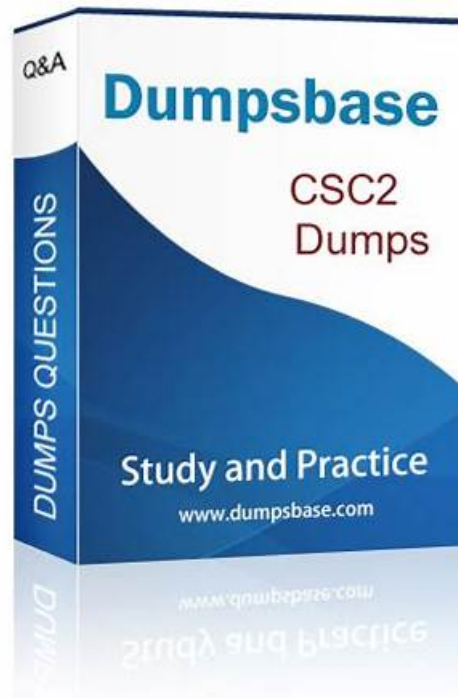


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CSI CSC2 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• The Canadian Investment Marketplace: This section of the exam measures the skills of a Securities Industry Professional and covers the structure and operation of Canada's investment marketplace. It includes the roles of investment dealers and financial intermediaries, capital market functions, financial instruments, and the complete Canadian regulatory environment with its regulatory bodies, principles of regulation, client remediation options, and ethical standards for financial services professionals.
Topic 2	<ul style="list-style-type: none">• Analysis of Managed and Structured Products: This section of the exam measures the skills of an Investment Products Specialist and covers mutual funds, exchange-traded funds, alternative investments, structured products, and other managed products including their structures, regulations, features, risks, strategies, performance measurement, and tax implications within the Canadian investment landscape.
Topic 3	<ul style="list-style-type: none">• The Corporation: This section of the exam measures the skills of a Corporate Finance Analyst and covers corporate structures, financial statements, disclosure requirements, investor rights, financing methods, capital raising processes, prospectus requirements, securities distribution, and exchange listing procedures for corporations.

Topic 4	<ul style="list-style-type: none"> • Portfolio Analysis: This section of the exam measures the skills of a Portfolio Manager and covers portfolio management approaches including risk and return measurement, portfolio optimization strategies, management styles, and the complete portfolio management process from objective setting to performance evaluation and rebalancing.
Topic 5	<ul style="list-style-type: none"> • The Economy: This section of the exam measures the skills of an Economic Analyst and covers fundamental economic concepts including microeconomics and macroeconomics, economic growth measurement, business cycles, labor markets, interest rates, inflation, international trade, and both fiscal and monetary policy with emphasis on the Bank of Canada's role and government policy challenges.
Topic 6	<ul style="list-style-type: none"> • Investment Analysis: This section of the exam measures the skills of a Research Analyst and covers both fundamental and technical analysis methods, including macroeconomic, industry and company analysis techniques, financial statement interpretation, ratio analysis, and security valuation approaches.

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CSI Canadian Securities Course Exam2 Sample Questions (Q71-Q76):

NEW QUESTION # 71

How are investment dealers unique participants in the institutional market?

- A. They produce research reports.
- B. They manage a firm's financial assets in support of a company's business activities.
- **C. They act on both they buy side and sell side.**
- D. They manage pools of assets on behalf of beneficiaries.

Answer: C

Explanation:

Investment dealers play a unique role in the institutional market due to their dual capability of operating on both the buy side and the sell side:

* **The Buy Side** Investment dealers assist institutional investors like pension funds, mutual funds, and hedge funds in acquiring securities to meet their investment objectives. These clients aim to optimize returns on their invested assets, and the dealers provide them with access to securities markets, investment advice, and execution services.

* **The Sell Side** On the sell side, investment dealers facilitate the issuance of new securities. They underwrite and distribute these securities, providing liquidity to the market. They also produce research reports and provide trade execution services to institutional and retail clients. This dual operation is critical for maintaining market efficiency and ensuring the smooth functioning of capital markets.

This dual-role capacity makes investment dealers pivotal in bridging gaps between the needs of securities issuers and institutional investors. They enhance market liquidity, efficiency, and transparency through their intermediary functions.

References:

Canadian Securities Course, Volume 1, Chapter 1: The Investment Dealer's Role as a Financial Intermediary Canadian Securities Course, Volume 2, Chapter 27: Working with the Institutional Client.

NEW QUESTION # 72

Which fee is paid to mutual fund sales representatives by the mutual fund manager?

- A. Management.
- B. Redemption.

- C. Trailer.
- D. Operating.

Answer: C

NEW QUESTION # 73

What type of return is adjusted for inflation?

