

Quality, Innovation and Relevance in Financial Education

Professional Higher Education



Prospectus

2011-2012



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www.ifslearning.ac.uk

“The **ifs** offers the only professional qualifications for financial services that also lead to the award of a degree.”



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Contents

Welcome	4
Why choose the ifs School of Finance?	5
Our location in the heart of the City	6
Your study experience	7
Support for your study	8
Your career	9
ifs alumni	10
The ifs School of Finance degree programme	12
ifs qualifications structure	13
Professional Certificate in Banking	14
Foundation Degree in Banking Practice and Management	16
Professional Diploma in Banking Practice and Management	18
BSc (Hons) in Banking Practice and Management	20
MSc in Banking Practice and Management	22
Chartered designations	24
Alumni services	25
Further information	26
How to find out more and register	26

Welcome

The **ifs** *School of Finance* is a world leader in the provision of financial education and qualifications. It offers the only professional qualifications for financial services that also lead to the award of a degree. Our campus is located in the heart of the City of London and we are recognised for our innovative approach as the provider of choice for financial learning, both as an essential life skill and for a career in the financial services sector. Quality is central to all that the **ifs** strives to achieve. The focus is not just on assuring, but on enhancing quality wherever we can so as to enrich the learning experience of all those involved.

We want to empower our students and alumni, of whom we have many thousands worldwide, to succeed through the greater choice and control they gain over their careers and lives with the acquisition of essential knowledge.

Our educational programmes are the result of a constant dialogue with employers and students, as well as our academic staff of teachers, associate lecturers and examiners. They draw on 130 years of educational experience, resulting in the **ifs** being a strategic partner with many of the world's leading financial organisations.

In January 2010 the **ifs** *School of Finance* was awarded Taught Degree-Awarding Powers (TDAP) by the Privy Council. This means we can now award both undergraduate and postgraduate taught degrees in our own right. The acquisition of TDAP acknowledges the **ifs** *School of Finance's* academic integrity as a mature higher education institution and reflects the quality and relevance of all **ifs** qualifications.



This prospectus describes the part-time professional higher education provision of the **ifs**; we offer some of the most highly regarded awards in the global financial services industry.

A handwritten signature in blue ink that reads "Gavin Shreeve". The signature is fluid and cursive, with a horizontal line underneath the name.

Gavin Shreeve MA (London)
Principal

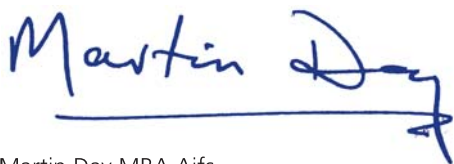
Why choose the *ifs* School of Finance?

The *ifs* School of Finance is a registered charity incorporated by Royal Charter and has a remit to provide the financial services industry with a skilled and competent workforce while also promoting a better understanding of finance among consumers.

In early 2010 the *ifs* was granted Taught Degree-Awarding Powers by the Privy Council. We are the only specialist financial education body that is able to award its own taught degrees, a status that reflects the quality of all our programmes. Our professional higher education qualifications are directly informed in terms of content and learning experience by the needs of those we exist to educate. They bridge the academic/vocational divide to provide students with essential practical skills and the conceptual and analytical abilities of academic study.

It is this unique and innovative approach that makes the *ifs* the provider of choice for organisations and individuals seeking to improve knowledge, skills and career prospects in the area of finance and financial services.

The *ifs* is strongly supported by the financial services industry, in particular the major banking institutions which employ large numbers of *ifs* students and alumni. Gaining an *ifs* qualification gives our alumni an edge in a competitive marketplace and the knowledge and skills they need to underpin a successful and fulfilling career.



Martin Day MBA Aifs
Vice Principal

*'The **ifs** remains as vital to our industry now as it has done over many years. The work that the **ifs** do in raising the professional standards in our industry is outstanding, and I congratulate them on their most recent achievement of being given degree awarding powers. This is welcome recognition of the excellence of the educational programmes that they have built. I take this opportunity to thank them for the support they give to the industry!'*

Paul Thurston Fifs, Chief Executive,
HSBC Bank plc, UK

*'Banking is a service industry, and service industries survive on the talent of those they employ. Given the technical nature of, and the relentless pace of evolution across what banks do, relevant professional education is essential for developing and maintaining a talented workforce in banks. The **ifs** School of Finance has been integral to the banking sector for 130 years because of its ability to provide that. I welcome the granting of power for **ifs** to award degrees, as I have every expectation that it will raise even further the standards of the qualifications of those who benefit from what they do.'*

John Varley, Group Chief Executive
Barclays Bank plc

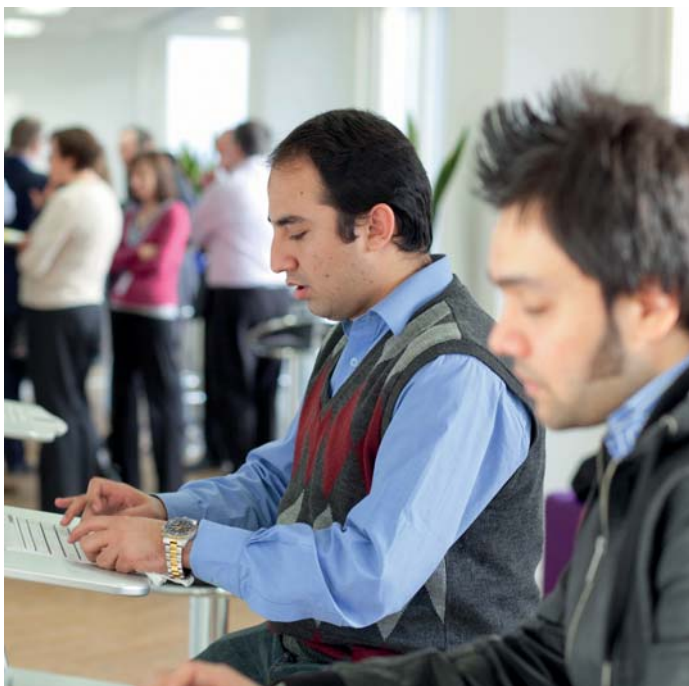
*'People are at the heart of what we do as a business and for that reason we at Lloyds Banking Group are committed to building the knowledge and skills of all those who work for us. Over the past decades, many thousands of Lloyds Banking Group staff have gained their essential professional learning from the **ifs** School of Finance. With the **ifs** now gaining Taught Degree-Awarding Powers, the quality of this learning has been externally recognised as being of the highest levels of quality and relevance, something that we at Lloyds Banking Group welcome and applaud.'*

