

2021 TRAINING



JANUARY 28-29

Investment Governance & Risk Management

Our journey into 2021 starts on this two-day intensive learning in best practice approach to delegated portfolio management essentially to kick off our campaign on the raising of the level of trust in the investment management industry as a critical tool to market development. Learn the A to Z of the practice of sales and relationship management and acquire the necessary skills to enhance your firm as well as personal reputations in the money management industry.

Day 1

1. The investment management process;
2. Why delegated portfolio management?;
3. Options to cost-efficient portfolio management;
4. Agency problem in the industry;
5. Communication challenges – sales and account updates.

Day 2

1. Management and Performance fees – adviser and manager remunerations;
2. Suggested governance framework – retail and institutional investors;
3. Overcoming agency problems in the framework:
 - a. Manager selection;
 - b. Evaluation;
 - c. Benchmarks and importance;
 - d. Optimal Management Contracts.
4. Asset owner and Manager responsibilities;
5. Case studies – application of key concepts to live situations.

Training is open to all interested stakeholders in the industry: Asset Owners, Investment Advisers & Managers, Analysts and Regulators, etc.

Course Fee: NGN50,000.00 (inclusive of Taxes)