



The Institute
of Banking



A recognised
college of UCD

Graduate Diploma/ MSc in Financial Services

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Postgraduate Education 2018/2019
www.iob.ie/postgrad

Who we are

The Institute of Banking is the largest professional institute in Ireland. We are a community of over 34,000 members who work in banking and international financial services in both the Republic of Ireland and Northern Ireland.

Professional development of our members through education is at the heart of what we do.

The Institute provides university level programmes to enable our members achieve and sustain their professional qualifications and continuing professional development (CPD) - essential in meeting customer and regulatory expectations.

More than 10,500 individuals studied with us last year and over 25,000 members are registered for CPD schemes administered by the Institute.

Excellence in education – a recognised college of UCD

As a recognised college of University College Dublin (UCD) and the standout banking industry educator, we offer qualifications of the highest standard.

We currently have more than 40 programmes ranging from Professional Certificates (level 7 on the National Framework of Qualifications (NFQ)) to Masters Degrees (level 9). We design our programmes to be practical and relevant, but grounded in academic rigour.

Contact us

Please contact us and we will help you in any way we can.

The Institute of Banking

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Introduction

Who is this programme for?

The MSc in Financial Services is ideal for financial services professionals who are in leadership positions, or who aspire to leadership roles. It is designed to develop a critical understanding of managerial challenges and opportunities in the globalised financial services industry.

The curriculum develops industry specific knowledge, analytical skills and utilises students' practical experience to promote peer learning. An important aspect of the programme is the integration of current research and a focus on strategic challenges facing financial institutions to identify opportunities and threats arising in the global marketplace. Students have to critically evaluate the implications of operating in a dynamic business environment and the challenges they face in developing and executing strategies to provide value added products, services and solutions as firms seek to create compelling value propositions to support sustainable competitive advantage.

Professional designation

This programme provides a pathway to the prestigious, internationally recognised **Chartered Banker** designation. Chartered Banker is the gold standard for professionals working in the financial services sector. Chartered Bankers are highly qualified professionals, well equipped for a management career or leadership role.

For further information on the designation, please visit www.iob.ie/CharteredBanker

How you will benefit

This programme will support your personal and professional development by enhancing your knowledge across a broad curriculum while giving you an integrated, critical understanding of financial services.

It will:

- Broaden your knowledge and understanding of the requirements and responsibilities of financial services firms, their activities and associated risks.
- Develop your thinking on key challenges by evaluating evidence and ascertaining the implications of financial theory and your own professional experience.
- Develop your ability to critically analyse contemporary issues in financial services.
- Enable you to apply theories and frameworks to evaluate options to innovate, adjust and execute strategy.
- Develop a holistic professional skill set to ensure commercial sustainability and the trust of customers and wider stakeholders along with a framework for life-long learning.
- Enhance your ability to inform, recommend and report on decisions to key stakeholders.

“The MSc in Financial Services has given me greater confidence in my own role and has also allowed me to look at career development in areas that I could not have previously considered”.

Gavan Long
Permanent TSB

Curriculum

The Graduate Diploma comprises of six modules as follows:

- 01 Ethics and Corporate Governance
- 02 Risk Management in Financial Institutions
- 03 Contemporary Issues in Financial Services
- 04 Project Management
- 05 Fostering an Innovative Environment
- 06 Managing for Compliance

Successful completion of the first 6 modules leads to the award Graduate Diploma in Financial Services.

Chartered Banker designation

Chartered Banker is the gold standard for professionals working in the financial services sector. Chartered Bankers are highly qualified professionals, well equipped for a management or leadership role.

Students who successfully complete the following three modules:

- 01 Ethics and Corporate Governance
 - 02 Risk Management in Financial Institutions
- and either
- 03 Contemporary Issues in Financial Services
- or
- 05 Fostering an Innovative Environment
- will satisfy the educational requirement for Chartered Banker.

However, to be eligible for the Chartered Banker designation, these students will also have to satisfy the requirement of a minimum of three years' experience in banking or financial services.

