ApEx13

Overseeing on a day-to-day basis taking private customers through decision trees in connection with a stakeholder pension scheme

Summary of Learning Outcomes

Learning Outcomes are also numbered according to the level of attainment required (K1, U1, U2, An1, etc.)

SUMMARY OF LEARNING OUTCOMES

ApEx13 OVERSEEING ON A DAY-TO-DAY BASIS TAKING PRIVATE CUSTOMERS THROUGH DECISION TREES IN CONNECTION WITH A STAKEHOLDER PENSION SCHEME	
Candidates will be expected to:	
K **Demonstrate a knowledge of:**	
K1 Financial Services Authority rules	Knowledge
K2 disclosure rules	Knowledge
K3 the pensions market	Knowledge
K4 State pensions and the pensions credit	Knowledge
K5 impact of the new regime	Knowledge
U Demonstrate an understanding of:	
U1. information vs advice	Comprehension
U2. referral process	Comprehension
U3. application form	Comprehension
U4. aspects of financial planning	Comprehension
U5. stakeholder pensions	Comprehension
U6. stakeholder decision trees	Comprehension

Indicative Content
for each Learning Outcome

ApEx13	OVERSEEING ON A DAY-TO-DAY BASIS TAKING PRIVATE CUSTOMERS THROUGH DECISION TREES IN CONNECTION WITH A STAKEHOLDER PENSION SCHEME	
Attainment Level	**Outcome**	**Indicative Content**
K Demonstrate knowledge of	**K1 Financial Services Authority rules**	K1.1 The reason for, and purpose of, stakeholder decision trees K1.2 Key aspects of the FSA rules regarding the use of decision trees in connection with stakeholder pension schemes
	K2 Disclosure rules	K2.1 Key facts document – purpose and broad content K2.2 Cancellation rights
	K3 The pensions market	K3.1 Purpose of pensions: benefits of starting pensions savings; eligibility; significance of relevant earnings K3.2 Taxation of pensions: contributions; investment fund; benefits K3.3 Types and key features of occupational pension schemes K3.4 Types and key features of personal pension schemes K3.5 Concurrency – eligibility
	K4 State pensions and the pensions credit	K4.1 State pensions entitlement; national insurance contributions K4.2 Basic state pensions: eligibility; quantum of benefits; when benefits are payable K4.3 State Second Pension: eligibility; calculation of benefits; contracting out K4.4 State pensions forecast and how to obtain it K4.5 Pension credit: purpose and workings K4.6 Vulnerability of state pensions entitlement and pension credit to changes in government policy
	K5 Impact of the new regime	K5.1 Impact of new regime on pension choices, pensions contribution limits, pension benefit limits K5.2 Significance of new regime for pension savings in pre-existing contracts
U Demonstrate understanding of	**U1 Information vs advice**	U1.1 Nature of the difference between information and advice U1.2 What is and is not permitted in specific circumstances and consequences of breach of rules
U Demonstrate	**U2 Referral process**	U2.1 Importance of referral and when it is appropriate

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Attainment Level	**Outcome**	**Indicative Content**
understanding of	**U3 Application form**	U3.1 Content and importance of each area U3.2 Issues raised by and consequences of incomplete information
	U4 Aspects of financial planning	U4.1 Concept of "priority of needs" U4.2 Considerations of debts and debt repayment U4.3 Considerations of short term savings needs U4.4 Life and health protection: uses and relevance U4.5 Affordability: other financial commitments, importance of budgeting.
	U5 Stakeholder pensions	U5.1 What stakeholder pensions are; who they are suitable for U5.2 Key features of stakeholder pensions: flexibility and charges; how they differ from personal pensions U5.3 Stakeholder contributions: contribution limits (with and without relevant earnings); tax relief U5.4 Stakeholder benefits: how and when taken; lump sum, annuities, guarantees, indexation, spouse's pension; taxation of benefits
	U6 Stakeholder decision trees	U6.1 Which decision tree to use and how to navigate it U6.2 Relevance of assumptions used in pension tables and how to explain them U6.3 Significance of the pension table and how to use it U6.4 Next steps: when client needs more help and where to obtain it U6.5 Requirement for annual updating