Helen Weir, Group Executive Director Retail
Truett Tate, Group Executive Director Wholesale
Lloyds Banking Group

ifs in the heart of the City

The **ifs** *School of Finance* campus is located in the heart of the City of London, surrounded by many of the world's leading financial services institutions and largest industry employers. The campus is extremely well connected to local and national public transport making it very accessible for students.

Our flexible, purpose-built facilities are equipped with the latest teaching aids and presentation technology to enable an interactive learning environment and allow students to make the most of their face-to-face interaction with associate lecturers, workshop leaders and fellow students.



Your study experience

ifs School of Finance qualifications are specifically designed to support the differing educational needs of students from a diverse range of locations and backgrounds.

The study options available reflect the nature of our qualifications and our students in that they provide a huge degree of flexibility and enable our students to balance their study with busy work and personal lives.

Distance learning

Distance learning allows you to study independently within a clear framework, but at a pace that suits your personal circumstances and your study needs. You are provided with comprehensive learning materials, study guides and access to a subject specialist associate lecturer to support your studies.

Flexible learning

Flexible learning complements the above with a series of workshops for each module. The workshops are designed to cover the most critical concepts contained within the syllabus of study and are offered subject to demand at a number of locations throughout the UK.

Web-supported learning

Web-supported learning gives you online access to a web tutor who will be able to support you through your course of study and answer any technical queries.

Assessment

Our qualifications are assessed in a variety of different ways that are appropriate to the subject and learning outcomes. Assessment methods include multiple-choice examinations, coursework, assignments and written examinations. With your convenience in mind, examinations are held in a number of locations throughout the country and at international venues by arrangement.

Student representation

The *ifs* School of Finance is committed to providing a framework for the involvement of students in important decisions and the development of its programmes.

Student representatives are elected by programme level. They are responsible for voicing student views and representing the interests of their peers through participation in a variety of the *ifs* committees and student forums.



Support for your study

As a student of the **ifs** you will have access to a comprehensive range of services to inform, guide and support your studies.

Learning materials

Tailored learning materials, designed to help you successfully meet all the learning outcomes, are provided for all modules. Materials include learning activities and sample questions to enable you to test and confirm your understanding of the subject area.

The **ifs** is committed to enhancing its current provision by continuing to introduce multimedia resources such as e-books, videos and podcasts. As these become further developed, the **ifs** intends to use such resources for teaching and learning.

ifs learning environment

The **ifs'** secure websites **my ifslearning** and **my ifsILE** have been developed to support students studying for our Professional Higher Education qualifications. Through these sites you can access:

- student induction
- electronic versions of your learning materials
- specimen assessment material
- your results and study progress
- an interactive student forum where you can communicate with your associate lecturer (where assigned) and other students, share tips, seek advice or address a study challenge

Associate lecturers

Students are assigned **ifs** associate lecturers who are highly experienced in their specialist subject areas. You will be able to contact your associate lecturer through forums on the **ifs** website, by email or telephone, or by traditional mail.

Higher Education Student Advisers

Higher Education Student Advisers (HESAs) offer you practical support in the development and management of your personal study plan, study tips, and advice on where you can access resources and information.

ifs KnowledgeBank

This e-library is available exclusively to **ifs** students and alumni. It offers you access to a wealth of knowledge that will assist you in your studies.

Some of the resources available to you through **ifs** KnowledgeBank include:

- recommended reading
- databases
- full-text e-journals
- e-books
- subject gateways and other intelligence tools.

Our HE Faculty

The associate lecturers, examiners and authors of the **ifs** *School of Finance* academic community are qualified to the highest levels, and are committed to enhancing the student experience while supporting research and development initiatives in their specialist fields.

The Senior Faculty represents the core of the **ifs** academic community, supporting academic leadership through the development of scholarly activity, close engagement with the review of **ifs** academic provision and direct contribution to the continuous enhancement of **ifs** Professional Higher Education qualifications. The Senior Faculty brings together a mix of experience across academic roles, subject disciplines, practitioner experience, and deliberative committee membership.

Your career

ifs Professional Higher Education qualifications are specifically designed to prepare students for a career in the financial services sector and related disciplines. Thousands of students have successfully completed our degree programme and are now working for organisations that span the sector including:

Accenture	Lloyds Banking Group
Allied Irish Bank	Nationwide
American Express	National Australia Group
Aon	Norwich Union
Axa	PricewaterhouseCoopers
BDO Stoy Hayward	Prudential
Bank of England	RBS Group
Bank of Ireland	Santander
Barclays	Société Générale
BNP Paribas	Standard Bank
Cheltenham & Gloucester	UBS
Citigroup	Virgin Money
Deloitte	Visa International
Deutsche Bank	Wachovia
Ernst & Young	West Bromwich Building Society
Financial Services Authority	Winterthur
Fortis	Yorkshire Building Society
HSBC	Zurich Financial Services
Legal and General	

*'The grant of Taught Degree-Awarding Powers to the **ifs** School of Finance is a welcome development. RBS has always championed the achievement of specialist professionally-oriented academic qualifications. Indeed, it was in the vanguard of developing with the **ifs** qualifications tailored to specific areas such as corporate finance and business banking. This new status is further endorsement of the quality, relevance and reputation of the **ifs** programmes which large numbers of RBS staff have taken and are taking.'*

**Gordon Pell, Deputy Group Chief Executive
Royal Bank of Scotland Banking Group**

*'HSBC is committed to ensuring our people continue to enhance their knowledge and skills, increasing professionalism and strengthening the relationships with our customers. The qualifications offered by the **ifs** School of Finance embed a core understanding of the financial services market and the technical skills required to be our customers' trusted adviser of choice.'*

**Gregg Carnaffan, Graduate Development Manager,
HSBC Bank plc, UK**



ifs alumni

'This course has covered a lot of areas which have been beneficial in increasing my skills and knowledge while understanding how I can develop my role and further my career.'

