



**MILPARK
EDUCATION**
Financial Services



**PARTNERING WITH
YOU ON YOUR
FINANCIAL SERVICES
LEARNING JOURNEY**

www.milpark.ac.za

AN EXTRAORDINARY LIFE

AN EXTRAORDINARY LIFE

Have you been thinking about furthering your professional qualifications? Maybe advancing to the next level in your career? Take the next step and register with Milpark Education, who have helped upskill thousands of individuals - with fully accredited qualifications - for more than two decades.

How do we help you reach your professional and educational goals?

- By structuring an academic programme to suit you
- By providing you with the right qualifications to help you reach your professional and educational goals
- Giving you access to the latest, industry-specific expertise.

MILPARK EDUCATION WANTS TO EMPOWER STUDENTS TO SCHEDULE THEIR STUDIES AROUND THEIR UNIQUE CIRCUMSTANCES. WE OFFER HIGH QUALITY AND ACCESSIBLE DISTANCE AND ONLINE LEARNING SOLUTIONS.

ABOUT MILPARK

Milpark Education was one of the first private providers of higher management education in South Africa. Since 1997, it has evolved into an internationally recognised institution.

Milpark's mission is to equip students with the knowledge and skills to lead and excel in an ever changing world. We offer students a learning pathway from certificate all the way to doctoral level. We currently offer 23 accredited higher education programmes online and via distance learning through four schools: The Business School; School of Commerce; School of Financial Services and the School of Professional Accounting. In 2019, Milpark acquired CA Connect, which is the only online educational provider offering a Postgraduate Diploma in Accounting and the first and only SAICA Accredited online path to CA (SA).

"We partner with you for an educational journey that suits your lifestyle"



ABOUT STADIO

Milpark is proudly part of STADIO Holdings, an investment company in private higher education, dedicated to widening access to higher education learning opportunities in South Africa.

QUALIFICATIONS AND CAREER PATHS



BANKING	7
Higher Certificate in Banking Services	7
Advanced Certificate in Banking Services	7
Bachelor of Business Administration with a Major in Banking	8
Bachelor of Commerce with a Major in Banking	9
Bachelor of Commerce with a Major in Banking and Investment Management	10
Bachelor of Commerce with a Major in Credit	10
Postgraduate Diploma in Banking	10
FINANCIAL PLANNING	11
Higher Certificate in Financial Planning	11
Higher Certificate in Financial Products	11
Advanced Certificate in Financial Planning	12
Bachelor of Commerce with a major in Financial Planning	13
Postgraduate Diploma in Financial Planning	13
INVESTMENT	14
Bachelor of Commerce with a Major in Investment Management	14
Bachelor of Commerce with a Major in Banking and Investment Management	14
Postgraduate Diploma in Investment Management	14
RISK AND INSURANCE	15
Higher Certificate in Short-term Insurance	15
Advanced Certificate in Short-term Insurance	16
Bachelor of Commerce with a major in Short-term Insurance	16
COB, RE & CPD	16
BBA and BCom Admission requirements.....	17
PGDip Admission requirements.....	18



Head of School: Academic



Head of School: Strategy,
Operations and Student Experience

MESSAGE FROM THE HEADS OF SCHOOL: PIETRO ODENDAAL AND DAVID VENTER

WELCOME TO THE MILPARK SCHOOL OF FINANCIAL SERVICES!

The School of Financial Services (SoFS) provides prospective students with qualification paths in the major areas of financial services, from financial planning to risk and insurance, banking, and investment management. Knowing that many of our students need to balance studies with other daily demands, we are constantly looking for better ways to provide suitable support to the student-on-the-run.

Whether you require a qualification to be compliant with the FAIS Act, want to start a career in the financial services industry, want to become a professional financial planner, insurance specialist, investment manager or highly qualified banker - we offer a qualification to suit your needs. Take advantage of courses with industry relevant content that fosters practical application and study online wherever you are!

As traditional financial institutions transform and new competitors enter the market, you need to be equipped with the skills and competencies that prepare you for an ever-evolving world of work in the financial services industry. Join us today and learn from expert academics and financial services practitioners.

Let Milpark Education be your partner on your financial services learning journey.

