

## Skills Framework for Financial Services

Programmes that broaden or deepen specific skills and knowledge  
for the various job roles in the sector

### Operations

**Job Role:**

**Head of Underwriting**

| Full Qualification Programmes | Providers |
|-------------------------------|-----------|
| -                             | -         |

| Technical Skills and Competencies (TSC)          |                                 |                   | Modular Programmes  | Providers  |
|--|---------------------------------|-------------------|---|--|
| Category   | Title                           | Proficiency Level |   |  |
| Investment and Financial Management              | Business Environment Analysis   | 5                 | CAIA Level 1<br>ACI-SMU Financial Markets Certificate - Module 2: Trading & Treasury Sales (IBF Level 1)  | CAIA Association Singapore Office Limited<br>SMU Academy – Financial Services  |
| Business Development and Strategy Management     | Business Negotiation            | 5                 | Certified Private Banker Level 2 - Client Relationship Management<br>AWMP Programme II - Investment Advisory (IBF Level 1)<br>AWMP Programme II - Investment Advisory (IBF Level 2)   | Nanyang Technological University, Wealth Management Institute<br>SMU Lee Kong Chian School of Business<br>SMU Lee Kong Chian School of Business  |
| Business Development and Strategy Management     | Business Performance Management | 4                 | Certificate in Commercial Banking for Technology and Operations<br>SMU Certificate in IT Design, Development & Testing (IBF Level 1)<br>ACI-SMU Executive Certificate in Financial Markets Operations (IBF Level 1)   | Ngee Ann Polytechnic<br>SMU Academy<br>SMU Academy – Financial Services  |
| Customer Relationship and Stakeholder Management | Customer Experience Management  | 5                 | Head Start with Holistic Financial Planning (IBF Level 1)<br>Associate Financial Planner Programme (IBF Level 1)<br>Client On-Boarding and Advisory Workshop (IBF Level 1)<br>Certified Private Banker Level 1 - Client Relationship Management<br>WMI Advanced Wealth Management Programme - Affluent (IBF Level 2/3)<br>Specialist Diploma in Consumer Banking - Customer Interaction (M1 & M3)<br>Certificate in Financial Needs Analysis and Plan Construction<br>General Insurance Foundation Programme (IBF Level 1)<br>Life Insurance Foundation Programme (IBF Level 1)<br>Private Banking Certification Level 1: Client Relationship Management  | Financial Perspectives Pte Ltd<br>Financial Planning Association of Singapore<br>Financial Planning Association of Singapore<br>Nanyang Technological University, Wealth Management Institute<br>Nanyang Technological University, Wealth Management Institute<br>Ngee Ann Polytechnic<br>Singapore College of Insurance Limited<br>Singapore College of Insurance Limited<br>Singapore College of Insurance Limited<br>SMU Academy  |
| Business Development and Strategy Management     | Ethical Culture                 | 5                 | CFA Singapore Level 2 Preparatory Programme (IBF Level 2/3)<br>CFA Singapore Level 3 Preparatory Programme (IBF Level 2/3)<br>CFA Singapore Portfolio Management Programme (IBF Level 2/3)<br>CFA Singapore Research Programme (IBF Level 2/3)<br>ICA Diploma in Anti-Money Laundering / Counter Financing Terrorism (AML/CFT): Module 2 - Regulatory Advisory (IBF Level 2)<br>ICA Diploma in Governance, Risk and Compliance: Module 2 - Regulatory Advisory [Banking] (IBF Level 2)<br>ICA Diploma in Governance, Risk and Compliance: Module 2 - Regulatory Advisory [Capital Markets] (IBF Level 2)<br>ICA Diploma in Governance, Risk and Compliance: Module 2 - Regulatory Advisory [Insurance] (IBF Level 2)<br>Advanced Diploma in Private Banking - Ethics, Rules and Regulations<br>Certified Private Banker Level 2 - Ethical Conduct<br>Master of Science in Asset and Wealth Management - WM8001 Compliance, Ethics and Tools of Investment Mgt<br>WMI Advanced Wealth Management Programme - Affluent (IBF Level 2/3)<br>Ethical Private Banking Conduct<br>Private Banking Certification Level 2: Ethical Conduct & Rules and Regulations | CFA Society Singapore<br>CFA Society Singapore<br>CFA Society Singapore<br>CFA Society Singapore<br>International Compliance Training Academy Pte. Ltd.<br>International Compliance Training Academy Pte. Ltd.<br>International Compliance Training Academy Pte. Ltd.<br>International Compliance Training Academy Pte. Ltd.<br>Nanyang Technological University, Wealth Management Institute<br>Nanyang Technological University, Wealth Management Institute<br>Nanyang Technological University, Wealth Management Institute<br>Nanyang Technological University, Wealth Management Institute<br>Salmon Thrust Pte Ltd<br>SMU Academy |

