



## PLAN YOUR PATH TO YOUR MBA (FINANCIAL SERVICES) DEGREE

Route 1 – Wealth Management	
Option 1	Option 2
<p><b>Chartered Strategic Wealth Professional (CSWP™)</b></p> <p>Strategic Wealth Designation can be combined with the Canadian Securities course and two electives for maximum 4 advanced standing course credits, leaving 10 Dalhousie courses to meet the program requirements.</p> <p>➤ Strategic Wealth Designation program is comprised of:</p> <ul style="list-style-type: none"> <li>○ Wealth Management Essentials (or Personal Financial Planning Course)</li> <li>○ Advanced Investment Strategies (or Building High Net Worth)</li> <li>○ Advanced Retirement Management</li> <li>○ Advanced Estate and Trust Strategies (or Managing High Net Worth)</li> <li>○ Strategic Wealth 360 Certification Examination</li> </ul> <p>Strategic Wealth Designation can be combined with the Canadian Securities course and two electives for maximum 4 advanced standing course credits, leaving 10 Dalhousie courses to meet Program requirements.</p> <p><b>Approved Course Electives List</b></p> <ul style="list-style-type: none"> <li>○ Canadian Insurance Course</li> <li>○ Global Financial Systems and Markets</li> <li>○ Using IT to Gain a Competitive Advantage**</li> <li>○ Financial Markets Risk Management</li> <li>○ Options Licensing</li> <li>○ Futures Licensing</li> <li>○ Technical Analysis</li> <li>○ Options Strategies</li> <li>○ Commodities as Investments</li> <li>○ Energy Risk Management **</li> </ul> <p>➤ Mandatory 10 Dalhousie courses (see below)</p>	<p>➤ <b>Mandatory Courses (must complete the following courses):</b></p> <ul style="list-style-type: none"> <li>○ Fundamentals of Personal Finance</li> <li>○ Investment and Taxation Fundamentals</li> <li>○ Insurance and Retirement</li> <li>○ Investment and Tax Planning</li> <li>○ Risk Management and Estate Planning</li> <li>○ Engineering of a Trust</li> <li>○ Trust and Estate Management</li> <li>○ Using Information Technology to Gain Competitive Advantage</li> </ul> <p style="text-align: center;"><b>OR</b></p> <ul style="list-style-type: none"> <li>○ Servicing the Client</li> <li>○ Wealth Valuation</li> <li>○ Risk and Insurance</li> <li>○ Investment and Portfolio Management</li> <li>○ Estate Planning</li> <li>○ Engineering of a Trust **</li> <li>○ Trust and Estate Management **</li> <li>○ Using Information Technology to Gain Competitive Advantage **</li> </ul> <p>➤ <b>Mandatory 10 Dalhousie courses (see below)</b></p>
<p><b>**The Engineering of a Trust, Trust and Estate Management, Using IT and Energy Risk Management courses are no longer offered at CSI. Students who need to complete these courses to meet the requirements of the MBA Dalhousie Program can register for the following alternative courses:</b></p>	
<p><b>CSI ALTERNATIVE COURSES FOR USING IT or Energy Risk Management</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Financial Markets Risk Management (FRM)</a></li> <li>• <a href="#">Advanced Investment Strategies (AIS)</a></li> <li>• <a href="#">Canadian Securities Course (CSC)</a></li> <li>• <a href="#">Canadian Insurance Course (CIC)</a></li> </ul>	<p><b>CSI ALTERNATIVE TRUST COURSES</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Advanced Retirement Management Strategies (ARMS)</a></li> <li>• <a href="#">Advanced Estate Planning and Trust Strategies (AETS)</a></li> </ul>
<p><b>DALHOUSIE ALTERNATIVE COURSES FOR TRUST OR USING IT</b></p> <ul style="list-style-type: none"> <li>• <a href="#">Risk Management for Financial Institutions</a></li> <li>• <a href="#">Legal Aspects of Risk Management</a></li> <li>• Corporate Social Responsibility</li> <li>• <a href="#">Global Markets &amp; Institutions</a></li> <li>• <a href="#">Investments &amp; Money Management</a></li> <li>• </li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">Human Resources Management ( subject to approval of the Director of the School of Public Administration)</a></li> <li>• <a href="#">Selected: Information Management Courses</a> : User Experience, Collaboration, Project Management, Information People and Society, Organization of Information (MIM – subject to approval of the Director for the Information Management School )</li> </ul>

## Route 2 – Financial Planning

### The Personal Financial Planning (PFP®) Designation

The (PFP®) designation program is comprised of:

- Canadian Securities Course or Investment Funds in Canada
- Personal Financial Services Advice
- Financial Planning I
- Financial Planning II
- Applied Financial Planning Certification Examination

Personal Financial Planning program and/or Designation will be granted credit by Dalhousie, leaving 12 Dalhousie courses to meet Program requirements.

