



Business Administration

Course Number:	BUAD 235
Course Title:	WEALTH MANAGEMENT AND ESTATE PLANNING
Credits:	3
Calendar Description:	This course examines market indicators in relation to wealth management and estate planning and progresses to an understanding of investment products. Investment planning, cash and debt management and estate planning are also explored.
Semester and Year:	Winter 2016
Prerequisite(s):	BUAD 251; MATH 114
Corequisite(s):	No
Prerequisite to:	No
Final Exam:	Yes
Hours per week:	3
Graduation Requirement:	Required – Financial Services option
Substitutable Courses:	Students with credit for BUAD 253 or BUAD 254 cannot take BUAD 235 for further credit.
Transfer Credit:	
Special Notes:	This course is recognized by Advocis as satisfying one element of the educational requirements which must be met in order to write the FPE1 exam, the first of two required to obtain licensing as a CFP.
Development Date:	November 2012
Revision Date:	November 2013
Chair's Approval:	

Professors

Name	Phone number	Office	Email
Steve Watson	762-5445 #4856	Kelowna: C103	swatson@okanagan.bc.ca

Learning Outcomes

Upon completion of this course students will be able to

- demonstrate an in depth knowledge relative to intestacy, the importance of a will, clauses in a will, beneficiary designation and the appointment of an executor and trustee.
- explain and apply a working knowledge of probate, testamentary trusts and an estate freeze.
- demonstrate a solid comprehension and working knowledge of a power of attorney for property and for personal care.
- identify and explain knowledge of the different types of investment risks.
- demonstrate working knowledge of risk measurement through the concept of standard deviation and beta.
- explain the concepts and principles associated with monetary policy, fiscal policy, business cycles and economic indicators.
- explain and demonstrate working knowledge of tax consequences associated with investments in stocks, bonds, mutual funds and segregated funds.
- explain and demonstrate working knowledge of the use of derivatives.
- demonstrate a comprehensive working knowledge of various investment returns including current yield for stocks and bonds, yield to maturity and market value of bonds.
- explain and apply an in-depth knowledge of the planning process for educational needs, with particular focus on the Registered Education Savings Plan (RESP).
- demonstrate a solid comprehension and working knowledge of charitable giving strategies, including tax implications.

Course Objectives

This course will cover the following content including:

- Basics of economics and investing
- Investment products
- Investment planning and key areas of personal management
- Estate planning fundamentals, concepts and applications

Evaluation Procedure

Term Work	20%
Mid-term Exam	30%
Final Exam	50%
Total	100%

Notes**Certified Financial Planner License**

The Financial Planning Standards Council oversees the granting of the Certified Financial Planner license. This course qualifies for educational credit with Advocis. Students who wish to write the exams for the CFP license must complete a qualifying educational program. Your professor will provide you with more information on appropriate course selection at Okanagan College to meet the requirements for educational credits with Advocis.

Required Texts/Resources

CCH Canada Limited: Wealth Management and Estate Planning, 5th Edition 2013

**** TEXT IS ORDERED THROUGH ADVOCIS – PLEASE SEE COURSE MOODLE SHELL FOR INSTRUCTIONS ****

Courses in the financial services area frequently require the use of a financial calculator and you are required to be proficient in the use of such a calculator. The Texas Instruments BAII+ is the most commonly used in OC business courses and is well suited to the requirements of this course.

Course Schedule

Date		Topic	Textbook
Week of:		Mon. Jan 4 Classes begin Family Day Feb 8 & Feb 9 to 12 Reading Break – no classes Good Fri. Mar 25 & Easter Mon. Mar 28 – no classes Tues. Apr 12 Last day of regularly scheduled classes	
Jan	4	Introduction - Financial Planning Concepts RESP	Module 18, Unit 1
	11	Debt Management Charitable Giving	Module 18, Unit 2 Module 18, Unit 3
	18	Introduction to Estate Planning / POA Estate & Wills	Module 19, Unit 1 Module 19, Unit 2
	25	Intestate Probate	Module 19, Unit 3 Module 19, Unit 4
Feb	1	Will Substitutes Executor - process	Module 19, Unit 5
	8 - 12	READING BREAK (<i>Feb 8 to 12 – no classes</i>)	
	15	Review Mid-term Exam (Feb 17) – M18 and M19	
	22	Return Mid-term Exam Macro Economics	Module 15, Unit 1
	29	Economic Cycles and the Role Government	Module 15, Unit 1
Mar	7	Investment Fundamentals	Module 15, Unit 2
	14	Investment Products – Fixed Income Investment Products – Bonds and Debentures	Module 16, Unit 1 Module 16, Unit 2
	21	Investment Products – Equities Investment Products – Derivatives	Module 16, Unit 3 & 4 Module 16, Unit 5
	28	Investment Products – Managed Products (Mutual Funds) Investment Products – Managed Products (Seg Funds)	Module 16, Unit 6 Module 16, Unit 7
Apr	4	Investment Planning & Analysis Investment Planning & Analysis	Module 17, Unit 1 Module 17, Unit 2
	11	Review	
Apr	15 - 23	Final Exam Period	