“With lecturers who are knowledgeable and relevant, we want to encourage you to make the right investment in your education and career.”







ABOUT THE SCHOOL OF FINANCIAL SERVICES

WHO ARE WE?

Milpark's Financial Services is a school for financial service professionals, run by financial services professionals. We offer high quality, accessible online offerings from entry to postgraduate level, providing a full articulation pathway for students from NQF Level 5 to Level 8 qualifications.

Milpark's SoFS has expertise and experience working with corporate clients to provide bespoke scalable educational offerings which meet both education and compliance needs of the clients it serves.

We equip students with the knowledge and skills they need to lead and excel in the four primary areas of financial services expertise: Banking, Investments, Financial Planning and Risk and Insurance.

We have created an online learning environment that is both flexible and convenient so that you can maximise your unique learning experience. All online support and academic resources – including live classes, tutor services, discussion forums, weekly one-on-one meetings with your lecturer, and additional exercises and recordings – are accessible from any device. You can also contact our student support team or programme managers if you have any questions.

Our online resources are intentionally designed to empower you to progress and achieve your learning and career goals.

Take the step with us today, and start your learning journey towards success with Milpark.

WHY STUDY WITH THE SCHOOL OF FINANCIAL SERVICES?

The financial services qualifications we offer are tailored to meet your specific needs, whether you want to be compliant with the FAIS Act or to start a career in the industry. We offer a full articulation pathway from COB, to RE to CPD to accredited higher education qualifications from NQF5 to NQF8 (postgraduate level) in financial planning, risk and insurance, banking and investment management.

Our course content is industry-relevant and provides you with the opportunity to apply your learning to practical contexts. The lecturers who will guide and support you on your learning journey are experienced financial services practitioners. As a result, you will gain a comprehensive understanding of the business, and have the confidence to apply these skills right from the get-go.

WHAT WE OFFER OUR CORPORATE CLIENTS

We offer a full articulation pathway for students in financial services from NQF Level 5 to Level 8 in financial planning, risk and insurance, banking, and investment management. Our offerings can be customised to meet an organisation's needs, meaning that our clients can benefit from an integrated solution that aligns with their internal learning and development requirements and strategy. Our tailored support packages ensure that our clients receive the highest level of service and support.

Our industry-leading financial services courses are designed to equip students with the skills and knowledge they need to gain a comprehensive understanding of the financial services industry, and develop the wide range of skills needed to be work-ready in their specific role.

Visit <https://www.milpark.ac.za/corporate-education/#> to learn more about our Learning and Development (L&D) offering.

“We are constantly looking for better ways to provide exceptional support to the student-on-the-run.”

BANKING

HIGHER CERTIFICATE IN BANKING SERVICES

NOF LEVEL 5 – SAQA No: 90843

The Higher Certificate in Banking Services is an entry-level Higher Education qualification designed to equip students with the knowledge and skills required to operate successfully in an entry level position in a banking services institution. The purpose of this qualification is to expose students to current industry-specific content, that will enable them to grow into a junior role in banking.

MINIMUM DURATION

1 year

MODES OF DELIVERY

Distance Learning

CAREER OPPORTUNITIES

This qualification provides exposure to various areas of retail banking, such as sales, retail credit, fraud, etc. Students gain competency in specialist areas of banking, to enable them to further their career in the financial services industry.



Please **click here** to read more about the compulsory and elective modules for this qualification.

ADVANCED CERTIFICATE IN BANKING SERVICES

NOF LEVEL 6 – SAQA No: 90842

The Advanced Certificate in Banking Services is a second-level Higher Education (HE) qualification designed to equip students with the knowledge and skills required to operate professionally in a junior level position in a banking services institution. The purpose of the Advanced Certificate in Banking Services is to build on the basic concepts of banking covered in a previous NOF Level 5 qualification. This qualification provides exposure to bank-specific content such as bank management, law and risk management, as well as future-fit content covered in our elective modules which relate to the areas of sales, credit, fraud, compliance, financial crime, and the future of banking which is covered in our *Banking without Boundaries* module.

MINIMUM DURATION

1 year

MODES OF DELIVERY

Distance Learning

CAREER OPPORTUNITIES

After completing this qualification, students will be equipped to pursue junior management roles in retail or business banking. As such, this qualification acts as a stepping stone to further their career in the financial services industry.