- Mandatory 12 Dalhousie courses (see below)

## Route 3 – Investment Management

Option 1	Option 2
<p><b>Canadian Investment Manager (CIM®)</b></p> <p>The CIM® designation program is comprised of:</p> <ul style="list-style-type: none"> <li>○ Canadian Securities Course</li> <li>○ Investment Management Techniques</li> <li>○ Portfolio Management Techniques</li> </ul> <p style="text-align: center;"><b>OR</b></p> <ul style="list-style-type: none"> <li>○ Canadian Securities Course</li> <li>○ Wealth Management Essentials</li> <li>○ Advanced Investment Strategies</li> <li>○ Portfolio Management Techniques</li> </ul> <p>Canadian Investment Manager Designation can be combined with the Derivatives Fundamentals Course and four electives for maximum credit for CSI courses by Dalhousie, leaving 10 Dalhousie courses to meet Program requirements.</p> <ul style="list-style-type: none"> <li>➤ <b>Approved Course Electives List</b> <ul style="list-style-type: none"> <li>○ Canadian Insurance Course</li> <li>○ Engineering of a Trust (to be replaced by Advanced Estate and Trust Strategies*)</li> <li>○ Global Financial Systems and Markets</li> <li>○ Using IT to Gain a Competitive Advantage</li> <li>○ Financial Markets Risk Management</li> <li>○ Options Licensing</li> <li>○ Futures Licensing</li> <li>○ Technical Analysis</li> <li>○ Options Strategies</li> <li>○ Commodities as Investments</li> <li>○ Energy Risk Management (De-commissioned in 2009)</li> <li>○ Trust and Estate Management (decommissioned in 2011)</li> <li>○ Or from the list of alternative trust courses above</li> </ul> </li> </ul> <ul style="list-style-type: none"> <li>➤ <b>Mandatory 10 Dalhousie courses (see below)</b></li> </ul>	<ul style="list-style-type: none"> <li>➤ <b>Mandatory course:</b> <ul style="list-style-type: none"> <li>○ Canadian Securities Course (CSC)</li> </ul> </li> <li>➤ <b>Core Pairings (choose from 1 of 4 choices):</b> <ul style="list-style-type: none"> <li>○ Professional Financial Planning Course (PFPC) + Wealth Management Techniques (WMT) or Managing High Net Worth (MHNW)</li> <li>○ Investment Management Techniques (IMT) + Portfolio Management Techniques (PMT)</li> <li>○ Derivatives Fundamentals Course (DFC) + Technical Analysis Course (TAC)</li> <li>○ Derivatives Fundamentals Course (DFC) + Financial Markets Risk Management (FRM)</li> </ul> </li> <li>➤ <b>Electives (choose three from the following):</b> <ul style="list-style-type: none"> <li>○ Professional Financial Planning Course (PFPC)</li> <li>○ Investment Management Techniques (IMT)</li> <li>○ Portfolio Management Techniques (PMT)</li> <li>○ Energy Markets Risk Management (ERM)</li> <li>○ Financial Markets Risk Management (FRM)</li> <li>○ Derivatives Fundamentals Course (DFC)</li> <li>○ Options Licensing Course (OLC)</li> <li>○ Futures Licensing Course (FLC)</li> <li>○ Technical Analysis Course (TAC)</li> <li>○ Options Strategies Course (OSTC)</li> <li>○ Canadian Insurance Course (CIC)</li> <li>○ Wealth Management Techniques (WMT)</li> <li>○ Managing High Net Worth (MHNW)</li> </ul> </li> <li>➤ <b>Mandatory 10 Dalhousie courses (see below)</b></li> </ul>

## Route 4 – Leadership/Management

- **Mandatory Courses (must complete the following courses):**
  - Human Resources Management: A Financial Institution Perspective
  - Global Financial Systems and Markets
  - Financial Services Marketing
  - Using Information Technology to Gain Competitive Advantage \*\*\*
  - Bank Financial Risk Management (includes the internationally acclaimed BankMod™ simulation)
  - Strategic Thinking: A Financial Services Approach
  - Integrative Project

*Note: This is the continuation of an offering that is currently Under Review. Dalhousie and CSI have agreed to work together to revise/re-develop a program to meet industry needs.*

- **Mandatory 10 Dalhousie courses (see below)\***

\* Corporate Social Responsibility not mandatory for students registered prior to September 2011 academic term

\*\*All CSI courses must be under 10 years old to be considered for the MBA (FS) program.

\*\*\* See above alternative courses for the Using It to Gain Competitive Advantage

## Dalhousie University Courses

- **Mandatory 10 Dalhousie courses:**
  - BUSI 5103 Accounting
  - BUSI 5503 Quantitative Decision Making
  - BUSI 5511 Management Information Systems
  - BUSI 5703 Business Economics
  - BUSI 5801 International Business
  - BUSI 6207 Advanced Corporate Finance
  - BUSI 6326 Management Skills Development
  - BUSI 6410 Advanced Marketing
  - BUSI 6900 Corporate Social Responsibility/Business Ethics and Sustainability
  - BUSI 6990 Strategic Leadership and Change

- **Mandatory 11 Dalhousie courses:**
  - Above 10 courses plus:
  - One of the Risk Management courses
    - BUSI 6300 Risk Management for Financial Institutions
    - BUSI 6601 Legal Aspects of Risk Management

- **Mandatory 12 Dalhousie courses:**
  - Above 10 courses plus:
  - BUSI 6230 Investment & Money Management
  - BUSI 6255 Global Markets & Institutions