The Financial Markets and Risk module gives a good overview of the financial system and as banks and building societies have different business models this was very helpful in my understanding of the recent global financial crisis. Being a traditional building society branch manager the Customers and their Needs module gave me some good ideas for improving sales and building further on long term customer relationships, while the Measuring Performance module has increased my understanding of financial management especially the importance of adequate cash-flow.'

Sheena Hunter, ifs PDFSM* student
Branch Manager, Darlington Building Society
*now called PCertB®



'The qualification has a big focus on understanding the fundamentals of banking and areas such as core credit skills, which underpins everything a bank does, play a big role. The importance of such skills has been highlighted by the credit crunch and is key to understanding liquidity issues and managing risk.'

This qualification helped me take the academic theory learned and put it into a working, everyday context that was relevant to banking. Added to this, the tutors on the course were incredibly supportive and really ensured the content was "alive" and tailored to the fast paced environment of banking.'

Andrew Cooke, ifs degree student
Associate, Leveraged Finance, HSBC Bank plc, UK

'I was looking to widen my knowledge of the financial services industry with the hope of progressing within my company. First I completed the Diploma then moved on to the BSc (Hons), with a full-time job and a family this proved to be a real challenge but, with the support of my family and my employer I was able to complete it successfully.'

The tutors I liaised with during my studies were all approachable, supportive and of great help as were the workshops, which I recommend to everyone. The qualification was very relevant to my role. It has enhanced my knowledge and understanding and I hope will improve my future career opportunities.'

Michael Littler, ifs degree student
Credit Manager, Banking Services, Volkswagen Bank
United Kingdom Branch



'I started out in banking with a law degree, which although a help, was not directly relevant to a career in finance. The maths and balance sheet analysis on the course really help embed your understanding and I think that, although you can learn strategy as much as you want, it is understanding numbers that is core to banking. The Corporate Finance and

Applied Credit Analysis modules are critical to the job I do and go to the heart of a successful banking career.'

Clare Burton, ifs degree student
Corporate Credit Analyst, HSBC Bank plc, UK



'My Banking Director encouraged me to take a qualification with the ifs as a route to developing a professional career in private banking. I already had an MBA but that focused more on general management and was not specific enough for banking.'

The ifs modules were very relevant and the tutor and class interaction was a big plus and very useful for helping to bounce off ideas and create a stimulating learning environment.'

Stephen Buckland, ifs degree student
Senior Manager, Duncan Lawrie Ltd, subsidiary of Camellia plc

ifs Professional Higher Education qualifications



The *ifs* School of Finance degree programme

The *ifs* study programme is unique in that it leads to an internationally recognised professional qualification and to a full degree, the BSc (Hons) in Banking Practice and Management. The degree programme is split into three levels, each roughly equivalent to a year of study for a full-time degree programme.

Each level of study leads to a well-respected industry benchmark qualification in its own right. This flexible approach provides a number of 'stopping-off' points on the way to achieving the degree. It allows students to build towards their degree over a period of time as their career develops, while providing recognition of their achievement at each stage.

The full degree programme may not be appropriate for every student so this structure also allows individuals to achieve the education standard relevant to their role or career aspirations.



The *ifs* School of Finance Masters programme

The *ifs* Masters programme, the MSc in Banking Practice and Management, leads directly from the degree programme but is also open to graduates with relevant degrees from other providers who have substantial managerial experience in the sector.

The *ifs* modular approach

To increase the flexibility of undergraduate awards even further, all *ifs* qualifications consist of a number of core, compulsory and optional modules. These modules enable students to build a course of study that covers the core knowledge needed by all working in the industry but which also fits the needs of their current role.

