

## GLOSSARY OF TERMS

AAT Foundation	Association of Accounting Technician
ACCA	Association of Chartered Certified Accountants
CAT	Certified Accounting Technician
CIM	Chartered Institute of Marketing
CISI	Chartered Institute of Securities and Investments
ICA	International Compliance Association
ICAEW	Institute of Chartered Accountants for England & Wales
ICAI	Institute of Chartered Accountants for Ireland
ICAS	Institute of Chartered Accountants for Scotland
ICSA	Institute of Chartered Secretaries and Administrators
ICSA	Institute of Chartered Secretaries and Administrators
IFA	Institute of Financial Accountants
IOD	Institute of Directors
MBA	Masters in Business Administration

## INVESTMENT INDUSTRY TRAINING MATRIX

This document outlines the formal training matrix of the Bailiwick of Guernsey investment industry. It has been put together by the Investment Advisory Group, a group comprised of representatives from business and professional associations within the investment sector, which meets regularly to discuss the training and development requirements for the sector. The Investment Advisory Group is an initiative set up by the GTA University Centre to foster and develop links with the investment sector to provide essential professional and technical learning.

The matrix is intended to be used for guidance only and should not be interpreted as a statement of mandatory qualifications for the industry as a whole. The purpose of this document is to enable organisations and their employees to chart a path through the wide range of professional programme qualifications available.

Ongoing training in anti-money laundering, IT and Continuing Professional Development is not specified as it is expected that organisations will provide training in these areas for all staff as and when required. Likewise there are some abbreviations used for example, mention is made of the ICA suite of courses but there are too many to list individually.

Access to the training programmes listed can be sought either by contacting the professional body directly or the GTA University Centre on [admin@gta.gg](mailto:admin@gta.gg).



## New Entrants

## Junior Level

## Junior Management

## Senior Management / Director

Accounting

Wealth / Retail

Risk & Compliance

Corporate Governance

Operations

Capital Markets / Corporate Finance

Islamic Finance

Leadership & Management

Sales & Marketing

CAT

AAT

AML Awareness

Fundamentals of Financial Services

CISI Fundamentals of Islamic Finance and Banking

AAT Technician

CISI International Certificate in Wealth and Investment Management  
International Certificate in Wealth and Investment Management (India)

CISI Global Financial Compliance

CISI Risk in Financial Services

CISI Combating Financial Crime

ICSA Certificate

CISI Investment Operations Certificate (IOC)

CISI IT in Investment Operations

CISI Capital Markets Programme

CISI Certificate in Corporate Finance

CISI Islamic Finance Qualification (IFQ)

CMI Level 3

IFA Level 4 Award for SME Financial Accountants

ACCA

CISI International Certificate in Advanced Wealth Management

CISI Private Client Advice unit

CISI Investment Advice Diploma

ICA Certificates and Diplomas

ICSA Diploma

CISI Managing Operational Risk in Financial Institutions

CISI Advanced Certificate in Operational Risk

CISI Advanced Certificate in Global Securities Operations

CISI Level 4 Certificate in Investment Management

CISI Diploma in Islamic Finance + Advanced Diploma in Islamic Finance

CMI Level 5

CIM Certificate in Marketing

ACCA / ICAEW / ICAI / ICAS

CISI Certificate in Private Client Investment Advice & Management

CISI Chartered Wealth Manager Qualification

CISI Diploma in Investment Compliance

ICSA CSQS

CISI Diploma in Investment Operations

CISI Diploma in Capital Markets

CISI Diploma in Corporate Finance

CMI Level 7

MBA

IOD Company Direction Programme

MSc Corporate Governance