

# WELCOME TO THE FIRST EDITION OF THE JERSEY INTERNATIONAL BUSINESS SCHOOL NEWSLETTER

Since launching in February, JIBS has trained over 500 delegates on professional qualifications, programmes and short courses. We have also liaised extensively with our Corporate Partners and the wider market to hone our understanding of the market's training needs. Consequently we are able to announce the launch of a number of new qualifications and training programmes from September 2010.

Skills are at the centre of the economic battleground. Never before has the skills agenda been so vital to Jersey's success. The JIBS ethos is to offer the best qualifications and training opportunities to enable Jersey to compete successfully on the global stage.



## JIBS Qualifications Tabled by JFSC

Following representations by JIBS to the JFSC, the following professional qualifications have been included in Table 4:

- ICA Diploma in Compliance
- ICA Diploma in AML
- ICA Diploma in Financial Crime Prevention
- CLT Diploma in Fund Administration

Additionally the following qualifications have been included in Table 5:

- ICA Advanced Certificate in Compliance & Financial Crime
- CLT Advanced Certificate in Fund Administration
- CISI Certificate in Risk in Financial Services





## Corporate partners

JIBS is grateful for the ongoing support of its Corporate Partners listed below:

AIB  
Altis Partners  
Appleby  
ASL  
BakerPlatt  
Barclays Wealth  
BNP Paribas  
Brevan Howard  
Capco  
CITI  
Cronus Consultancy Ltd  
Dominion  
Herald Group  
HSBC  
Immediate Impact Ltd  
JEC  
Jersey Trust Company  
Lloyds TSB  
Ogier  
Quilter  
Rathbone Investment Management  
International  
RBC  
Reads & Company Limited  
Rossborough Group  
SandpiperCI  
S G Hambros  
UBS

JERSEY  
INTERNATIONAL  
BUSINESS  
SCHOOL  
CORPORATE  
PARTNER

# THE BENEFITS OF CORPORATE PARTNERSHIP

### The benefits of corporate partnership include:

- Managed relationship
- A 10% discount on the cost of all short courses and programmes
- A 5% discount on the cost of all professional qualifications. This unique discount for Corporate Partners has been negotiated with suppliers.
- Provision of a discount code to be used for all online or paper based bookings. Our booking system will automatically apply the applicable discount.
- Invitation to JIBS Annual Directors Convention
- Participation in bi-annual Employer Forums for Training and HR managers.
- Increased profile resulting from identification on JIBS website and literature as a Corporate Partner.
- Approved usage of the JIBS Corporate Partner Logo.
- Discounted use of Business School training facilities for in-house training or strategy events.
- To become a Corporate Partner please contact Sally Gallichan on 816333 or [sallygallichan@jerseyibs.com](mailto:sallygallichan@jerseyibs.com)

## JIBS NEWS

# JIBS ACQUIRES FORWARD

Forward Training has, for almost a decade, been a popular choice for the delivery of bespoke in-house training on all aspects of financial crime prevention, compliance, governance and training for directors.

The deal is good news for JIBS and Forward clients. In addition to its extensive range of professional qualifications JIBS will now be able to provide both open courses and in-company training solutions.

The acquisition of Forward by JIBS provides JIBS with a faculty of seven trainers and will mean that in future all Forward Training will be delivered under the JIBS banner.



## New tutor joins JIBS

JIBS is delighted to welcome back to Jersey the highly regarded trainer Natalie Dimond (nee Winslow) who joins the JIBS faculty on 1st September.

Natalie will deliver bespoke in-house training for JIBS clients on accounting, tax, investments, risk management and governance.

After spending 9 years running Reed Business School in the UK Natalie has decided to enjoy the good life once again in Jersey.

Natalie has delivered training on all aspects of accounting and tax for ACCA, ICSA and the IAC programmes and progressed to delivering bespoke in-house training for clients. Over the last three years Natalie has built up a Finance division at Reeds Business School which is leading the way in the provision of training in response to the Retail Distribution Review (RDR) regulations.



**Natalie Dimond**

## IMPORTANT INDUSTRY NEWS

# RETAIL DISTRIBUTION REVIEW (RDR)

The RDR was launched by the FSA in June 2006 to address many of the persistent problems observed in the retail investment market.