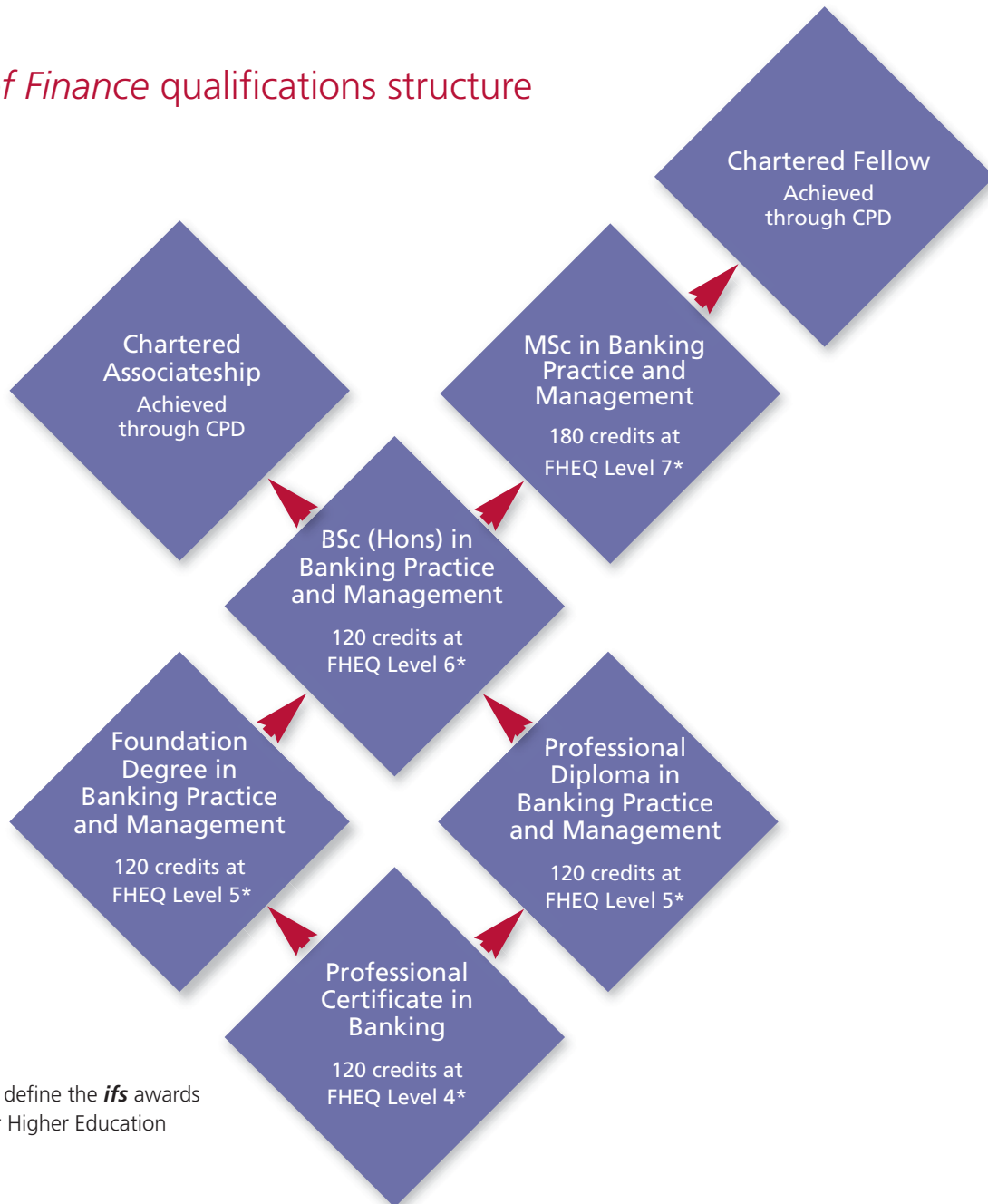
Full-time degree option

The BSc (Hons) in Banking Practice and Management can also be studied on a full-time basis which is ideal for students seeking a career in financial services management.

The programme is delivered from the *ifs* campus in the City of London and offers a similar experience to studying at a traditional university. The programme is delivered through face-to-face teaching and group study and the *ifs* provides a comprehensive student support service in areas such as accommodation, pastoral advice and careers guidance.

Where the *ifs* full-time degree differs from traditional university study is the direct interaction and engagement students gain with the financial services industry and profession which leads to greater practical understanding and enhanced employability. For more details visit www.ifslearning.ac.uk/BSc.

ifs School of Finance qualifications structure



*Levels 4, 5, 6 and 7 define the *ifs* awards in the Framework for Higher Education Qualifications (FHEQ)

The Professional Certificate in Banking (PCertB®)

FHEQ Level 4

About the PCertB®

The Professional Certificate in Banking is the industry benchmark qualification for those starting out in, or aspiring to, a management career in financial services, particularly in retail and commercial banking.

The PCertB® will enable you to:

- gain a thorough grounding in the workings of the sector both from an organisational point of view and in respect of financial markets through the core module 'Financial Markets and Risk'
- appreciate the essential concepts of risk that underpin financial decision-making at every level
- provide assurance to industry employers that the knowledge developed is based on a comprehensive understanding of the fundamental principles on which the industry is built
- gain the ability to further develop general financial services knowledge
- focus on a particular area of interest that is specific to your existing role

The PCertB® can be studied one module at a time to accommodate a busy working life, or can be studied more intensely and completed in as little as 12 months.

The PCertB® is a widely recognised and valued qualification in its own right, but also forms the first stage of the *ifs* degree programme, culminating in achievement of the BSc (Hons) in Banking Practice and Management.

The PCertB®, with the Practice of Financial Advice (PFA) module included, is also listed within the FSA Handbook as an approved qualification. This means that those holding the PCertB® (including the PFA module) have met the required qualification standard needed to work as a Financial Adviser. More information on the requirements and FSA approval process for those giving regulated financial advice can be found at the FSA's website www.fsa.gov.uk.

Who is it for?

The PCertB® is specifically designed for those seeking a career in banking and financial services management. This could include those on a graduate or management trainee scheme, existing or aspiring junior managers, or anyone with an ambition to progress their career within the sector.

Studying for the PCertB®

The PCertB® can be studied by distance learning, flexible learning and web-supported learning as described on page 7.

Students are required to obtain 120 credits which must include 30-credits from Financial Markets and Risk (FMRI) and which must form part of the first 60-credits achieved plus at least one further 30-credit module plus any combination* from the remaining modules as specified below. However, students with appropriate accredited prior learning may be eligible for up to 60-credits.

*Students who wish to study the Practice of Islamic Banking and Finance module must have passed or as a minimum, must have attempted the assessment required for the Foundations of Islamic Banking and Finance module prior to registration.

PCertB® module choices

Core module	Financial Markets and Risk*	30
Plus at least one optional 30-credit module	Organisations and Individuals	30
	Customers and Their Needs	30
	Measuring Performance	30
	Corporate, Commercial and Business Lending	30
	Managing Corporate and Business Relationships	30
	Practice of Financial Advice*	30
Plus a combination from the remaining optional 30-credit modules listed above and 15-credit optional modules	Foundations of Islamic Banking and Finance	15
	Practice of Islamic Banking and Finance	15
	Principles of Lending and Credit	15
	Consumer Credit Risk Management	15
	Relationship and Wealth Management	15
	Retail Management in Financial Services	15

*This is a core module that must form part of the first 60 credits achieved.

* Holders of DipFA may not take this module.

Assessment

All 30-credit modules (except Practice of Financial Advice) are assessed via a combination of multiple-choice or short answer examinations, a coursework assignment and an End-of-Course Assignment. Practice of Financial Advice is assessed via a coursework assignment and examination.

