

Markets in Financial Instruments Directive (I & II)

The Markets in Financial Instruments Directive ("MiFID") I & II are European Union laws that provide harmonised regulation for investment services across the 30 member states of the European Economic Area (the 27 Member States of the European Union plus Iceland, Norway and Liechtenstein). The main objectives of the Directives are to increase competition and consumer protection in investment services and they have significantly changed how EU financial services markets operate and how financial services companies conduct their investment businesses.

Course Overview

The MiFID I & II course has especially been designed by subject matter experts. With an emphasis on interactivity, participants will learn how this European legislation impacts their business and their investment dealings with their clients.

Target Audience

This training is very relevant for Client Relationship Managers, Client facing Treasury and Private Banking staff, Customer support staff and Compliance Officers.

Objectives

At the end of the MiFID training, the participant will be able to:

- Explain the rationale for MiFID legislation and how MiFID II reinforces MiFID I's framework and objectives regarding transparency and investor protection;
- Explain why/how MiFID is applicable to their clients;
- Apply internal procedures to correctly classify, document and internally communicate client MiFID profiles;
- Understand that no Treasury products will be offered to the bank's customers if MiFID classification is not in place;
- Explain related obligations towards clients – best Execution, conflict of interest, inducements and the bank's Terms of Reference & other legal documentation.

Training Methodology

A combination of PowerPoint presentations, discussions and analysing case studies will encourage participants to:

- Make accurate MiFID client classification decisions in accordance with existing procedures
- Understand when and how to escalate issues that they cannot resolve by themselves
- Be responsive in addressing MiFID related client queries

Course Material

Aside from having access to and pre-reading the bank's MiFID procedures, it is not anticipated that participants will receive any course material.

i-KYC

i-KYC is a leading AML advisory and training firm whose partners and consultants are experienced all-round international bankers and business integrity experts. With its products and services i-KYC supports the full spectrum of the financial sector, from supervisory authorities to financial institutions and AML enforcement agencies such as Financial Intelligence Units.