

# UK Financial Regulation

## Holistic Assessment of Knowledge and Understanding Covered in Units 1–6 Certificate in Mortgage Advice and Practice (CeMAP®)

### Module 3 – Syllabus

#### Learning Outcomes

##### *Unit 7 Holistic assessment of knowledge and understanding covered in Units 1–6*

Demonstrate an ability to analyse consumers' circumstances and suitable mortgage solutions taking account of any existing arrangements

Demonstrate an ability to apply suitable mortgage solutions to specific consumers' circumstances

Demonstrate the ability to identify consumers' needs and demands and recommend suitable and affordable mortgage solutions, using their knowledge and understanding of

- 1 the advice process
- 2 the UK finance industry, and the regulatory and ethical framework for giving mortgage advice
- 3 the different types of mortgage solution and the criteria for determining their suitability and affordability

The holistic paper will test analysis, synthesis and evaluation.

#### Detailed Syllabus

##### *Unit 7 Holistic assessment of knowledge and understanding covered in Units 1–6*

Demonstrate an ability to analyse:	1 consumers' circumstances and suitable mortgage solutions taking account of any existing arrangements	1.1 Factors shaping consumers' circumstances and borrowing purposes 1.2 How to assess affordability and suitability 1.3 How to assess the long term performance of mortgage products 1.4 Methods of identifying and reviewing suitable product solutions 1.5 How to assess the impact of new solutions on existing arrangements
Demonstrate an ability to apply:	1 suitable mortgage solutions to specific consumers'	1.1 The range of solutions available to suit different types of circumstance 1.2 The criteria for matching solutions to consumer needs and demands

	circumstances	1.3 How to explain interest rates, volatility and related technical matters to lay people 1.4 Factors influencing the way in which recommendations are presented 1.5 How to check consumers' understanding of recommendations 1.6 Consumer rights and the regulatory requirements apply to the provision of investment advice
<p>Demonstrate the ability to identify consumers' needs and demands and recommend suitable and affordable mortgage solutions, using their knowledge and understanding of</p> <ul style="list-style-type: none"> <li>• the advice process</li> <li>• the UK finance industry, and the regulatory and ethical framework for giving mortgage advice</li> <li>• the different types of mortgage solution and the criteria for determining their suitability and affordability</li> </ul>		