇投資經理的重要因素

**Date 日期**

23 Feb 2010 (Tue)

2010 年 2 月 23 日 (二)

**Time 時間**

6:30 PM - 9:30 PM (3.0 hours 小時)

**Speaker 講者**

Carlos Wong, MBA, CFA, CFP, FRM

Carlos Wong has more than ten years of professional experience in the banking, securities and financial planning industries, where he delivered various financial products and services to clients. As the Head of Investment Advisory of a Financial Group, Mr. Wong is in charge of the investment business of the Group and is responsible for providing investment advisory services to the frontline staff and high net worth clients. He has been conducting various training sessions and workshops in financial planning, investment management and selling skills, and frequently speaks on financial planning topics.

黃偉麒, MBA, CFA, CFP, FRM

黃先生於銀行、證券及財務策劃行業擁有超過 10 年經驗，爲客戶提供優質的理財方案及服務。他現職著名金融集團的投資研究部主管，專責發展集團的投資業務及爲前線銷售人員和客戶提供優質的投資顧問服務。

黃先生曾於不同場合擔任財務策劃、投資管理及銷售技巧培訓課程工作坊的導師。更多次爲不同機構的財務策劃講座擔任主講嘉賓。

**Medium of Instruction 語言** Cantonese 廣東話

| Continuous Education Recognition 持續進修時數 | | |
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| SFC 證監會 | 3.0 | CPT hours 小時 |
| MPFA 積金局 | 0.0 | Core CPD hours 核心小時 |
| | 3.0 | Non Core CPD hours 非核心小時 |

**[M3103H330CW100223]**

HKCAAVQ ref 香港學術及職業資歷評審局核准課程參考編號:80/92/04

## Risk Profiling - knowing your client's attitude to risk
## 風險管理技巧 - 了解客戶可承受的風險程度

**[Course Code 課程編號:M206]**

**Content 內容**

- *Details to be confirmed 詳情稍後公佈*

**Date 日期**

25 Feb 2010 (Thu)

2010 年 2 月 25 日 (四)

**Time 時間**

6:30 PM - 9:30 PM (3.0 hours 小時)

**Speaker 講者**

Ringo Yuen

Mr. Yuen is currently the Deputy Head of Financial Institutions Department for ICBC (Asia). Prior to that, he was a Senior Vice President and Head of Relationship Management of Financial Institutions – North Asia for HSH NordBank AG. In addition, he was a Director of Financial Institution Greater China for National Australia Bank. Mr. Yuen has over 20 years of experience in marketing and relationship management within the banking industry. He has a strong proven record of successfully selling / cross-selling a variety of banking products to both high net worth clients as well as financial institution clients, generating high incremental revenue. During his engagements with Citibank and ABN AMRO, he originated a number of new product ideas that result in diversification of the revenue sources. His primary responsibilities include developing, implementing and executing comprehensive account plans and call programs for different clients to achieve budgeted growth in assets, liabilities and earnings. Mr. Yuen holds a Master of Science (Business Administration) and a Bachelor of Commerce from the University of British Columbia.

阮志國

阮先生曾任職德國北方銀行香港分行金融機構北亞洲部高級副總裁及客戶關係主管。在此之前，阮先生任職澳洲銀行金融機構部主管。阮先生具備超過二十年有關銀行業的市場及關係管理方面的經驗。他能從銷售/交易買賣有關不同類別的銀行產品予客戶及金融機構中賺取高回報的收入。在過往任職花旗銀行及荷蘭銀行期間，阮先生推出一系列新產品概念，從而擴大公司的收入來源。阮先生工作範疇包括發展、推行及執行完善的客戶聯絡計劃，從而改善資產、負債及收益方面的增長。阮先生持有加拿大英屬哥倫比亞大學工商管理碩士及商學學士。

**Medium of Instruction 語言** Cantonese 廣東話

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| MPFA 積金局 | 0.0 | Core CPD hours 核心小時 |
| | 3.0 | Non Core CPD hours 非核心小時 |

**[M2061H330RG100225]**

HKCAAVQ ref 香港學術及職業資歷評審局核准課程參考編號:80/92/03