

## EUROPEAN AND INTERNATIONAL PRIVATE BANKING (M2 EIPB)

Titre du Cours :	<b>RECRUITMENT SIMULATION</b>
<i>Course Title:</i>	
Heures :	<b>20</b>
<i>Contact hours:</i>	
ECTS Credits :	<b>2</b>

### ➤ PRÉREQUIS / PRE-REQUISITES

The participant of this course should have fundamental knowledge of services and basic products provided by private banking industry nowadays. In addition, the student needs be in the picture of global situation on financial markets.

### OBJECTIFS PÉDAGOGIQUES DU COURS / LEARNING OBJECTIVES

- The central objective of this unit is to provide students with an exact roadmap of the activities that are to be taken into consideration when applying for the job in the banking sector.
- In the context of potential job interview evaluation, the unit also prepares students with the up to date information in the private banking from the perspective of the service provided to the HNWI clients taking into account the most recent business models. Thus, including the banking financing activities, advisory services, trading, asset management. Topics covered include: the theory and practice of private and investment banking and their roles within the financial systems of modern economies, portfolio management, wealth planning and the implications of regulatory and other industry developments.

### RESUME DU COURS / COURSE OVERVIEW

- The courses are organized in the manner of comprehensive preparation of the student by involving the resume customization, identification of applicant interests in specific job position and determination of the strategic steps to be taken as applicant to get job in financial industry.
- In addition, the student is being comprehensively prepared for the interview session with the potential employer by obtaining theoretical and recent practical knowledge in terms of private and investment bank sectors.

### ➤ PLAN DE COURS /LISTE DES SUJETS ABORDES / TOPICS OF EACH SESSION

- ✓ **RESUME ANALYSIS AND JOB APPLICATION STEPS**

- ✓ **FINANCIAL MARKET TENDENCIES IN 2017/2018**
- ✓ **COMMERCIAL AND INVESTMENT BANK SERVICES**
- ✓ **REGULATORY COMPLIANCE PROCEDURES**
- ✓ **MIFID (II) REGLEMENTATION**
- ✓ **INVESTMENT VEHICLES**
- ✓ **AML RULES**
- ✓ **ACCOUNT OPENING PROCEDURES**

➤ **ÉVALUATION (CONTRÔLE CONTINU) / GRADING (CONTINUOUS ASSESSMENT)**

- **Présence / Attendance :** 20 %
- **Participation en classe / Class participation :** 20 %
- **Épreuve écrite 1/ Written test 1:** 30 %
- **Épreuve écrite 2/ Written test 2:** 30 %

➤ **RÉFÉRENCES BIBLIOGRAPHIQUES / REFERENCE MATERIALS**

**RECOMMANDÉS / SUGGESTED :**

- ✓ Mishkin, F. S. and Eakins, S. G (2012). Financial markets and institutions (7th ed.). Boston: Pearson Education Inc.
- ✓ Pecora, F. (1939), Wall Street under Oath: The Story of Our Modern Money Changers, Economics Classics. New York
- ✓ Tabarrok, A. (1998). The Separation of Commercial and Investment Banking: The Morgans vs. The Rockfellers, Quarterly Journal of Austrian Economics, 1 (1).
- ✓ The Crisis of Global Capitalism: Open Society Endangered by George Soros
- ✓ Buffettology: The Previously Unexplained Techniques That Have Made Warren Buffett The Worlds by Mary Buffett and David Clark
- ✓ [HTTP://WWW.PWC.COM/GX/EN/INDUSTRIES/FINANCIAL-SERVICES/REGULATION/MIFID-II.HTML](http://www.pwc.com/gx/en/industries/financial-services/regulation/mifid-ii.html)
- ✓ [HTTPS://WWW.PRIVATEBANKING.SOCIETEGENERALE.FR](https://www.privatebanking.societegenerale.fr)
- ✓ [HTTPS://WWW.CAREERS.SOCIETEGENERALE.COM/SEARCH/JOB-OFFERS-SEARCH-RESULTS?FROM=HOME&LOCALEHIDDEN=EN\\_EN](https://www.careers.societegenerale.com/search/job-offers-search-results?from=home&localeHidden=en_EN)