- A. Ex-post
- B. Real
- C. Ex-ante
- D. Nominal

Answer: B

Explanation:

The real rate of return refers to the return on an investment adjusted for the effects of inflation. Unlike nominal return, which reflects the raw return of an investment without considering inflation, the real return provides a clearer measure of an investment's actual purchasing power.

Formula for Real Rate of Return: The formula for calculating real rate of return is:

$$\text{Real Return} = \text{Nominal Return} - \text{Inflation Rate}$$

$$\text{Real Return} = \text{Nominal Return} \div \text{Inflation Rate}$$
 For example, if an investment generates a nominal return of 5% and inflation during the period is 2%, the real return would be 3% (5% - 2%).

- * A. Ex-ante: Refers to a forecasted return, not necessarily adjusted for inflation.
- * B. Nominal: Measures the raw return without accounting for inflation.
- * C. Ex-post: Refers to a return based on historical data, which can be nominal or real.
- * D. Real: The correct answer, as it specifically accounts for inflation to measure the actual growth in purchasing power.

:

CSC Volume 2, Chapter 15: Real Returns and the Effect of Inflation, which explains the difference between real and nominal rates of return and their application in investment analysis.

NEW QUESTION # 74

What obligation does an IA have when communicating information about a preliminary prospectus to prospective investors?

- A. The IA must make a tombstone advertisement.
- B. The IA must ensure 3 proxy is mailed to the investors to vote for approval or disapproval of the offering.
- C. The IA must provide a greensheet
- D. The IA must record the names addresses of those who have requested and received a preliminary prospectus

Answer: D

Explanation:

Investment advisors (IAs) are required to record the names and addresses of all individuals who have requested and received a preliminary prospectus. This ensures compliance with securities regulations and provides a record for follow-ups and potential disclosures related to the offering.

- * A. The IA must ensure a proxy is mailed: Proxy voting is related to shareholder meetings, not the prospectus distribution.
- * B. The IA must provide a greensheet: A greensheet is used internally by investment firms, not distributed to clients.
- * C. The IA must make a tombstone advertisement: Tombstone advertisements are created by the issuer, not the IA.

Reference: CSC Volume 1, Chapter 12, "Preliminary Prospectus - IA Obligations" explains the compliance requirements during prospectus distribution.

NEW QUESTION # 75

An advisor to explain the benefits of labour sponsored funds (LSVCC) to some of his clients.

With which client should the advisor have this discussion?

Client 1	The client is in their prime earning years. They are looking to add risk in their portfolio and is comfortable with investments with prolonged lockup periods. Tax benefits in the form of federal tax credits would certainly be a plus.
Client 2	The client is in their early earning years. While there's an appetite for more risk, the client cares a great deal about liquidity.
Client 3	The client is seeking investments that can provide offsetting tax credits for their income. The client is generally willing to take on risk and is willing to tolerate lower liquidity. The client is insistent that the tax credits can be carried forward.
Client 4	The client has a fairly stable income, but has indicated a willingness to add risk to their portfolio. While tolerant of lower liquidity, the client is particularly sensitive to high fees.

- A. Client 2
- B. Client 1
- C. Client 4
- D. Client 3

Answer: B

Explanation:

Labour Sponsored Venture Capital Corporations (LSVCCs), or labour-sponsored funds, are high-risk investments designed to stimulate job creation and economic growth. They provide tax benefits in the form of federal and, in some cases, provincial tax credits, making them attractive to investors in higher income brackets who are comfortable with the following:

- * Increased portfolio risk
- * Reduced liquidity due to long lockup periods
- * High potential tax incentives

Analysis of Clients:

* Client 1:

- * In their prime earning years and comfortable with higher risk and long lockup periods.
- * Interested in tax benefits in the form of federal tax credits.
- * Matches the profile of an ideal candidate for LSVCCs.

* Correct answer: C

* Client 2:

- * In early earning years and prioritizes liquidity over other factors.
- * LSVCCs are unsuitable due to their lack of liquidity (e.g., lockup periods).

* Incorrect

* Client 3:

- * Focused on investments with offsetting tax credits but insists on tax credits being carried forward.
- * LSVCC tax credits cannot typically be carried forward, making them unsuitable.

* Incorrect

* Client 4:

- * Stable income but sensitive to high fees.
- * LSVCCs generally have high management fees, making them unsuitable.

* Incorrect

References to Canadian Securities Course Exam 2 Study Materials:

- * Volume 2, Chapter 22 - Labour Sponsored Venture Capital Corporations
- * Discusses LSVCCs, their tax advantages, high-risk nature, and reduced liquidity.
- * Volume 2, Chapter 24 - Canadian Taxation
- * Explains federal and provincial tax credits applicable to LSVCCs and their suitability for higher-income clients.

NEW QUESTION # 76

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