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CISI International Certificate in Wealth & Investment Management Sample Questions (Q129-Q134):

NEW QUESTION # 129

An execution-only sale usually means a sale where there is an absence of:

- A. Advice
- B. Product
- C. Charges
- D. Guarantee

Answer: A

Explanation:

- * Understanding Execution-Only Sales:
- * Execution-only sales occur when the client makes a financial transaction without receiving any advice or recommendations from the intermediary.
- * The client assumes full responsibility for the decision.
- * Elimination of Other Options:
- * A: Charges are typically present in execution-only sales.
- * C: The product is being sold; the sale cannot occur without it.
- * D: Guarantees are unrelated to the advisory process.

References:

* ICWIM Module 4: Focus on financial advice models, including execution-only services.

NEW QUESTION # 130

An investor deposits £1,000 into an account that pays 3% per annum. If interest is compounded annually, how much will be in the account after 5 years?

- A. £1,150.00
- B. £1,157.63
- C. £1,159.27
- D. £1,276.28

Answer: C

Explanation:

Reference: Compound Interest Formula, CISI Wealth & Investment Management.

NEW QUESTION # 131

What term describes the process that enables savings institutions to transform into banks?

- A. Demutualisation
- B. Swap
- C. Refinancing
- D. Peer-to-peer

Answer: A

Explanation:

Demutualisation refers to the process by which a mutual savings institution, such as a building society, converts into a publicly traded company or bank. This transformation allows the institution to raise capital through equity issuance and expand its services beyond mutual members.

Example:

* The Abbey National Building Society in the UK demutualised in the 1980s to become a bank.

NEW QUESTION # 132

Which of the following underlies the pillars of risk tolerance?

- A. Education
- B. Psychological traits
- C. Sociological traits
- D. Experience

Answer: B

Explanation:

* Risk Tolerance Defined

* Risk tolerance is the degree of variability in investment returns that an investor is willing to withstand.

* Pillars of Risk Tolerance

* Psychological Traits: Key determinants of how much risk an individual can emotionally handle.

* Includes traits like optimism, pessimism, and loss aversion.

* Other Factors (Secondary): Experience, education, and financial goals play roles, but they do not directly "underlie" the core risk tolerance.

* Example

* Two investors with identical knowledge and experience may have different risk tolerances due to differing psychological profiles.

* ICWIM Study Guide, Chapter on Risk Profiling: Highlights psychological traits as the foundation of risk tolerance.

* Behavioral Finance Theory: Psychological biases and emotional traits shape risk appetite.

References
Thus, the correct answer is A. Psychological traits.

NEW QUESTION # 133

The management of investment portfolios of collective investment schemes, pension funds, insurance funds, hedge funds, and private equity would normally be considered to fall into the scope of:

- A. Private banking
- B. The retail financial sector
- C. Family offices
- D. The wholesale financial sector

Answer: D

Explanation:

- * Wholesale Financial Sector Defined
- * Involves large-scale financial transactions and services for institutions like pension funds, hedge funds, and insurance funds.
- * Why the Answer is B
- * Managing portfolios of collective investment schemes and large funds is a hallmark of the wholesale sector, focused on institutional rather than retail clients.
- * Why Other Options are Incorrect
- * A. Retail financial sector: Caters to individual clients, not institutional portfolios.
- * C. Family offices: Focus on managing wealth for high-net-worth families.
- * D. Private banking: Primarily deals with individual high-net-worth clients.
- * ICWIM Study Guide, Chapter on Financial Market Segments: Differentiates wholesale and retail sectors.
- * Investment Management Literature: Describes wholesale services.

References

NEW QUESTION # 134

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