All 15-credit modules are assessed via a multiple-choice or short answer examination.

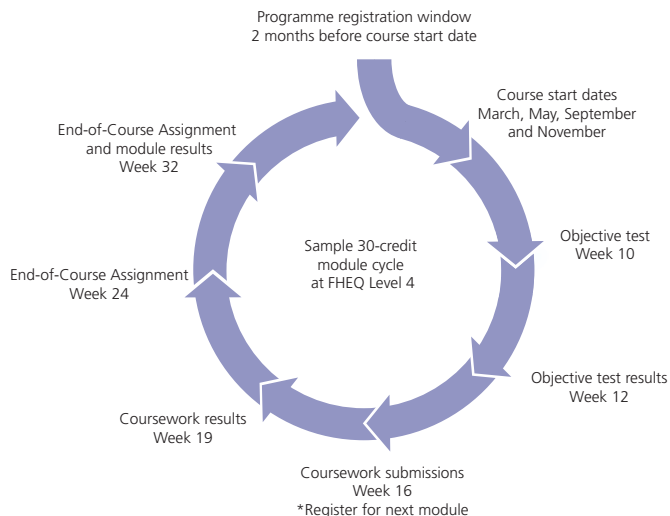
Course Associate Lecturer



Wendy Chowne

Wendy Chowne is a Senior Lecturer at the **ifs** School of Finance, and the Lead Tutor for Managing Corporate and Business Relationships. Educated to postgraduate level, Wendy has held a range of management roles at HSBC. She is also a member of the Senior Faculty at the **ifs**, and serves on the Learning and Teaching Committee.

PCertB® qualification timeline



Duration

Each 30-credit module requires approximately 300 hours of study time over a six-month period and each 15-credit module requires approximately 150 hours of study time over a four-month period. By studying a module at a time you can expect to complete your studies within two years. If you study more intensely the programme could be completed within 12 months.

Entry criteria

Entry requirements for the PCertB® are:

- Tariff of 300 UCAS points or equivalent, to include at least one subject qualification at A2 level or the International Baccalaureate OR
- UK degree or equivalent OR
- Successful completion of a programme accredited by the **ifs** for provision of credits at FHEQ Level 4

All students should normally hold GCSE Mathematics and English Language at minimum grade C (or equivalent) or an IELTS score of 6.0 with no element below 5.5. Students unable to meet these criteria should contact Student Services. Students who do not meet the entry criteria will be required to undertake and pass the **ifs** Entry Assessment for which a fee will be payable.

Please refer to the **ifs** School of Finance website for information about the admissions process. To enquire if your previous qualifications are suitable please check with Student Services, Professional Higher Education on +44 (0)1227 829499 or email enquiries@ifslearning.ac.uk.

Holders of the following qualifications can claim 30-credits towards their PCertB® completion:

- Diploma in Mortgage Advice and Practice (DipMAP®)
- Diploma for Financial Advisers (DipFA®)
- Diploma in Retail Banking Conduct of Business (DipRBCB®)

The Foundation Degree in Banking Practice and Management (FdSc)

FHEQ Level 5

About the FdSc

The Foundation Degree in Banking Practice and Management is delivered and assessed by the **ifs** *School of Finance* and validated and awarded by the University of Kent. It forms the second stage of the **ifs** degree programme and on successful completion leads directly to the **ifs** BSc (Hons) in Banking Practice and Management.

The FdSc will enable you to:

- understand the relationship between an organisation and its individual stakeholders
- interpret the different roles within the financial services industry
- analyse the needs of customers
- measure performance effectively
- examine the principles of organisational management and the commercial environment in the financial services industry
- develop and put into practice the skills you have gained through the work-based learning module
- select a subject that is specific to your needs and careers ambitions

Who is it for?

The FdSc has been specifically designed to blend academic and work-based learning within a single programme. It is an ideal course of study for those already working in management positions who aspire to a greater level of responsibility or who wish to underpin their practical experience of banking by developing a greater theoretical understanding.

Studying for the FdSc

The FdSc can be studied by distance learning or flexible learning as described on page 7.

To complete the FdSc you will need to achieve 120 credits at FHEQ Level 5 by completing a combination of core modules and optional modules.

About Work-Based Learning

Work-Based Learning is a compulsory module within the FdSc and an optional module within the Professional Diploma in Banking Practice and Management. Its purpose is to provide an integrated approach to study, where you are given the opportunity to reflect upon your academic learning and gain relevant practical experience by applying this learning in your workplace.

In addition to providing an opportunity to enhance your technical, subject-specific knowledge and skills, work-based learning offers you the opportunity to develop a broad set of intellectual, practical and transferable skills to assist you in your career progression and add value to your organisation.

Assessment

All modules, except for Work-Based Learning, are assessed via a written examination and a summative coursework assignment. The Work-Based Learning module is based on performance against the subject-specific and generic skills learning outcomes. Sources of evidence will be employer observations and your own reflective personal journal.

Module choices

Core modules	Organisational Management in Financial Services	30
	Financial Services: The Commercial Environment	30
	Work-Based Learning	30
Plus one optional 30-credit module	Corporate Financial Services	30
	Finance of International Trade	30
	Insurance	30
	Quantitative Methods for Finance and Investment	30
	Retail Financial Services	30

Course Associate Lecturer



Andy Groves

Andy Groves is an Associate Lecturer for the FdSc. Andy is also a Senior Lecturer in Accounting and Finance at the University of Wolverhampton's Business School. Prior to being an academic, Andy worked at managerial level at Lloyds. He holds an MBA and an MSc in Finance. He is a member of the Senior Faculty at the *ifs* and sits on the Learning and Teaching Committee. He is also an external examiner for Sheffield Hallam University.

Duration

Each module requires approximately 300 hours of study time over a six-month period. By studying a module at a time you can expect to complete your studies for the FdSc within two years.