Please **click here** to read more about the compulsory and elective modules for this qualification.



BACHELOR OF BUSINESS ADMINISTRATION WITH A MAJOR IN BANKING

NQF LEVEL 7 - SAQA No: 61700

The Bachelor of Business Administration (BBA) with a major in Banking is designed to offer a well-balanced exposure to the knowledge, skills and attitudes required to operate effectively in a general management environment within a bank, or as a foundation for postgraduate studies in Business Administration or Banking.

MINIMUM DURATION

3 years

MODES OF DELIVERY

Distance Learning

Distance Learning Online

CAREER OPPORTUNITIES

Bank manager, branch manager, sales manager, team leader.



Please **click here** to read more about the compulsory and elective modules for this qualification.



BACHELOR OF COMMERCE WITH A MAJOR IN BANKING

NOF LEVEL 7 - SAQA No: 90509

The BCom with a major in Banking is suitable for those who seek a solid educational foundation in banking, with the option for a career as a specialist or manager in the banking sector.

CAREER OPPORTUNITIES

Graduate trainee, compliance officer, risk officer, fraud officer, business banker, retail banker, branch manager.



Please **click here** to read more about the compulsory and elective modules for this qualification.



BACHELOR OF COMMERCE WITH A MAJOR IN BANKING AND INVESTMENT MANAGEMENT

NOF LEVEL 7 – SAQA No: 90509

This qualification covers banking and investment management, two related fields, to allow students flexibility in their careers.

CAREER OPPORTUNITIES

Graduate trainee, sales manager, settlement officer, junior compliance officer, junior trader or investment analyst.

 Please **click here** to read more about the compulsory and elective modules for this qualification.

BACHELOR OF COMMERCE WITH A MAJOR IN CREDIT

NOF LEVEL 7 – SAQA No: 90509

The BCom with a major in Credit is the ideal qualification for students who are looking for a career as a credit specialist in banking and/or as a credit manager in an industrial corporation.

CAREER OPPORTUNITIES

Graduate trainee, credit officer, credit manager, business banker, retail banker, branch manager.

 Please **click here** to read more about the compulsory and elective modules for this qualification.

POSTGRADUATE DIPLOMA IN BANKING

NOF LEVEL 8 – SAQA No: 93608

The purpose of the Postgraduate Diploma in Banking is to provide an opportunity for students to deepen their knowledge of banking at a postgraduate level. Students will be exposed to research methodology and complete a project in their field of expertise, be it retail and private banking, or corporate and investment banking. In addition to the core curriculum and modules on offer, various electives on offer will allow students to specialise in either strategic management, financial services technology and or corporate finance.

MINIMUM DURATION

1 year

MODES OF DELIVERY

Distance learning online

CAREER OPPORTUNITIES

Students who have achieved this Postgraduate Diploma will demonstrate competence in a wide range of current and future banking- and management-related aspects and will be able to establish themselves as credible participants in their field. It will also open doors for advancement to more senior positions within the banking sector.

 Please **click here** to read more about the compulsory and elective modules for this qualification.

FINANCIAL PLANNING

Our financial planning qualifications are aligned with the Financial Sector Conduct Authority (FSCA) and the Financial Planning Institute of Southern Africa (FPI).



HIGHER CERTIFICATE IN FINANCIAL PLANNING

NQF LEVEL 5 – SAQA No: 96751

The Higher Certificate in Financial Planning equips students with the knowledge and skills they need to operate ethically and responsibly as financial advisors, and to be able to respond to the challenges of the economic environment and the changing nature of the financial services industry.

MINIMUM DURATION

1 year

MODE OF DELIVERY

Distance Learning

CAREER OPPORTUNITIES

The Higher Certificate in Financial Planning is suitable for people who want to apply for the designation of Registered Financial Planner™ (RFP™) awarded by the Financial Planning Institute of Southern Africa, and people requiring a recognised qualification for FAIS fit and proper purposes.

Typical career opportunities include: Registered Financial Planner™, financial planning administrator, client relationship consultant, wealth management administrator, financial advisor.



Please **click here** to read more about the compulsory and elective modules for this qualification.

