

**OCTOBER 25-26**

**9:00am to 3:00pm**

## **Investment Governance & Risk Management (On-line)**

This is a two-day intensive learning programme in best practice approaches to delegated portfolio management essentially in our campaign to raise the level of trust in the investment management industry as a critical tool for 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. Analysis: Agency problem in the industry – Sources and Risks;
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. Analysis: Benchmarks and importance – Adverse Selections & Moral Hazards;
  - d. Optimal Management Contracts.
4. Asset owner and Manager responsibilities;
5. Case studies – application of key concepts to live situations.

**Please NOTE:** Link to Zoon Training Room will be sent to registered delegates 24 hours before start time.

This Course is also available on demand and in-person subject to further terms and conditions.

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

**Course Fee: NGN1450,000.00 (inclusive of Taxes)**

**Contact: 08185123444**