Entry criteria

Entry requirements for the FdSc are:

- 120 credits at FHEQ Level 4 through completion of the PCertB® or equivalent *ifs* award

OR you may gain direct entry if you have:

- a UK honours degree or equivalent that demonstrates coverage across the PCertB® learning outcomes required at FHEQ Level 4. If awarded more than seven years before the application to join the programme, evidence that the learning and skills have been maintained must be provided.

Students not progressing from PCertB® are required to hold:

- GCSE Mathematics at minimum grade C (or equivalent) **and**
- GCSE English Language at minimum grade C (or equivalent) **or** an IELTS score of 6.5 with no element below 6.0.

For further information please contact Student Services, Professional Higher Education on +44 (0)1227 829499 or email enquiries@ifslearning.ac.uk.



Professional Diploma in Banking Practice and Management (PDipBPM®)

FHEQ Level 5

About the PDipBPM®

The **ifs** School of Finance Professional Diploma in Banking Practice and Management has much in common with the Foundation Degree in Banking Practice and Management but is also open to students who do not currently work in the financial services industry or who choose not to undertake the Work-Based Learning module.

The PDipBPM® is delivered and assessed by the **ifs** School of Finance and validated and awarded by the University of Kent. Combined with the Professional Certificate in Banking, it forms the second stage of the **ifs** degree programme and on successful completion leads directly to the **ifs** BSc (Hons) in Banking Practice and Management.

The PDipBPM® will enable you to:

- understand the relationship between an organisation and its individual stakeholders
- interpret the different roles within the financial services industry
- analyse the needs of customers
- measure performance effectively
- examine the principles of organisational management and the commercial environment in the financial services industry
- shape your knowledge to meet the needs of your employer and your career aspirations
- understand subjects such as corporate and retail financial services, insurance and international trade.

Who is it for?

The PDipBPM® is open to anyone currently working in the industry or to individuals with a relevant degree such as economics or business studies seeking to develop a financial services career.

It is an ideal course of study for those looking to gain experience and familiarity with the sector and to deepen their general understanding of banking and finance while also developing some specialist knowledge.

Studying for the PDipBPM®

The PDipBPM® can be studied by distance learning or flexible learning as described on page 7.

To complete the PDipBPM® you will need to achieve 120 credits at FHEQ Level 5 by completing a combination of core modules and optional modules.

Module options choices

Core modules	Organisational Management in Financial Services	30
	Financial Services: The Commercial Environment	30
Plus two optional 30-credit modules	Corporate Financial Services	30
	Finance of International Trade	30
	Insurance	30
	Quantitative Methods for Finance and Investment	30
	Retail Financial Services	30
	Work-Based Learning	30

Assessment

All modules, except Work-Based Learning, are assessed via a written examination and a summative coursework assignment. The Work-Based Learning module is based on your performance against the subject-specific and generic skills learning outcomes. Sources of evidence will be employer observations and your own reflective personal journal.

Duration

Each module requires approximately 300 hours of study time over a six-month period. By studying one module at a time you can expect to complete your studies for the PDipBPM® within two years.

Course Associate Lecturer



Simon Ling-Locke FCIB

Simon Ling-Locke is an Associate Lecturer on the Finance of International Trade module. He has also lectured at the Open University's Business School, and for the European School of Economics. In addition, he is a consultant to organisations on risk management, distressed debt markets and syndicated loan markets. He was previously Director and Head of Training at the Loan Market Association, Assistant General Manager at UFJ Bank, and Head of Business Development at Tokai Bank. He holds a number of postgraduate qualifications, including an MBA in Finance.

Entry criteria

Entry requirements for the PDipBPM® are:

- 120 credits at FHEQ Level 4 through completion of the PCertB® or equivalent

OR you may gain direct entry if you have:

- a UK honours degree or equivalent. If awarded more than seven years before the application to join the programme, evidence that relevant skills and experience are held to support study must be provided.

Students not progressing from PCertB® are required to hold:

- GCSE Mathematics at minimum grade C (or equivalent) **and**
- GCSE English Language at minimum grade C (or equivalent) **or** an IELTS score of 6.5 with no element below 6.0.

For further information please contact Student Services, Professional Higher Education on +44 (0)1227 829499 or email enquiries@ifslearning.ac.uk.



BSc (Hons) in Banking Practice and Management

FHEQ Level 6

About the BSc (Hons)

The BSc (Hons) in Banking Practice and Management will provide you with the expert knowledge and skills required to enhance your career prospects.

The BSc (Hons) leads directly from either the Foundation Degree in Banking Practice and Management or the Professional Diploma in Banking Practice and Management. It is delivered, assessed and awarded by the **ifs** School of Finance.

The BSc (Hons) is designed to provide you with the knowledge and skills you need to perform a senior management role within a financial services organisation. At its core the BSc (Hons) is focused on giving students the ability to investigate and analyse a range of issues relating to financial markets, the financial services sector and its environment.

The BSc (Hons) will enable you to:

- apply specialised, up-to-date knowledge within specific areas of the financial services industry
- analyse and evaluate business cases in order to make and justify strategic decisions
- identify and satisfy customer needs
- understand the importance of moral/ethical, social, economic and environmental issues within the financial services sector
- hone the necessary skills and competencies to succeed in a managerial role

Along with the core module, Strategic Management in Financial Services, the option modules encompass a wide range of subjects, allowing you to focus your study on the area of specialism of your choice.

Who is it for?

The BSc (Hons) is for senior managers within the financial services industry or middle managers who wish to enhance their credibility, credentials and prospects for further career enhancement.

Studying for the BSc (Hons)

The BSc (Hons) can be studied by distance learning or flexible learning as described on page 7.

To complete the BSc (Hons) you will need to achieve 120 credits at FHEQ Level 6 by completing a combination of a core module and optional modules.