HIGHER CERTIFICATE IN FINANCIAL PRODUCTS

NQF LEVEL 5 – SAQA No: 97754

The purpose of this industry-oriented qualification is to provide “representatives” (as defined in the Financial Advisory and Intermediary Services Act (FAIS Act)) who advise clients on basic risk and savings products with introductory knowledge and practical techniques for their current roles. The qualification is primarily aimed at representatives who work in Long-term Insurance and/or Short-term Insurance, and who require knowledge on the relevant legislation, products as well as personal selling skills in order to be successful representatives.

MINIMUM DURATION

1 year

MODE OF DELIVERY

Distance Learning

CAREER OPPORTUNITIES

The Higher Certificate in Financial Products qualification is aimed at financial advisors who provide financial services to individual clients using Long-term Category A, B1 and B2 type products to address clients’ needs.

The qualification will equip students with the required knowledge and skill to provide sound advice to clients on products outlined in Long-term Insurance subcategories A, B1-A, B2-A and Short-term Insurance Personal Lines A1 of BN 194 of 2017. The knowledge emphasises general principles applicable to long-term insurance and short-term insurance, and the application of these principles in the financial services industry.



Please **click here** to read more about the compulsory and elective modules for this qualification.

ADVANCED CERTIFICATE IN FINANCIAL PLANNING

NOF LEVEL 6 - SAQA No: 96750

The qualification equips students with the knowledge and skills required by expert practitioners in the financial planning sector and prepares them for further studies. The Milpark Advanced Certificate in Financial Planning addresses the academic qualification requirements for the designation of Financial Service Advisor™ (FSA™) professional awarded by the Financial Planning Institute of Southern Africa.

MINIMUM DURATION

1 year

MODE OF DELIVERY

Distance Learning

CAREER OPPORTUNITIES

Typical career opportunities include: Financial Services Advisor™, para-planner, financial advisor.



Please **click here** to read more about the compulsory and elective modules for this qualification.



BACHELOR OF COMMERCE WITH A MAJOR IN FINANCIAL PLANNING

NOF LEVEL 7 – SAQA No: 90509

The Bachelor of Commerce with a major in Financial Planning provides a solid basis in the field of commerce and will equip students with the knowledge and skills required to operate responsibly and successfully as financial planning practitioners.

This qualification is suitable for people who want to progress to the Postgraduate Diploma in Financial Planning and those who want to apply for the professional designation of Financial Services Advisor™ (FSA™) awarded by the Financial Planning Institute of Southern Africa.

MINIMUM DURATION

3 years

MODES OF DELIVERY

Distance Learning
Distance Learning Online

CAREER OPPORTUNITIES

Typical career opportunities include: Financial Services Advisor™, wealth management assistant, graduate trainee in financial planning, para-planner, practice manager, management position in financial planning (e.g. sales manager, business development manager).



Please **click here** to read more about the compulsory modules for this qualification.

POSTGRADUATE DIPLOMA IN FINANCIAL PLANNING

NOF LEVEL 8 – SAQA No 76943

The Postgraduate Diploma equips students with the expert knowledge and professional skills required by practitioners in the financial planning sector. Financial planners who want to become Certified Financial Planner® Professionals can use this qualification to satisfy the educational requirements set by the FPI.

This qualification is suitable for people who want to become expert financial planning practitioners in order to provide professional financial planning services to a wide range of individual and corporate clients.

MINIMUM DURATION

18 months

MODE OF DELIVERY

Distance Learning Online

CAREER OPPORTUNITIES

On completion, students will be eligible to apply to the FPI to write the FPI Professional Competency Examination for the CFP® designation.

Typical career opportunities include: Certified Financial Planner® professional, professional wealth manager, professional financial planner, entrepreneur.



Please **click here** to read more about the compulsory modules for this qualification.

INVESTMENT

BACHELOR OF COMMERCE WITH A MAJOR IN INVESTMENT MANAGEMENT

NQF LEVEL 7 – SAQA No: 90509

The BCom with a major in Investment Management is the first educational step for an individual who wishes to build a career in the investment management and/or asset management industry.

CAREER OPPORTUNITIES

Graduate trainee, sales manager, settlement officer, junior compliance officer, junior trader or investment analyst.



