

Introduction to Investment The Foundation Qualification

What is the Introduction to Investment?

This qualification provides a comprehensive introduction to the financial services industry, with a specific focus on investments. It is the first step in the CISI's qualification pathway, and is taken by many practitioners as it is the foundation exam for higher level CISI qualifications.

The qualification covers key financial principles and products in depth including assets and markets, equities, bonds, derivatives, investment funds and taxation, investment wrappers and trusts.

It explores the broader economic environment in which the financial services industry operates and looks at how economic activity is determined and managed in different economic and political systems. The qualification offers a first introduction to financial services regulation and ensures candidates are provided with an understanding of ethical behaviour and acting with integrity.

Who should study the qualification?

It is intended for new entrants and staff who are beginning their career in the financial services industry. The broad topics covered make the qualification suitable for all staff, not just those responsible for making investment decisions, including administration, finance and accounting, IT, customer services, sales and marketing and HR and training. The CISI and the Investment Association recommend that the Introduction to Investment is part of an induction programme taken by all new employees, irrespective of job title.

Ofqual approval

The Introduction to Investment is regulated by Ofqual (on its Regulated Qualifications Framework) as the level 3 Award for Introduction to Investment. The Total Qualification Time for this qualification is 81 hours. Visit [cisi.org/ofqual](https://www.cisi.org/ofqual). On the European Qualifications Framework, this equates to a level 4 qualification. For further information visit [cisi.org/eqf](https://www.cisi.org/eqf)

Key features

- **A comprehensive entry-level qualification** – provides a detailed overview of investment and industry terminology
- **First step in the CISI's qualification pathway** – can be taken as a stand-alone qualification or as part of the Investment Operations Certificate (IOC)
- **Recognised by the Financial Conduct Authority (FCA)** – listed on the FCA's Appropriate Qualifications table
- **Free CISI Student membership** – become associated with a Chartered professional body and take advantage of an extensive range of benefits
- **Ideal for induction purposes** – can be integrated into induction programmes to ensure a benchmark level of understanding amongst all employees

supported by

THE
INVESTMENT
ASSOCIATION

Syllabus Summary

- Introduction
- Economic environment
- Financial assets and markets
- Equities
- Bonds
- Derivatives
- Investment funds
- Financial services regulation
- Other financial products

Studying for the Introduction to Investment

80 hours of study is required for this exam. You can choose to self-study for the exam using the CISI learning manual and elearning or have formal training with one of our Accredited Training Partners (ATP). To find an ATP near you visit, [cisi.org/atp](https://www.cisi.org/atp)

The CISI's learning manual policy requires, where available, the most up-to-date CISI learning manual to be purchased when booking an exam, including by an ATP on your behalf. This applies to all candidates sitting CISI exams in the UK (includes Northern Ireland, Guernsey, Jersey and Isle of Man). Candidates sitting CISI exams outside of the UK will receive the most up-to-date learning manual for that subject in PDF format and this is included in the international exam price.

Assessment

The Introduction to Investment is a one-hour exam consisting of 50 multiple-choice questions. The pass mark for the exam is 70%. The exam is delivered by Computer Based Testing (CBT). A worldwide network of test centres is available, ensuring flexible scheduling, instant results and ease of completing the exam on screen. Visit [cisi.org/cbt](https://www.cisi.org/cbt) to find your nearest venue.

Book your exam

Online – [cisi.org/intro](https://www.cisi.org/intro)
 By phone – +44 20 7645 0777
 Via email – customersupport@cisi.org

Don't forget to set your results preferences afterwards at [cisi.org/resultsdashboard](https://www.cisi.org/resultsdashboard)

Visit [cisi.org/prices](https://www.cisi.org/prices) for current prices

Next steps

CISI Membership

If you successfully complete the Introduction to Investment you will be eligible for Affiliate membership of the CISI. CISI membership enables you to develop your career, increase your competence and maintain the highest standards of personal integrity. The programme of free professional benefits assists you to keep up to date with the industry. Visit [cisi.org/membership](https://www.cisi.org/membership)

Further CISI qualifications

Completing this foundation qualification will give you access to further CISI qualifications, including the full Investment Operations Certificate (IOC). Visit [cisi.org/ioc](https://www.cisi.org/ioc)