Module options

Core module	Strategic Management in Financial Services	30
Plus optional modules to the value of 90 credits	Credit Analysis and Lending	30
	Corporate Finance	60
	Globalisation of Financial Markets	30
	Retail Business Strategy	30
	Risk Financing and Management	30
	Wealth Management	30
	Advanced Work-Based Learning	30

Assessment

All modules, except Corporate Finance and Advanced Work-Based Learning, are assessed via a written examination and a summative coursework assignment. The Corporate Finance module is assessed via two written examinations and two summative coursework assignments. The Advanced Work-Based Learning module is based on your performance against the subject-specific and generic skills learning outcomes. Sources of evidence will be employer observations and your own reflective personal journal.

Duration

Each module, except Corporate Finance, requires approximately 300 hours of study time over a six-month period. The Corporate Finance module requires approximately 600 hours of study time over a year. By studying for 60 credits in a year, you can expect to complete your studies for the BSc (Hons) degree within two years.

Course Associate Lecturer



Anna-Maria Geare

Anna-Maria Geare is an Associate Lecturer for the Retail Business Strategy module. She is a commercial relationship manager for Lloyds TSB, and holds both academic and industry qualifications. Anna-Maria is a member of the Institute of Bookkeepers. In addition, she is a member of the Senior Faculty at the *ifs*, and serves on the Learning and Teaching Committee.

Entry criteria

Entry requirements for the BSc (Hons) are:

- 120 credits at FHEQ Level 5 through completion of either the Foundation Degree in Banking Practice and Management (FdSc) or the Professional Diploma in Banking Practice and Management (PDipBPM®);

OR you may gain direct entry if you have:

- a UK honours degree or equivalent in a relevant discipline that demonstrates coverage across the FdSc/PDipBPM® learning outcomes. If awarded more than seven years before the application to join the programme, evidence that the learning and skills have been maintained must be provided;

Students not progressing from FdSc or PDipBPM® are required to hold:

- GCSE Mathematics at minimum grade C (or equivalent) **and**
- GCSE English Language at minimum grade C (or equivalent) **or** an IELTS score of 6.5 with no element below 6.0.

For further information please contact Student Services, Professional Higher Education on +44 (0)1227 829499 or email enquiries@ifslearning.ac.uk.

MSc in Banking Practice and Management

FHEQ Level 7

About the MSc

The MSc is an intensive and challenging programme for individuals currently at, or aspiring to, senior management positions, to support their development of an in-depth knowledge of the banking and financial services world, and to equip them with the skills to lead increasingly complex organisations.

The MSc programme will enable you to:

- work at the frontiers of knowledge and understanding of banking and to apply this knowledge creatively to new, complex and unpredictable circumstances
- evaluate and model the impact on banking of changing technology, regulation and customer demand
- develop understanding of the interrelationships between strategic and operational decision-making and risk management in different economic and business contexts
- understand and reflect on ethical, good governance and sustainability issues within banking and the range of means to manage and account for them
- enhance your suitability and credentials for a senior management role

A key principle of the programme is to ensure a good blend of academic and professional learning. This principle informs all aspects of the programme, from the approach to learning, teaching and assessment to the module content itself, which will benefit from both academic and practitioner input.

Who is it for?

This programme is for individuals currently at, or aspiring to, senior positions within their organisations. This could include those on fast-track management trainee programmes or those with existing managerial responsibilities who wish to underpin their practical experience with theoretical understanding.

Studying for the MSc

The MSc is studied via a combination of online distance learning and compulsory face-to-face workshops at our campus in the City of London.

To complete the MSc you will need to achieve 180 credits at FHEQ Level 7 by completing six core/compulsory modules, a 15,000 word dissertation, and two from a choice of four optional modules.

Module options

Core modules	Banking Structures and Strategy	15
	Business and the Economic Environment	15
	Business and Financial Analysis	15
	Banking Regulation	15
	Bank Risk Management	15
	Dissertation	60
Plus one compulsory module	Research Methods	15
Plus two optional modules	Financial Services Marketing	15
	Channel Strategy	15
	Strategic HR and Operational Management	15
	Business Financial Solutions	15

Assessment

The MSc is assessed by a range of methods including a combination of written examinations, case study reports, coursework and a final dissertation.

Duration

The MSc will require on average 1,800 hours of study commitment over the two-year period, which is equal to approximately 12–18 hours per week.

Course Associate Lecturer



Dr Anthony Gandy is Associate Director of Studies, Postgraduate, at the *ifs* School of Finance. He teaches on financial regulation, banking structures and strategies, and delivery channels. He is an active researcher and writer on banking and banking technology, and prior to joining the *ifs* School of Finance he spent many years as a consultant, investment banker and financial journalist, primarily working in the areas of technological and regulatory-driven change in the financial services industry. He holds a PhD from the London School of Economics and Political Science and has been a research fellow at the University of Minnesota.

Entry criteria

Entry requirements are normally a good degree (2.1 or above) or equivalent (e.g. professional qualification recognised as being at degree level, such as the ICAEW degree-level qualifications) from a recognised university, and ideally in a related discipline, together with a minimum of 3 years relevant experience within a financial services institution.

Candidates for whom English is not their first language would be expected to demonstrate competence through achieving an IELTS score of normally 7.0 or above with no element below 6.5.

Applicants may be interviewed and/or required to submit a piece of written work in addition to their application to enable an assessment to be made of their suitability for the programme.

Students are required to hold:

- GCSE Mathematics at minimum grade C (or equivalent) **and**
- GCSE English Language at minimum grade C (or equivalent) **or** an IELTS score of 7.0 with no element below 6.5.

Exceptional candidates not possessing these requirements may be considered if they can demonstrate their ability to achieve at this level and contribute to the debates, discussion and work of the learning set.

To enquire if your previous qualifications are suitable please check with Student Services, Professional Higher Education on +44 (0)1227 829499 or email enquiries@ifslearning.ac.uk.

Chartered Associate/Chartered Fellow

With the **ifs**, your professional and personal development does not stop once you have finished your studies.

In today's financial services environment, professionals understand the importance of being able to demonstrate that their technical, professional and academic understanding is up to date at all times.

