



Amendment sheet for national part of Financial Management and Services Curriculum 2017-2021

Amended 5 February 2018

Corrections

3.3 Compulsory programme element: Communication and presentation techniques

Competencies

The student will learn to:

- manage complex communication situations in a financial company with both internal and external stakeholders
- develop knowledge and skills on their own in relation to customs within communication and presentation techniques
- make a professional presentation that is relevant to the financial company
- assume responsibility for identifying their own learning objectives for client advice and communication.

Changed from

3.3 Compulsory programme element: Communication and presentation technique

Competencies:

The student will learn to:

- manage complex communication situations in a financial company with both internal and external stakeholders
- make a professional presentation that is relevant to the financial company
- prepare and conduct a sales and consultative meeting with a client in the financial sector
- independently and competently manage all the phases of consultative sales, including negotiation techniques
- assume responsibility for identifying their own learning objectives for client advice and communication.

Head of Education, UCN, CKO