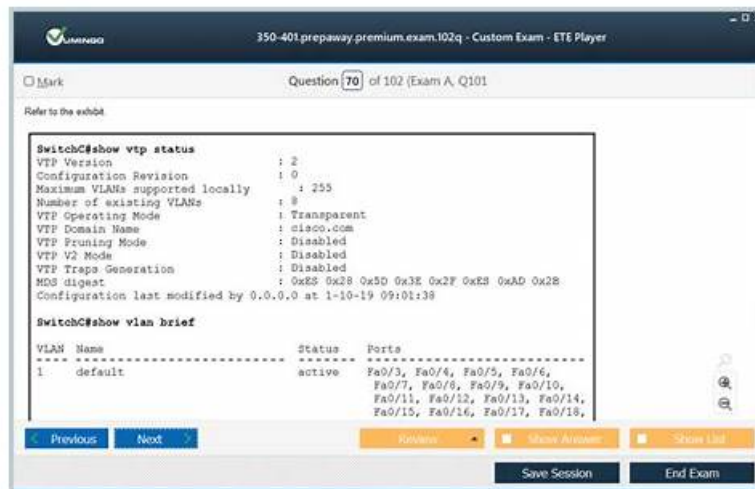


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CISI Investment Funds in Canada (IFC) Exam Sample Questions (Q155-Q160):

NEW QUESTION # 155

A mutual fund sales representative receives a client's purchase order for equity mutual funds and confirms that the order is appropriate based on the client's recorded investment knowledge and risk tolerance. The client explains that she had inherited the funds from a family member. The client states her investment objective to be long term. The representative records this information and processes the order. What the representative doesn't know is that the client has recently lost her job and is living on unemployment insurance. What step did the representative need to take in order to uphold her duty of care?

- A. The representative should have applied due diligence in matching the order to the client's KYC information
- **B. The representative should have verified that the client's KYC information was updated before applying the suitability test**
- C. The representative should have applied the test of suitability to the unsolicited order
- D. The representative should have probed the client's understanding of equity funds

Answer: B

Explanation:

The representative failed to verify that the client's KYC information was current, which is critical for assessing suitability, especially

given the client's recent job loss. The feedback from the document states:

"Standard A - Duty of Care starts with the Know Your Client rule. It is impossible to apply due diligence and assess the suitability of an investment if the client's information has not been updated. Client account documentation should reflect all material information about the client's current status, and should be updated to reflect any material change to the client's status in order to assure suitability of investment recommendations." Reference: Chapter 18 - Applying Ethical Standards to What You Have Learned
Learning Domain: Ethics, Compliance and Mutual Fund Regulations

NEW QUESTION # 156

What bias would influence an investor's decision to continue to hold an unprofitable investment despite little likelihood of an improvement in the investment's value?

- A. Status quo
- B. Representativeness
- C. Cognitive dissonance
- **D. Loss aversion**

Answer: D

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Loss aversion bias causes investors to hold onto unprofitable investments due to a stronger desire to avoid losses than to seek gains.

The feedback from the document states:

"Loss aversion bias states that people generally feel a stronger impulse to avoid losses than to acquire gains.

Loss aversion can prevent people from unloading unprofitable investments, even when they see little to no prospect of a turnaround."

Reference: Chapter 5 - Behavioural Finance
Learning Domain: The Know Your Client Communication Process

NEW QUESTION # 157

You wish to sell a perpetual preferred share with a par value of \$25.00, which pays a quarterly dividend of \$0.25. If other preferred shares of similar quality are currently yielding 3.5%, what price should you expect to receive for your share?

- A. \$25.00
- B. \$30.35
- **C. \$28.57**
- D. \$14.29

Answer: C

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The market value of a perpetual preferred share is calculated by dividing the annual dividend by the yield of similar shares. Annual dividend = $\$0.25 \times 4 = \1.00 . Price = $\$1.00 / 0.035 = \28.57 . The feedback from the document states:

"The current market value of a perpetual preferred share is calculated by dividing the annual dividend in dollars by the annual yield currently offered on preferred shares of a similar level of risk. In this case, the share would be valued as: $(\$0.25 \times 4) / 0.035 = \28.57 ." Reference: Chapter 7 - Types of Investment Products and How They Are Traded
Learning Domain: Understanding Investment Products and Portfolios

NEW QUESTION # 158

Which of the following Dealing Representatives has CORRECTLY fulfilled their suitability obligation?

- **A. Kiri recommends the Conservative Bond Fund to his client, Myrtle. The fund generates income and Myrtle's investment objective is "income" on her Know Your Client (KYC) form.**
- B. Li Ming recommends the Venturex Labour-Sponsored Fund to her client, Park. While Park has low tolerance and capacity for risk, Li Ming provides detailed disclosure which explains the fund's risks.
- C. Clarence determines that the Absolute Alternative Fund is suitable for all of his clients. Clarence believes that all investors need alternative funds in order to be properly diversified.
- D. Roderik determines that the model portfolio he has developed will be suitable for all of his clients. Roderik has included

investments with both income and growth to appeal to all investors.

Answer: A

Explanation:

Kiri has correctly fulfilled his suitability obligation by matching the risk-return profile of the fund with the personal circumstances of his client. The Conservative Bond Fund is a low-risk, low-return fund that pays regular interest income to investors. Myrtle's investment objective is "income", which means she wants to receive steady income from her investments and preserve her capital. Therefore, Kiri's recommendation is reasonably suitable for Myrtle in all the circumstances. (Canadian Investment Funds Course, Chapter 2, Section 2.3) Canadian Investment Funds Course, Chapter 2, Section 2.3: Conflicts of Interest IFSE Institute: Suitability Obligations¹ SFC: Frequently Asked Questions on Compliance with Suitability Obligations²

NEW QUESTION # 159

Which statement about market risk is true?

- A. Market risk is measured by the standard deviation
- B. Market risk is greater than the sum of the risks of all stocks
- C. Market risk is cancelled out by diversification
- **D. Market risk can result from changes in inflation and interest rates**

Answer: D

Explanation:

Market risk, or systematic risk, arises from factors affecting the entire market, such as changes in inflation or interest rates, and cannot be fully eliminated through diversification. The feedback from the document states:

"Once a portfolio becomes well diversified, the only remaining risk to be concerned about is market risk.

Market risk is defined as the variability of a stock or a portfolio in relation to the market as a whole. The process of diversification cancels out much firm-specific risk, so market risk is less than the total risk you would calculate if you looked at each stock separately. Market risk is also referred to as systematic risk and arises from such things as inflation, the business cycle, and interest rates." Reference: Chapter 8 - Constructing Investment Portfolios Learning Domain: Understanding Investment Products and Portfolios

NEW QUESTION # 160

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