Increasing professional standards has been a key aim of the RDR. In CP09/31, the FSA clarifies details regarding the new level four standards. This includes a list of transitional, existing or legacy qualifications that can be used by existing advisers to demonstrate that they meet the higher level exam requirements and a set of new core standards for the level four exams which were finalised recently. The FSA sets out how the gaps between existing and legacy level four (or higher) qualifications

and the new exam standards need to be met through appropriate 'top-up' continuing professional development (CPD).

The deadline for existing advisers to obtain a level four qualification has been confirmed as 31 December 2012. The date for new advisers is yet to be determined by the FSA.

In response to this important development JIBS will offer the following:

- Chartered Institute of Insurance Diploma in Regulated Financial Planning
- CISI Diploma

## Enhanced Scrutiny of NEDs

The Financial Services Authority (FSA) has warned it will continue its drive to improve competency levels of non-executive directors at financial firms. Recent bank failures have been attributed in part to NED failures and pressure on NEDs in the UK and in Jersey is likely to grow.

Company Direction. Isn't it time you were able to claim that your directors were qualified in company direction?

In response, JIBS is offering an IoD short course specifically for NEDs and the coveted IoD Diploma in



## NEW JIBS COURSES

# IoD SHORT COURSES OFFERED FOR THE FIRST TIME IN JERSEY



JIBS has been chosen to partner with the IoD to offer four courses for directors for the first time ever in Jersey.

The pressure on all directors, including NED's to raise their game has never been more intense. The IoD is the leading provider of high quality training for Directors globally.

The following courses will be run by accomplished IoD trainers from London:

- The Role of the Managing Director (29 June 2010)
- The Role of the Company Director and the Board (8-9 November 2010)
- The Role of the Company Secretary (22 November 2010)
- The Role of the Non Executive Director (24 November 2010)

1 day course - £500 (IoD member), £550 (non-member)  
2 day course - £795 (IoD member), £880 (non-member)



Because of the intensity of these courses delegate places are strictly limited. For further information or to book a place please contact Siobhan Rondel on 816331 or email [siobhanrondel@jerseyibs.com](mailto:siobhanrondel@jerseyibs.com)

## Access China with JIBS

We are delighted to announce the launch of three new training programmes with Tim Nash of Access China. From September 2010 all Access China courses will transfer to JIBS.

- Chinese for Beginners
- Chinese for Beginners Plus
- Conducting Business with the Chinese

The 'Tiger economies' form a hugely important market that no business in Jersey can afford to ignore. Conducting business with Chinese speaking peoples requires an understanding of the elements of

language, culture and business etiquette. Tim Nash is a fluent Chinese speaker who, having immersed himself in Chinese culture, delivers superb quality, accessible training for trainees at all levels. please contact Sally Gallichan on 816330 or email [sallygallichan@jerseyibs.com](mailto:sallygallichan@jerseyibs.com)



Tim Nash being welcomed to the Shanghai Stock Exchange in September 2008.

# New JIBS professional qualifications

## International Association of Book-keepers (IAB)



## Chartered Institute of Insurance Diploma in Regulated Financial Planning

Starting September 2010

Our IAB Qualification Programmes will be delivered by two highly experienced and sought after tutors formerly of Highlands College. The Programmes are designed for delegates who wish to pursue a career in book-keeping or who already fulfil a book-keeping role.

### From September JIBS will run the following:

- IAB Level 1 and 2 Certificate in Book-keeping
- IAB Level 3 Diploma in Accounting and Advanced Book-keeping
- IAB Level 4 Diploma in Accounting and International Standards

All delegates will receive a copy of the foundation, intermediate or final level book-keeping study text included in the cost of the programmes

### Programme Cost

Level 1 & 2 - £530 (combined cost)  
Level 3 & 4 - £600 (per Level)

JIBS is offering intensive 2 day crammer workshops leading to the Diploma.

The Diploma will be suitable both for new entrants and experienced advisers seeking to upgrade to Level 4 Comprising 6 units covering:

- (R01) Financial services, regulation and ethics
- (R02) Investment principles and risk
- (R03) Personal taxation
- (R04) Pensions and retirement planning
- (R05) Financial protection
- (R06) Financial planning practice

The Diploma requires no qualification top-up and will make holders eligible for DipPFS status.

