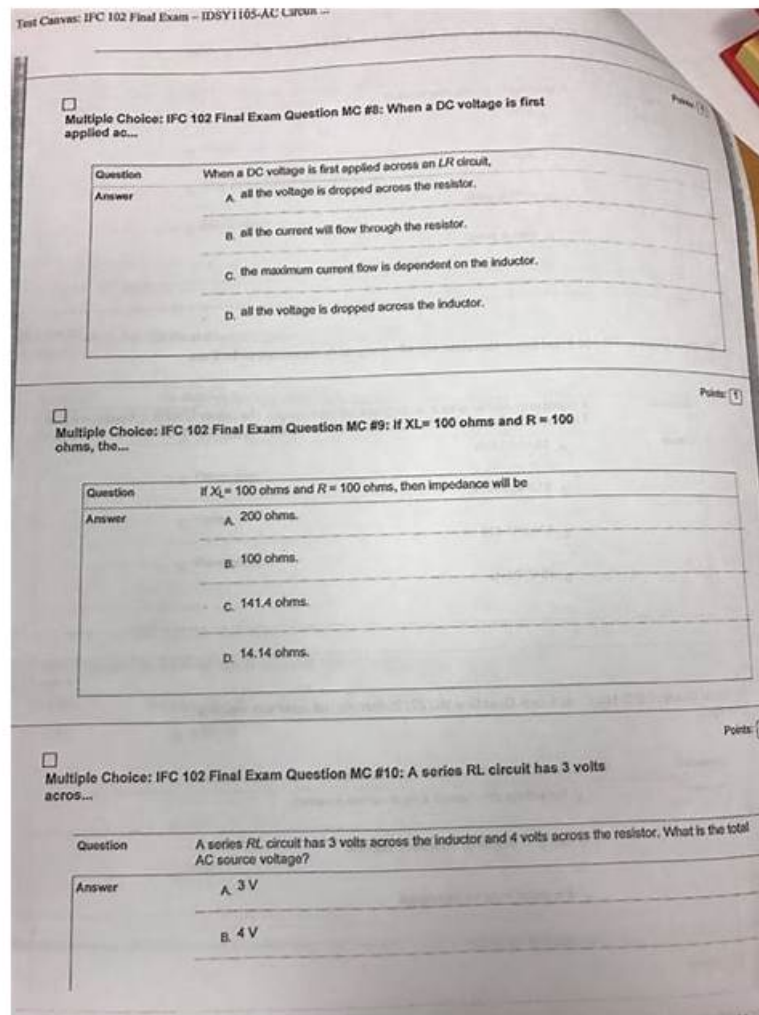


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## **CISI Investment Funds in Canada (IFC) Exam Sample Questions (Q439-Q444):**

### **NEW QUESTION # 439**

What is the maximum yearly CESG available to a family earning \$150,000 annually?

- A. \$100
- B. \$600
- **C. \$500**
- D. \$550

**Answer: C**

### **NEW QUESTION # 440**

Which of the following is a conflict of interest that should be AVOIDED?

- **A. Arilla's client, Gwen, wants to co-invest with Arilla in units of a real estate limited partnership.**
- B. Jamal's client, Laila, wants to buy the Focus Canadian Growth Fund that pays Jamal trailer fees.
- C. Davu's client, Ester, wants him to refer her to an accountant to help her with filing her tax return.
- D. Fred's client, Hildie, wants to buy a life insurance policy and Fred is dually licensed as an Insurance Agent.

**Answer: A**

Explanation:

A conflict of interest is a situation in which a person's personal interests conflict with their professional duties or responsibilities. A conflict of interest should be avoided or disclosed to prevent harm to the client or the registrant. In this case, Arilla's client, Gwen, wants to co-invest with Arilla in units of a real estate limited partnership. This is a conflict of interest because Arilla may have a personal interest in the investment that could influence her advice to Gwen or affect her ability to act in Gwen's best interest. For example, Arilla may benefit from the investment at Gwen's expense, or she may have access to information that Gwen does not have. Therefore, this is a conflict of interest that should be avoided by Arilla. She should decline Gwen's offer and explain that it would compromise her professional obligations and fiduciary duty to Gwen.

Canadian Investment Funds Course, Unit 2, Section 2.3

### **NEW QUESTION # 441**

Robin is preparing for a client meeting. She is gathering information about a mutual fund that she would like to recommend to her client. Which of the following documents would be considered sales communication?

- A. the prospectus
- B. annual information form
- C. fund facts
- **D. marketing brochure**

**Answer: D**

Explanation:

Sales communication is any written or electronic communication that is intended to promote the sale of a mutual fund, or to influence a person to buy or sell a mutual fund. Sales communication includes any advertisement, brochure, report, newsletter, or other material that is distributed to existing or potential clients.

A marketing brochure is an example of sales communication, as it is designed to inform and persuade clients about the features and benefits of a mutual fund. A prospectus, a fund facts, and an annual information form are not considered sales communication, as they are legal documents that provide essential information about a mutual fund, such as its investment objectives, strategies, risks, fees, and performance. These documents are required by securities regulators and must be delivered to investors before or after they purchase a mutual fund.

References = Canadian Investment Funds Course, Unit 7: The Regulatory Environment, Lesson 2: Sales Communication, Section 7.2.1: Definition and Scope of Sales Communication<sup>1</sup>; CIPC prepkit, Chapter 7: The Regulatory Environment, Question 7.2.1 2

#### NEW QUESTION # 442

Your client, Mrs. DaSousa, would like to diversify her portfolio by investing in a global equity fund. What should you advise her about the foreign currency risk?

- A. The foreign exchange risk will be offset by the lower liquidity risk
- B. The fund manager can hedge the exchange risk by buying foreign currency through futures contracts
- C. The value of the fund will go up if the Canadian dollar increases in value against the foreign currency
- **D. The fund may provide a hedge against the Canadian dollar**

**Answer: D**

Explanation:

Global equity funds can act as a hedge against a decline in the Canadian dollar's value, increasing the investment's value in Canadian dollars if the foreign currency strengthens. The feedback from the document states:

"Global mutual funds are attractive because they can provide a hedge against a decline in the relative value of the Canadian dollar. For example: if investors buy a Japanese fund, and then the value of the Canadian dollar falls relative to the yen, the Canadian dollar value of that investment will increase even if the value of the fund's units in yen has remained unchanged." Reference: Chapter 12 - Riskier Mutual Fund Products Learning Domain: Analysis of Mutual Funds

#### NEW QUESTION # 443

How can specialty mutual funds mitigate some of the risks associated with the product?

- A. Reduce risk by holding securities with high market betas
- B. Increase returns through derivative market strategies
- C. Reduce volatility by investing in fewer sectors
- **D. Increase diversification by holding securities with low correlation**

**Answer: D**

Explanation:

Specialty funds are narrowly focused and often risky on their own. However, when combined with other asset classes, they can add diversification benefits, especially if their returns have a low correlation with other portfolio holdings .

Holding high beta securities increases risk.

Using derivatives may increase returns but not reduce risk.

Fewer sectors = higher concentration risk.

Therefore, risk mitigation comes from low-correlation diversification.

#### NEW QUESTION # 444

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