01

Ethics and corporate governance (NFQ level 9, 10 ECTS)

This module looks at the corporate governance best practice principles and their application in both a financial services and a general organisational setting. It also aims to provide students with a deeper understanding and appreciation of the ethical dimension of corporate governance and, in doing so, stresses the importance of corporate culture to the longevity of organisations. In considering the behaviours and decision-making processes of individuals, groups, and specifically those charged with governing organisations, the module offers approaches for dealing with common ethical dilemmas and ethical crises.

03

Contemporary issues in financial services (NFQ level 9, 10 ECTS)

This module provides a framework for reviewing contemporary issues in financial services including strategic management of financial institutions, and how competition influences strategic choices. The analysis provides a foundation for evaluating the impact of technology and financial innovation, contemporary issues in risk, operational efficiency and regulation.

02

Risk management in financial institutions (NFQ level 9, 10 ECTS)

This module presents risk management best practice principles and their application in financial services. It is both quantitative and qualitative in nature reflecting the breadth of the topic. The module introduces a number of topics and methodologies and will also require input from your professional experience to develop a practical understanding of risk management in operation. The module addresses the different types of risk including market, interest rate, credit, conduct and operational risk.

04

Project management (NFQ level 9, 10 ECTS)

The objective of this module is to provide an understanding of the fundamental principles in project management and its associated tools and techniques. This is an applied module which will enable you to apply project management tools to 'real world' projects, evaluate project progress and performance, and demonstrate an understanding of the challenges in leading and managing projects.

05**Fostering an innovative environment****(NFQ level 9, 10 ECTS)**

This module seeks to introduce you to the principles and practices involved in fostering and executing service innovation. Service innovation is a significantly improved concept that is taken into practice. It always includes replicable elements that can be identified and systematically reproduced in other cases or environments. While particular emphasis will be placed upon such innovation in financial services, consideration will be given to innovation in other sectors and how this experience could and should influence practice in financial services.

06**Managing for compliance****(NFQ level 9, 10 ECTS)**

Compliance is a core function in financial services firms and is recognised by regulators as an essential part of the control infrastructure. Indeed the role of compliance and indeed the compliance manager/officer as a trusted adviser to the business has become a key differentiator for many firms. This module examines the development of compliance as an assurance function and evaluates its strategic role in an organisation in aligning with the business and delivering value. It also focuses on specific issues relevant to managing a compliance function to ensure it fulfils its assurance role within an organisation.

Students who exit the programme after successfully completing the first 6 modules will be awarded the Graduate Diploma in Financial Services.

Candidates who achieve a second class honours grade 2 award (or higher) in the Graduate Diploma are eligible for the award MSc in Financial Services on successful completion of three further modules:

07 Risk-based Financial Management

08 Behavioural Decision-Making

09 Winning Business Negotiation Strategies

07**Risk-based financial management****(NFQ level 9, 10 ECTS)**

This module introduces risk-management policy and develops a critical appreciation of hedging, speculation and arbitrage as a lens with which to understand different approaches to managing, and taking on, risk. It develops the fundamental principles of derivative instruments, their pricing and how they can be applied to execute a hedging strategy, and develops an understanding of the flexible nature of derivative instruments for constructing trading strategies. Contemporary issues and trends in the professional and academic literature are also dealt with to bridge theory and practice.

08**Behavioural decision-making****(NFQ level 9, 10 ECTS)**

In this module you will be introduced to the interface of economics and human behaviour in financial decision-making. The applicability of behavioural finance ranges from providing alternative insights into understanding stock market crises to retail financial services. You will explore the limits of traditional economic analysis of decision-making under uncertainty, and develop your understanding of the behavioural critique and its applicability across a range of financial settings.

09**Winning business negotiation strategies****(NFQ level 9, 10 ECTS)**

This module equips you with both the practical skills and the theoretical understanding required to be a better negotiator. Negotiation practice, in the form of role-play, is central to this module. You will learn how to improve your negotiation skills to achieve better outcomes for you and your professional practice.

