

LABETTE COMMUNITY COLLEGE BRIEF SYLLABUS

SPECIAL NOTE:

This brief syllabus is not intended to be a legal contract. A full syllabus will be distributed to students at the first class session.

TEXT AND SUPPLEMENTARY MATERIALS USED IN THE COURSE (if any):

Please check with the LCC bookstore <http://www.labette.edu/bookstore> for the required texts for this class.

COURSE NUMBER: FINA 150

COURSE TITLE: PRE-LICENSING SERIES 6
LIMITED REPRESENTATIVE

SEMESTER CREDIT HOUR: 3

DEPARTMENT: Financial Services

DIVISION: Career Technical Education

PREREQUISITE: None

COURSE DESCRIPTION:

The Pre-Licensing Series 6 Registered Representative Course is offered to prepare the student for the Series 6 Examination sponsored by the National Association of Securities Dealers (NASD), who sponsors the Series 6 examinations, does not approve nor disapprove of this course for learning purposes. Included in this course is the study of securities and security markets, investment companies, prospectus regulations, annuities and variable contracts, retirement plans, rules and regulations, client accounts, investment recommendations, and brokerage office procedures.

COURSE OUTCOMES AND COMPETENCIES:

Students who complete this course will be able to:

1. Acquire knowledge about Securities and Markets, as well as Investment Risks and Policies.

- Compare and contrast the different forms of investment products.
- Explain and be able to identify key concepts involved in the Securities markets.
- Identify the meaning of Price and yield terms, and apply these concepts to economic cycles.
- Compare and contrast the meaning, as well as place and importance of the following key concepts: Economic Factors; Price changes in the economy; monetary policy; Fiscal policy; International economic factors.
- Identify kinds of investment risk associated with the securities markets.

- Explain the concepts of risk/reward.
- Identify concepts of Investment objectives of clients and financial status of clients as it relates to Suitability Factors.
- Measure the risk tolerance of clients.
- Classify the various forms of client risk tolerance.

2. Possess knowledge about Investment Companies, Taxation, and Customer Accounts

- Identify and explain an Investment Company.
- Compare and contrast, characteristics and features of Open-end and Closed-end mutual funds.
- Identify the types of fund distributions.
- Identify types of mutual funds, their characteristics, and investment policies.
- Acquire knowledge about key concepts of prices of mutual fund shares by identifying and solving problems dealing with the terms NAV and Sales Charges as related to buying, selling, and analyzing mutual fund shares.
- Explain how an investor may qualify for reduced sales charges/quantity discounts based on the purchase of mutual fund shares.
- Identify the various features and characteristics of a Prospectus and statement of additional information.
- Point out the Federal Income Tax Regulations for Mutual Funds.
- Identify forms of ownership of mutual fund shares.

3. Explain, identify, and select Variable Contracts and Retirement Plans for prospective investors.

- Acquire knowledge necessary to advise the investor in the selection of various forms of variable contracts.
- Define and differentiate between variable and fixed annuities.
- Point out the terms, characteristics, and features of variable annuities, and variable life insurance products.
- Identify and explain the different retirement plan options available to customers.

4. Acquire knowledge of the Securities Industry Regulations.

- Identify purpose, terminology, and regulations concerned with the Securities Exchange Act of 1933.
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- Identify the purpose of the Securities Investment Protection Act.
- Point out the major purpose, statutes, and regulations concerned with the Investment Advisers Act of 1940.
- Point out, as well as identify the major purpose, statutes, and regulations concerned with Insider Trading and Securities Fraud Enforcement of 1988.
- Acquire knowledge by pointing out the various NASD Conduct Rules.

- Identify rules associated with Sales Presentations/Materials as enumerated in the Securities Act of 1933.
- Point out rules and conduct related to the Securities Investment Protection Act and SIPC.
- Acquire knowledge of the Federal Reserve Board/Regulation T-Credit by brokers and dealers.
- Select major points associated with an agent, broker, and dealer's subsequent and ongoing communication and services with clients.
- Explain, point-out, and identify, the NASD Procedural Rules-Code of Arbitration Procedures.