In recognition of this, the **ifs School of Finance** awards a number of Chartered designations to Alumni Members who maintain their knowledge and skills post-qualification through a programme of high-quality structured continuing professional development (CPD).

ifs Chartered titles give formal recognition to the application of experience and academic understanding as it sits within a structured CPD scheme. As a result **ifs** alumni are confidently able to demonstrate ongoing commitment to their own continuing professional development.

Unlike other schemes, **ifs** Chartered designations are not achievable via a simple box-ticking exercise that merely focuses on the number of CPD hours that can be claimed. Instead, applicants are required to complete one year's quality CPD that is linked to pre-defined development outcomes.

Chartered Associate

Chartered Associate status is only available to those who have successfully completed the **ifs** BSc (Hons) in Banking Practice and Management, have a minimum of two years' relevant experience and have completed one year of quality CPD. Once Chartered Associate status has been gained, it must be maintained through an annual CPD programme.

Chartered Fellow

Chartered Fellow status is only available to those who have successfully completed the **ifs** MSc in Banking Practice and Management, have a minimum of two years relevant experience and have completed one year of quality CPD. Once Chartered Fellow status has been gained, it must be maintained through an annual CPD programme.

For more information please visit www.ifslearning.ac.uk/alumni.

*'Given it had been some time since I passed my degree and other regulatory certificates, I began to feel that the knowledge I had learned had begun to go out of date. I think it is invaluable both to myself (for my career development) and to Barclays that I keep my knowledge as up to date as I can in the ever-changing world of financial services. Having looked at my options via the **ifs** website, I decided that Chartered Associateship would best suit my learning style, while allowing me to update my knowledge and learn new skills.'*

John Sprigg CAifs, AdvCeMAP, CeFA
Operations Manager, Barclays Bank

Alumni Membership of the **ifs** School of Finance gives you access to a wide range of exclusive benefits that can support both your personal and professional development. It also gives you a platform from which to demonstrate your continuing professionalism and competence.

Continuing Professional Development (CPD)

Alumni Members have access to **myCPD**, an online tool that helps you create a complete record of your CPD activity. CPD demonstrates your commitment to continued learning and encourages the development of new skills.

ifs KnowledgeBank

ifs KnowledgeBank, the **ifs**' e-library, provides Alumni Members with access to a wide range of resources including e-books, journals, news articles, company and market data, and leadership support tools.

The **ifs** Career Management Centre

The **ifs** Career Management Centre provides career support and advice exclusively for Alumni Members of the **ifs** School of Finance. The **ifs** offers a range of services aimed at helping Alumni Members to take control of their career and also runs a series of career events throughout the year.

Regional Networks

The **ifs** School of Finance has 19 Regional Networks – 10 in the UK and 9 in international and offshore locations. The Regional Networks run programmes of high-quality educational events that enable **ifs** alumni to keep up to date with industry developments while also connecting and networking with each other.

Financial World and Financial World Online

Alumni Members receive a complimentary subscription to *Financial World*, the industry's 'must-read' publication, with the largest circulation of any banking magazine in the UK. Bringing together some of the best financial journalists, commentators and observers of the financial and economic scene, *Financial World* focuses on content that challenges, surprises, informs and above all, educates.



Further information

Entry criteria

Specific programme entry criteria can be found on the relevant pages of this prospectus where you can also find information on direct entry to FHEQ Levels 5 and 6.

Time limits

Professional Certificate in Banking (FHEQ Level 4)

From the date of registering you have a maximum of four years to complete the programme.

Foundation Degree and Professional Diploma (FHEQ Level 5)

From the date of registering you have a maximum of six years to complete the programme, which includes the FHEQ Level 4 modules.

BSc (Hons) in Banking Practice and Management (FHEQ Level 6)

From the date of registering you have a maximum of four years to complete the programme.

MSc in Banking Practice and Management (FHEQ Level 7)

From the date of registering you have a maximum of four years to complete the programme.

The *ifs* School of Finance is an active participant in the UK Higher Education sector and is a member of the following organisations:

- The Association of Business Schools (Associate)
- Association of Heads of University Administration
- Quality Strategy Network
- The Council of Validating Universities

Fees

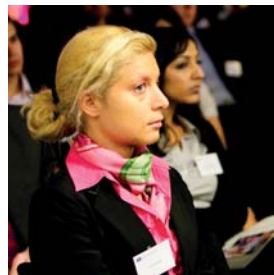
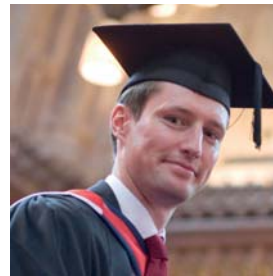
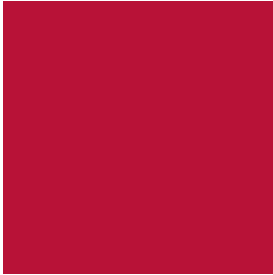
Choosing to study with the *ifs* is a cost-effective way of progressing your career. Our professional higher education qualifications allow you to purchase one module at a time, so you will only need to pay for the module you are currently studying. Studying for an *ifs* qualification will enhance your professional knowledge. Your employer may therefore be willing to contribute to the cost of your studies.

Please refer to our website www.ifslearning.ac.uk for the latest course and module fees.

How to find out more and register

To register for an *ifs* qualification or for further information on any *ifs* programme, please visit our website www.ifslearning.ac.uk or contact Student Services, Professional Higher Education on +44 (0)1227 829499.

The *ifs* holds regular open days and evenings to allow prospective students to visit our London campus, discuss their needs and get advice on suitable programmes from our team of dedicated student advisers. Details of open days and evenings are also available from our website,



Quality, Innovation and Relevance in Financial Education

Professional Higher Education

The *ifs School of Finance* is a registered charity incorporated by Royal Charter and has a remit to provide the financial services industry with a skilled and competent workforce while also promoting a better understanding of finance amongst consumers.

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