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## CFA Institute Sustainable-Investing Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• The ESG Market: This domain targets Financial Analysts and Institutional Investors, examining the size, scope, relevance, and key drivers of the ESG market. It also discusses risks and opportunities within the ESG investment landscape, helping candidates understand market dynamics and trends.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• ESG Analysis, Valuation, and Integration: This domain measures the capabilities of Portfolio Managers and Equity Analysts to integrate ESG factors into investment decision-making. It addresses challenges of integration, the impact on industry and company performance, security valuation, and approaches to ESG data analysis across asset classes.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• Social Factors: Focused on Social Analysts and Corporate Social Responsibility (CSR) Professionals, this domain reviews social factors impacting investments. It includes systemic relationships and material impacts related to labor practices, diversity, equity, inclusion, and social opportunities at multiple levels.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>• Integrated Portfolio Construction and Management: Targeting Portfolio Managers and Investment Strategists, this section discusses ESG integration into portfolio construction. It covers ESG screening approaches, benchmarking, the effect on risk-return profiles, and managing ESG portfolios across various asset classes.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>• Environmental Factors: This section measures skills of Environmental Analysts and Sustainability Specialists by exploring environmental issues such as climate change, resource management, biodiversity, and pollution. It covers systematic relationships, material impacts, and methodologies for environmental analysis at country, sector, and company levels.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>• Introduction to ESG Investing: This section of the exam measures skills of Investment Analysts and Portfolio Managers and covers the foundational concepts of environmental, social, and governance (ESG) investing. It focuses on defining ESG investment, different responsible investment approaches, sustainability concepts, benefits and challenges of ESG integration, and key global initiatives in ESG.</li></ul>

## CFA Institute Sustainable Investing Certificate (CFA-SIC) Exam Sample Questions (Q180-Q185):

### NEW QUESTION # 180

Scorecards for ESG analysis are most likely used to translate:

- A. Qualitative judgments on material ESG factors into numerical scores.
- B. Qualitative judgments on only the mandatory ESG factors into numerical scores.
- C. Quantitative judgments on material ESG factors into numerical scores.

**Answer: A**

Explanation:

ESG scorecards are tools that convert subjective ESG assessments into quantitative scores, making them comparable across companies or industries.

Why A (Qualitative → Numerical) is correct:

ESG factors like board diversity, climate policies, and human rights commitments are qualitative, but they are scored numerically to aid investment decision-making.

Example: MSCI, Sustainalytics, and S&P Global use ESG scorecards to rank companies based on policy strength and risk exposure.

Why not B or C?

B is incorrect-quantitative ESG data (e.g., carbon emissions) is already numerical.

C is incorrect-scorecards apply to all ESG factors, not just mandatory ones.

Reference:

Sustainalytics ESG Ratings Methodology

MSCI ESG Research Scorecard Framework

### NEW QUESTION # 181

When searching for an asset manager with an ESG approach, in the request for proposal (RFP) an institutional asset owner would most appropriately ask:

- A. if the asset manager aims for positive, measurable ESG outcomes beyond financial returns
- B. which broad market index the asset manager tracks
- C. detailed questions on specific portfolio holdings of the asset manager

**Answer: A**

Explanation:

When searching for an asset manager with an ESG approach, it is essential for an institutional asset owner to understand whether the asset manager's strategy aligns with their sustainability objectives. The most appropriate question to ask in the RFP is whether the asset manager aims for positive, measurable ESG outcomes beyond financial returns. This question assesses the commitment to achieving concrete ESG results, which is a critical factor in evaluating the manager's integration of ESG factors into their investment process.

Detailed questions about portfolio holdings or which broad market index the manager tracks are less relevant to assessing the ESG integration.

### NEW QUESTION # 182

As policies on ESG issues and financial regulation across countries reach maturity, which of the following is least likely to occur?

- A. Moving from policy to implementation and reporting
- B. Moving away from "comply and explain" regulation to "comply or explain" regulation
- C. Changing from voluntary to mandatory disclosures

**Answer: B**

Explanation:

As policies on ESG issues and financial regulation across countries reach maturity, the least likely occurrence is moving away from "comply and explain" regulation to "comply or explain" regulation.

Current Trend: The current trend in ESG policies and regulations is toward more stringent requirements, often moving from voluntary to mandatory disclosures (A) and from policy formulation to implementation and reporting (B).

Regulatory Frameworks: "Comply or explain" regulation typically requires companies to either comply with the set regulations or explain why they have not done so. This approach is generally seen as a flexible yet accountable method, encouraging adherence to ESG standards while allowing for some flexibility.

"Comply and Explain" Approach: Moving away from "comply and explain" to "comply or explain" would reduce this flexibility. As regulations mature, the trend is towards ensuring more stringent compliance rather than offering more leniency, making it unlikely that there would be a shift away from the more rigorous

"comply or explain" approach.

CFA ESG Investing References:

The CFA Institute's discussions on regulatory developments highlight the evolution of ESG regulations towards more accountability and transparency. The trend is towards enhancing compliance mechanisms rather than loosening them.

### NEW QUESTION # 183

A quantitative ESG long-short equity strategy most likely involves long exposure to top decile ESG-rated stocks and short exposure to:

- A. Bottom decile ESG-rated stocks
- B. Non-ESG-rated stocks
- C. Bottom decile ESG-rated sectors

**Answer: A**

Explanation:

The ESG Investment Strategies section of the Official Training Manual (OTM) describes systematic ESG approaches, including long-short equity models. It states:

"Quantitative ESG long-short strategies typically involve taking long positions in top-decile ESG-rated stocks and short positions in

bottom-decile ESG-rated stocks within the same sector or region, to neutralize market beta while capturing ESG-related alpha." This method uses ESG scores as a differentiating signal while maintaining overall factor neutrality (e.g., size, sector). The manual further notes that these strategies "allow investors to isolate ESG-driven return differentials, removing market or style bias." Sectors are not typically shorted directly (eliminating option C), and "non-ESG-rated" stocks (option A) would not fit within systematic ranking models since such firms lack data for quant selection.

Hence, the verified and precise answer is B, supported by direct methodological reference.

Reference: 2021-Final-Book.pdf, Chapter 8 - ESG Integrated Portfolio Construction (Quantitative ESG Approaches section).

#### NEW QUESTION # 184

Which of the following are most likely to raise the risks of greenwashing by private equity investors? Investors that integrate ESG factors for the purposes of:

- A. Value creation
- **B. Attracting ESG-conscious capital allocators**
- C. Risk management

**Answer: B**

Explanation:

Greenwashing risk is highest when ESG integration is used primarily to attract ESG-conscious capital without genuine commitment to sustainability.

Value creation (A) and risk management (B) are legitimate ESG integration strategies that contribute to long-term business improvement.

However, if ESG is used mainly for marketing purposes (C) without meaningful impact, it leads to greenwashing.

Reference:

CFA Institute Greenwashing Risks in Private Equity Report

Principles for Responsible Investment (PRI) ESG in Private Markets

EU Green Claims Directive & ESG Transparency Regulations

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#### NEW QUESTION # 185

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