Please **click here** to read more about the compulsory and elective modules for this qualification.



BACHELOR OF COMMERCE WITH A MAJOR IN BANKING AND INVESTMENT MANAGEMENT

NQF LEVEL 7 – SAQA No: 90509

This qualification covers banking and investment management, two related fields, to allow students flexibility in their careers.

CAREER OPPORTUNITIES

Graduate trainee, sales manager, settlement officer, junior compliance officer, junior trader or investment analyst.



Please **click here** to read more about the compulsory and elective modules for this qualification.

POSTGRADUATE DIPLOMA IN INVESTMENT MANAGEMENT

NQF LEVEL 8 – SAQA No: 94678

The purpose of the Postgraduate Diploma in Investment Management is to allow students to move into the field or deepen their knowledge of investment management at a postgraduate level. Students will develop an understanding of the business- and investment-specific ethics and

corporate governance environments in which they will operate. The heart of the Postgraduate Diploma in Investment Management is acquiring profound theoretical and practical knowledge on equities, fixed income, derivatives, other alternative instruments and portfolio management, as well as financial analysis, reporting and corporate finance. Finally, students will be exposed to research methodology and then deepen their skills with an investment project related to economics and finance. With these added skills and knowledge, individuals will become strong candidates for various investment management positions in the sector.

MINIMUM DURATION

1 year

MODES OF DELIVERY

Distance learning online

CAREER OPPORTUNITIES

The Postgraduate Diploma in Investment Management is designed to equip individuals with the skills necessary to function at a higher level within front and middle office roles in the investment management industry.



Please **click here** to read more about the compulsory and elective modules for this qualification.

RISK AND INSURANCE

Our short-term insurance qualifications are aligned with the Insurance Institute of South Africa (IISA)



HIGHER CERTIFICATE IN SHORT-TERM INSURANCE

NQF LEVEL 5 - SAQA No: 83526

The Higher Certificate in Short-term Insurance provides students with the required knowledge to navigate within the South African regulatory environment as a short-term insurance specialist within the areas of personal and commercial lines insurance.

MINIMUM DURATION

1 year

MODE OF DELIVERY

Distance Learning

CAREER OPPORTUNITIES

The Higher Certificate in Short-term Insurance is suitable for people wanting to enter the short-term insurance industry, people requiring a recognised qualification for the purpose of the FAIS Act, and people wanting to apply for the designation of Licentiate (LIISA) awarded by the Insurance Institute of South Africa (IISA).

Typical career opportunities include: Insurance broker, claims & underwriting administrator, services representative, insurance sales consultant.



Please **click here** to read more about the compulsory and elective modules for this qualification.



ADVANCED CERTIFICATE IN SHORT-TERM INSURANCE

NQF LEVEL 6 – SAQA No: 97779

The Advanced Certificate in Short-term Insurance is ideal for career-orientated individuals within the short-term insurance industry who want to complete a qualification that provides an in-depth understanding of insurance practices in terms of technical subject matter and application skills.

MINIMUM DURATION

1 year

MODE OF DELIVERY

Distance Learning

CAREER OPPORTUNITIES

This qualification is suitable for people wanting to specialise in the short-term insurance industry and people wanting to apply for the designation of Associate (AIISA) awarded by the Insurance Institute of South Africa (IISA). Typical career opportunities include: Insurance broker, claims & underwriting specialist, insurance officer.



Please **click here** to read more about the compulsory and elective modules for this qualification.

BACHELOR OF COMMERCE WITH A MAJOR IN SHORT-TERM INSURANCE

NQF LEVEL 7 – SAQA No: 90509

The Bachelor of Commerce with a major in Short-term Insurance provides a strong foundation in general business principles and the required accounting, marketing, economic and quantitative skills. This qualification meets the educational requirements of the designation of Fellow (FIISA) awarded by the Insurance Institute of South Africa (IISA).

MINIMUM DURATION

3 years

MODES OF DELIVERY

Distance Learning
Distance Learning Online

CAREER OPPORTUNITIES

Graduate trainee in short-term insurance, specialist or management position in short-term insurance incl. risk manager, underwriting manager, sales manager.



Please **click here** to read more about the compulsory modules for this qualification.