SKILLS ACROSS THE BUSINESS CURRICULUM

The Okanagan School of Business promotes core skills across the curriculum. These skills include reading, written and oral communications, computers, small business, and academic standards of ethics, honesty and integrity.

STUDENT CONDUCT AND ACADEMIC HONESTY

What is the Disruption of Instructional Activities?

At Okanagan College (OC), disruption of instructional activities includes student “conduct which interferes with examinations, lectures, seminars, tutorials, group meetings, other related activities, and with students using the study facilities of OC”, as well as conduct that leads to property damage, assault, discrimination, harassment and fraud. Penalties for disruption of instructional activities include a range of sanctions from a warning and/or a failing grade on an assignment, examination or course to suspension from OC.

What is Cheating?

“Cheating includes but is not limited to dishonest or attempted dishonest conduct during tests or examinations in which the use is made of books, notes, diagrams or other aids excluding those authorized by the examiner. It includes communicating with others for the purpose of obtaining information, copying from the work of others and purposely exposing or conveying information to other students who are taking the test or examination.”

Students must submit independently written work. Students may not write joint or collaborative assignments with other students unless the instructor approves it in advance as a group/team project. Students who share their work with other students are equally involved in cheating.

What is Plagiarism?

Plagiarism is defined as “the presentation of another person’s work or ideas without proper or complete acknowledgement.” It is the serious academic offence of reproducing someone else’s work, including words, ideas and media, without permission for course credit towards a certificate, diploma, degree and/or professional designation. The defining characteristic is that the work is not yours.

“Intentional plagiarism is the deliberate presentation of another’s work or ideas as one’s own.” Intentional plagiarism can be a copy of material from a journal article, a book chapter, data from the Internet, another student, work submitted for credit in another course or from other sources.

“Unintentional plagiarism is the inadvertent presentation of another’s work or ideas without proper acknowledgement because of poor or inadequate practices. Unintentional plagiarism is a failure of scholarship; intentional plagiarism is an act of deceit.”

What are the Students’ Responsibilities to Avoid Plagiarism?

Students have a responsibility to read the OC Plagiarism Policy and Procedures outlined in the OC calendar, which is available in online format www.okanagan.bc.ca. Students must acknowledge the sources of information used on all their assignments. This usually involves putting the authors’ name and the year of publication in parentheses after the sentence in which you used the material, then at the end of your paper, writing out the complete references in a Reference section.

“Students are responsible for learning and applying the proper scholarly practices for acknowledging the work and ideas of others. Students who are unsure of what constitutes plagiarism should refer to the UBC publication “*Plagiarism Avoided; Taking Responsibility for your Work*”. This guide is available in OC bookstores and libraries.

Students are expected to understand research and writing techniques and documentation styles. The Okanagan School of Business requires the use of the APA or MLA style, but suggests that students cite references using the APA guidelines (see Publication Manual of the American Psychological Association, 6th edition (2009). A copy of the APA manual is available in the reference section and also available for circulation from OC libraries. The library website has access to these two major citing styles.

What are the Penalties for Plagiarism and Cheating?

The Okanagan School of Business does not tolerate plagiarism or cheating. All professors actively check for plagiarism and cheating and the Okanagan School of Business subscribes to an electronic plagiarism detection service. All incidents of plagiarism or cheating are reported and result in a formal letter of reprimand outlining the nature of the infraction, the evidence and the penalty. The Dean of the Okanagan School of Business and the Registrar record and monitor all instances of plagiarism and cheating. Penalties for plagiarism and cheating reflect the seriousness and circumstances of the offence and the range of penalties includes suspension from OC.