



Wealth and Investment Management Fundamentals Training Course

7 – 11 March 2027
Muscat

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Ref: 481_138549 **Date:** 7 – 11 March 2027 **Location:** Muscat **Fees:** 5700 Euro

Overview

Wealth and Investment Management Fundamentals Training Course is a five-day foundation course for new investment staff, relationship teams, finance professionals, family-office support teams, and advisers who leave with a Client Portfolio Management File. Participants connect client objectives and risk profiles with asset classes, diversification, portfolio construction, product and manager selection, fees, performance, rebalancing, reporting, conduct, and review. The course turns scattered client and market information into a traceable investment process. Agile Leaders Training Center presents wealth and investment management through practical client portfolio decisions.

Who Should Attend

- Wealth-management functions responsible for client discovery and portfolio coordination
- Investment-support functions responsible for product and manager information
- Relationship teams responsible for explaining portfolio choices and reports
- Finance functions responsible for interpreting investment costs and performance
- Family-office support teams responsible for consolidating objectives and holdings
- Advisory functions responsible for documenting suitable investment recommendations

The course assumes participants can interpret basic financial information and leaves out specialist securities valuation, derivatives pricing, and advanced portfolio optimization.

Departments and Industries

The course supports departments and industries that help clients plan, implement, monitor, and review investment portfolios.

- Wealth management, private banking, and investment advisory functions
- Asset management, brokerage, and financial-services operations
- Family offices, trusts, and professional-services firms
- Corporate treasury, finance, and employee-benefit functions
- Foundations, endowments, and nonprofit finance teams

Learning Objectives

By the end of this course, participants will be able to:



- Apply a structured client discovery and risk-profiling process
- Analyze asset-class risk, return, liquidity, and time-horizon fit
- Build a diversified strategic asset allocation
- Compare investment products, managers, fees, and implementation choices
- Evaluate portfolio performance, drift, and rebalancing needs
- Use reporting and conduct controls to support periodic client reviews

Course Agenda

Day 1: Client Mandate and Risk Foundations

- Client Objectives and Constraints Discovery Canvas
- Risk Capacity and Risk Tolerance Profile
- Investment Time Horizon and Liquidity Map
- Return Objective and Loss-Sensitivity Statement
- Client Investment Mandate Summary

Day 2: Asset Classes and Diversification

- Cash, Fixed-Income, and Equity Characteristics Matrix
- Real Assets and Alternative Investment Role Map
- Risk and Return Comparison Grid
- Correlation and Diversification Effect Diagram
- Asset-Class Suitability Decision Checklist

Day 3: Portfolio Construction and Implementation

- Strategic Asset Allocation Model
- Portfolio Diversification Design Rules
- Investment Product Comparison Scorecard
- Investment Manager Selection Criteria Matrix
- Portfolio Fee and Cost Impact Worksheet

Day 4: Monitoring, Reporting, and Conduct

- Portfolio Performance Measurement Dashboard
- Benchmark and Attribution Interpretation Guide
- Allocation Drift and Rebalancing Rules
- Client Portfolio Reporting Pack
- Professional Conduct and Review Control Checklist



Day 5: Wealth Portfolio Management Practice

- Suggested Exercise: Build a Client Risk Profile
- Suggested Exercise: Compare Asset Allocation Scenarios
- Suggested Exercise: Select Products and Managers
- Suggested Exercise: Diagnose Performance and Rebalancing Actions
- Capstone Exercise: Client Portfolio Management File

Practical Exercises

The course uses suggested activities to connect client evidence with repeatable investment-management decisions.

- Suggested activity: convert client goals, risk capacity, risk tolerance, time horizon, and liquidity needs into an investment mandate.
- Suggested activity: compare asset classes and construct a diversified model allocation for a stated client scenario.
- Suggested activity: evaluate products, managers, fees, benchmarks, performance, and allocation drift.
- Suggested activity: assemble a client review file with reporting, conduct checks, and rebalancing actions.

FAQs

What are wealth and investment management fundamentals?

Wealth and investment management fundamentals connect client goals and constraints with asset allocation, product selection, portfolio monitoring, reporting, and periodic review.

Who suits wealth and investment management fundamentals training, and what does it assume?

New investment staff, relationship teams, finance professionals, family-office support teams, and advisers suit the training. It assumes they can interpret basic financial information.

How does wealth and investment management training differ from advanced portfolio theory?

Foundation training emphasizes practical client profiling, allocation, implementation, monitoring, and communication. Advanced portfolio theory uses deeper quantitative models, optimization methods, and specialist securities analysis.



How does risk profiling guide wealth portfolio construction?

Risk profiling combines objectives, capacity for loss, tolerance for uncertainty, time horizon, liquidity needs, and constraints to shape an appropriate allocation and review process.

How are wealth portfolios monitored and rebalanced?

Wealth portfolios are monitored against objectives, benchmarks, allocation ranges, fees, and client circumstances. Rebalancing restores intended exposures when drift or changed needs justify action.

Conclusion

Participants take back a Client Portfolio Management File linking objectives, risk profile, asset allocation, products, managers, costs, performance, and review actions. It changes fragmented information into a documented portfolio process. The file gives client-facing and investment teams shared criteria for implementation, reporting, conduct, and rebalancing decisions.