CLASS OF BUSINESS (COB), REGULATORY EXAMINATIONS (RE) AND CONTINUAL PROFESSIONAL DEVELOPMENT (CPD)

The School of Financial Services also offers short courses in: Class of Business (COB), Regulatory Examinations (RE) and Continual Professional Development (CPD). Please visit our website for more information on these short courses.

ADMISSION REQUIREMENTS

BBA ADMISSION REQUIREMENTS

If the candidate matriculated in 2007 or earlier: Candidates who matriculated in 2007 or earlier require a Senior Certificate with matriculation endorsement/exemption for degree studies. Candidates who have a Senior Certificate but who do not meet the matriculation endorsement/exemption requirements stated above, may apply to Universities South Africa (USAF), for mature age exemption (<https://mb.usaf.ac.za/>).

If the candidate matriculated in 2008 or later: Candidates require a National Senior Certificate (NSC) with a minimum of 50% in four NSC 20-credit subjects, including English as the language of instruction at Milpark Education, as certified by Umalusi. Candidates who have a National Senior Certificate (NSC) but who do not meet the matriculation endorsement/exemption requirements stated above, may apply to Universities South Africa (USAF), for mature age exemption (<https://mb.usaf.ac.za/>).

Candidates who have completed a relevant Higher Certificate (NQF 5) or Diploma (NQF 6) in the field of business or commerce, may also be admitted to the BBA degree.

BCOM ADMISSION REQUIREMENTS

For entry into any Bachelor in Commerce degree, candidates who matriculated in 2007 or earlier require:

- A Senior Certificate with matriculation endorsement/exemption for degree studies. Candidates who have a Senior Certificate but who do not meet the matriculation endorsement/exemption requirements stated above, may apply to Universities South Africa (USAF), for mature age exemption (<https://mb.usaf.ac.za/>), and

- A symbol of E or higher for Mathematics on HG, or a symbol of D or higher for Mathematics on SG. Candidates who do not meet the Mathematics requirement may be offered admission on condition that they successfully complete the BCom bridging programme, if they have achieved at least a symbol of E on HG or a C on SG in any two of the following subjects:
 - Economics
 - Business Economics
 - Accounting
 - Physical Science or Physics/Chemistry
 - Natural Science or Biology.

If the student matriculated in 2008 or later they require:

- A National Senior Certificate (NSC) with a minimum of 50% in four NSC 20-credit subjects, including English as the language of instruction at Milpark Education, as certified by Umalusi. Candidates who have a National Senior Certificate (NSC) but who do not meet the matriculation endorsement/exemption requirements stated above, may apply to Universities South Africa (USAF), for mature age exemption (<https://mb.usaf.ac.za/>), and
- A minimum mark of 50% for Mathematics or 70% for Mathematics Literacy.

Candidates who do not meet the Mathematics requirement but who have achieved a minimum mark of 50% or higher in any two of the following subjects may be offered admission on condition that they successfully complete the bridging programme:

- Economics
- Business Economics
- Accounting
- Physical Science or Physics/Chemistry
- Natural Science or Biology.

Candidates who have completed a relevant Higher Certificate (NQF 5) or Diploma (NQF 6) in the field of business or commerce, may also be admitted to the BCom degree.



PGDIP ADMISSION REQUIREMENTS

The minimum admission requirement is a relevant NQF 7 qualification (Bachelor degree or Advanced Diploma). Depending on the modules completed in the undergraduate qualification as well as work experience, Milpark might recommend certain bridging modules for individuals who need to augment their knowledge on certain subject matters.

FOREIGN STUDENTS

Foreign students who do not hold a South African matric certificate must present a matric verification from the South African Matriculation Board on application.

RECOGNITION OF PRIOR LEARNING (RPL)

Milpark admits a small number of students onto its programme via Recognition of Prior Learning (RPL). Applicants who have relevant work experience and/or training/qualifications lower than NQF 7, will be considered individually by the Head Of School. For this programme specifically, 60 credits can be acquired via RPL for credits. Applications are to be made to the relevant Head Of School.



HOW TO GET IN TOUCH WITH US

If you have any questions or enquiries about our programmes or how to apply, please contact us using the details below:



086 999 0001



enquiries@milpark.ac.za



www.milpark.ac.za