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|---|--|---|---|--|
| Risk Management, Governance and Regulatory Compliance | Fraud Risk Management                                | 4 | Specialist Diploma in Consumer Banking - Business Assurance & CDD (M1, M2, M4)  | Ngee Ann Polytechnic   |
| People Management                                     | People Performance Management                        | 5 | Agency Management Training Course (AMTC)<br>AMTC - Bridging Course (IBF Level 3)  | Financial Services Managers Association (FSMA)<br>Financial Services Managers Association (FSMA) |
| Risk Management, Governance and Regulatory Compliance | Regulatory Compliance                                | 5 | Certified Anti-Money Laundering Specialist (CAMS)   | ACAMS Chapter (Singapore)  |
|   |  |   | Certified Anti-Money Laundering Specialist (CAMS) - 6th Edition - Singapore (CAMS6-SG (IBF Level 2))                              | ACAMS Chapter (Singapore)  |
|   |  |   | ICA Diploma in Anti-Money Laundering / Counter Financing Terrorism (AML/CFT): Module 3 - Compliance Risk Management (IBF Level 2) | International Compliance Training Academy Pte. Ltd.  |
|   |  |   | ICA Diploma in Governance, Risk and Compliance: Module 2 - Regulatory Advisory [Banking] (IBF Level 2)                            | International Compliance Training Academy Pte. Ltd.  |
|   |  |   | ICA Diploma in Governance, Risk and Compliance: Module 2 - Regulatory Advisory [Capital Markets] (IBF Level 2)                    | International Compliance Training Academy Pte. Ltd.  |
|   |  |   | ICA Diploma in Governance, Risk and Compliance: Module 2 - Regulatory Advisory [Insurance] (IBF Level 2)                          | International Compliance Training Academy Pte. Ltd.  |
|   |  |   | ICA Diploma in Governance, Risk and Compliance: Module 3 - Compliance Risk Management [Banking] (IBF Level 2)                     | International Compliance Training Academy Pte. Ltd.  |
|   |  |   | ICA Diploma in Governance, Risk and Compliance: Module 3 - Compliance Risk Management [Capital Markets] (IBF Level 2)             | International Compliance Training Academy Pte. Ltd.  |
|   |  |   | ICA Diploma in Governance, Risk and Compliance: Module 3 - Compliance Risk Management [Insurance] (IBF Level 2)                   | International Compliance Training Academy Pte. Ltd.  |
|   |  |   | ICA Diploma in Governance, Risk and Compliance: Module 4 - Compliance Monitoring [Banking] (IBF Level 2)                          | International Compliance Training Academy Pte. Ltd.  |
|   |  |   | ICA Diploma in Governance, Risk and Compliance: Module 4 - Compliance Monitoring [Capital Markets] (IBF Level 2)                  | International Compliance Training Academy Pte. Ltd.  |
|   |  |   | ICA Diploma in Governance, Risk and Compliance: Module 4 - Compliance Monitoring [Insurance] (IBF Level 2)                        | International Compliance Training Academy Pte. Ltd.  |
| Executive Certificate in Compliance (Insurance)       | Singapore College of Insurance Limited               |   |   |  |
| Product, Sales and Market Management                  | Underwriting Profitability and Efficiency Management | 5 | Life Insurance Foundation Programme (IBF Level 1)   | Singapore College of Insurance Limited   |

Please click [here](#) to view the Generic Skills and Competencies (GSCs) programme listing.

Please visit <https://www.ibf.org.sg> for the latest list of IBF programmes aligned to the Skills Framework for Financial Services.