### Chartered Management Institute

JIBS is in the process of becoming a CMI Approved Centre and from October will offer the following Qualifications:

Management & Leadership – Levels 3-7  
Coaching & Mentoring – Levels 3-7



## Full List of Professional Qualifications offered through JIBS

Qualification	JFSC category
STEP Certificate in International Trust Management	TCB Table 5
STEP Diploma in International Trust Management	TCB Table 4
ICA Diploma in Compliance	TCB Table 4
ICA Diploma in Money Laundering Prevention	TCB Table 4
ICA Diploma in Financial Crime Prevention	TCB Table 4
ICA Certificate in Money Laundering Prevention	TCB Table 5
CLT Diploma in Fund Administration	TCB Table 4
CLT Advanced Certificate in Fund Administration	TCB Table 5
IAB Level 1 and 2 Certificate in Book-keeping	N/A
IAB Level 3 Diploma in Accounting and Advanced Book-keeping	N/A
IAB Level 4 Diploma in Accounting and International Standards	N/A
IoD Diploma in Company Direction	TCB Table 4
CISI Certificate – Risk in Financial Services	TCB Table 5
CISI Diploma in Financial Services	IB Codes
CII Diploma in Regulated Financial Planning	IB Codes
CMI Management & Leadership Levels 3-7	N/A
CMI Coaching & Mentoring Levels 3-7	N/A

## University of Manchester Business School (MBS) Top Up Degrees

MBS has confirmed that it will shortly be launching the new top up programmes as follows:

### BSc (Hons) Management and Trust and Estates

A four module 120 credit programme designed for delegates who have completed the STEP Diploma in International Trust.

### BSc (Hons) in Management and Compliance

A four module 120 credit programme for delegates, who have completed the ICA Diploma(s) in Compliance, Anti Money Laundering or Financial Crime Prevention.

The University has confirmed that brochures for these programmes should be available by the end of June 2010 and Briefing Sessions, where individuals can learn more about these programmes, will be held at the Jersey International Business School (JIBS) in quarter 3 of 2010.



# IN-COMPANY TRAINING

An increasing number of organisations prefer bespoke in-company training solutions to satisfy their training needs. With a faculty of seven experienced trainers JIBS is trusted to design and deliver a range of highly practical in-company programmes to a large number of organisations in Jersey.

The hallmark of our in-company training is its practicality, focus and subject matter expertise. All case studies are based on sanitised but real life scenarios.

#### **Jo French**

AML, SAR's, Compliance, Governance, Directors Duties, Trust and Co Admin, Co Secretarial, Book-keeping

#### **Emma Boustouler**

EOP's, Governance, Trust & Co Admin, Co Secretarial

#### **Natalie Dimond**

Tax, Accounting, Investments, Governance, Company Secretarial, Management

#### **David Loader**

Fund Administration

#### **Sally Gallichan**

Management & Leadership, Coaching & Mentoring, Human Resources, Learning & Development

#### **Ed Shorrocks**

Risk management, all aspects of Financial Crime, Sanctions, MLRO's, MLCO's, Compliance

#### **Stephen Platt**

Boardroom Briefings

To commission a training needs analysis or to discuss any aspect of your training needs please contact Jo French, Emma Boustouler or Sally Gallichan



## JIBS Scholarship

JIBS has launched its Bursary Scheme, which seeks to attract the brightest students irrespective of their ability to pay for a course of study. The thinking is that, if someone is particularly keen and able to undertake a qualification that will enable them to develop a successful career, they should have the opportunity to do so.

The JIBS Bursary Scheme is open to all Jersey residents who wish to pursue a course of study at the School that will lead to a professional qualification. As qualifications are launched throughout the year, the Scheme will run on an ongoing basis. Further information about the Scheme and the Application Forms is available from the School's website, [www.jerseyjibs.com](http://www.jerseyjibs.com).

The financial support for the Bursary students is made possible through the JIBS Corporate Partnership Programme.



## IMPORTANT DATES FOR YOUR DIARY

- JIBS HR professional Forum – 9th July 2010  
(Free for Corporate Partners)
- Free IOD Diploma Information Session – 10th September 2010
- Free ICA Diploma in AML Briefing Session – 26th October 2010
- JIBS Inaugural Directors Convention – 3rd November 2010  
(Free for Corporate Partners)