Further Information

“It is hard work but having a Masters degree has really helped my confidence and technical knowledge. I feel more confident now when advising clients knowing that I have completed this programme.”

After completing the programme, I had an opportunity to advance my career and I was successful in my application against fierce competition - my MSc really helped me stand out from the competition.”

Paul Hamilton
Bank of Ireland

Award

When you successfully complete the first six modules and exit the programme, you will be awarded the **Graduate Diploma in Financial Services** from UCD (at postgraduate level 9).

Candidates who achieve a second class honours grade 2 award (or higher) in this graduate diploma are eligible for the award **MSc in Financial Services** on successful completion of three further modules:

07 Risk-Based Financial Management
08 Behavioural Decision-Making
09 Winning Business Negotiation Strategies.

The MSc is also accredited and awarded by UCD (at postgraduate level 9).

Entry requirements

The minimum entry requirements for the Graduate Diploma in Financial Services programme are:

- Honours degree (second class honours grade 2 award or higher) in business or a related discipline (e.g.) accounting, finance or economics.

Or

- Honours degree (second class honours grade 2 award or higher) in a non-business discipline with three years' relevant work experience.

Those who do not hold a degree, but have exceptional middle or senior management experience, are eligible to apply and will be considered on a case-by-case basis.

Professional body membership

You must be a current member of The Institute of Banking, or become a member, to register for this programme. Membership is currently €40 per calendar year.

Delivery

Postgraduate courses are lecture-based and are delivered on a part-time basis. Students can register for a maximum of two modules per semester. Each 10 ECTS module comprises of up to 30 lecture hours per semester.

Duration

Graduate Diploma - 18 months, part-time.
MSc - 24 months, part-time.

Assessment

Assessment is a combination of continuous assessment and written exams.

The pass mark is 40% in all modules in line with UCD academic policy.

Continuing professional development (CPD)

Those awarded the Chartered Banker designation on foot of having satisfied both the educational and work experience requirements will be required to complete 6 CPD hours annually to maintain the designation.

We provide all of the required CPD content with a combination of online courses and face-to-face events.

Fees

The fees are €4,400 for the first academic year (€10,500 for the programme in total).

We encourage candidates to register for the full academic year, but if you choose to register on a per module basis, fees are broken down as follows:

Module	Fee
Semester 1 - Year 1	
Ethics and Corporate Governance	€1,100
Risk Management in Financial Institutions	€1,100
Semester 2 - Year 1	
Contemporary Issues in Financial Services	€1,100
Project Management	€1,100
Semester 1 - Year 2	
Fostering an Innovative Environment	€1,100
Managing for Compliance	€1,100
Semester 2 - Year 2	
Risk-Based Financial Management	€1,300
Behavioural Decision-Making	€1,300
Semester 3 - Year 2	
Winning Business Negotiation Strategies	€1,300

Fees will be reviewed annually.

Tax relief may be available to candidates who are paying fees in a personal capacity. Further information is available from www.revenue.ie.

The associated annual CPD fee for the Chartered Banker designation is €255.

Application Process

Early applications are encouraged. An application form may be downloaded from The Institute of Banking website (www.iob.ie/MScFS).

The closing date for applications is 27 August 2018.

Applications received after this date will be considered on a first-come, first-served basis, if places are available.

Programme commencement

September 2018.

Interested? Next steps.

For further information on this programme visit www.iob.ie/postgrad or you can contact:

Sarah Pyne

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“I firmly believe this qualification is what many employers in the financial services sector are looking for.”

The programme is topical and deals with many of the issues that are impacting or have impacted the financial services industry. I would recommend the programme to anyone looking to advance to a senior management or leadership role within the financial services industry.

I feel this programme has hugely benefited my career as I secured my current role with Invesco whilst completing the final module of the course. The relevance of the programme to my current role was discussed numerous times during the interview process.”

Richard White
Invesco Ltd.



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