

CA ZAMBIA

PRACTICAL TRAINING COMPETENCE FRAMEWORK

1.0 INTRODUCTION

1.1 ZICA's Vision and Mission Statement

ZICA's vision is, "A reputable leader in developing finance and business professionals"

This vision is translated into the following mission statement:

"ZICA will protect public interest through the regulation of the accountancy profession to the satisfaction of stakeholders"

In the implementation of this Mission ZICA Council and Secretariat are governed or regulated by the following ethos and values:

- **1. Integrity:** We are resolved to be honest and truthful in all our dealings with our stakeholders.
- 2. Customer Centric: We are customer focused.
- **3.** Accountability: We are answerable for our activities and take full responsibility for our actions.
- **4. Excellence**: We strive to be outstanding in everything we do in order to ensure quality service delivery.
- 5. Innovation: We adopt the best business transformation initiatives in order to ensure quality service delivery.
- **6. Professionalism:** we provide a level of excellence or competence that is expected of a professional.

1.2 Practical Experience Requirements of IFAC

The International Federation of Accountants (IFAC) is a global organisation for the accountancy profession with 155 member organisations (of which ZICA is one) in 113 countries. IFAC members represent 2.4 million accountants employed in public practice, industry and commerce, government and academe.

IFAC's purpose is to serve the public interest and contribute to the strengthening of the international economy by developing the global accountancy profession, establishing high quality standards and promoting international convergence of standards.

IFAC's International Education Standard IES 5: Initial Professional Development – Practical Experience, prescribes the practical experience IFAC member bodies should require their members to obtain before qualification as professional accountants. The aim of IES 5 is to ensure that candidates seeking to qualify as professional accountants have acquired the practical experience considered appropriate at the time of qualification to function as competent professional accountants.

IFAC states that "the period of practical experience in performing the work of professional accountants should be a part of the pre-qualification program. This

period should be long enough and intensive enough to permit candidates to demonstrate they have gained the professional knowledge, professional skills, and professional values, ethics and attitudes required for performing their work with professional competence and for continuing to grow throughout their careers. The period of practical experience should be a minimum of three years".

On Monitoring and Control, IFAC requires that "the member body and/or regulatory authority should ensure that the practical experience candidates have gained is acceptable. Experience leading to qualification as a professional accountant should be conducted under the direction of a mentor who is an experienced member of an IFAC member body. For a program of practical experience to be effective, it is necessary for the professional body or regulatory authority, the trainee, mentor and the employer to work together. The program of practical experience should be mutually beneficial to both the trainee and the employer and be developed together. A record of the practical experience gained should be reviewed periodically by the mentor".

Specifically, IFAC sets out the following steps that professional bodies should take:

- a) establishing a monitoring system, normally on a sampling basis, that provides for monitoring and reporting of the practical experience obtained;
- b) providing detailed written guidance for employers, mentors and trainees regarding the program of practical experience and their roles and responsibilities;
- c) establishing a mechanism for approving employers as suitable for providing the appropriate experience for trainees;
- d) assessing and approving the practical experience environment before commencement of experience. (For example, the nature and scope of practical experience and the training arrangements of employers need to be reviewed to ensure that trainees would receive proper direction, supervision, mentoring, counselling and evaluation);
- e) assessing, prior to membership, the practical experience gained on the basis of written submissions possibly supported by oral submissions made by trainees appropriately supported;
- f) providing feedback to trainees and certifying when competences have been achieved;
- g) monitoring employers and mentors previously approved. The review may advise on areas that need improvement or may recommend that approval be withdrawn if conditions have changed to the extent that relevant experience criteria are not being met;
- h) establishing a system of periodic reporting to cover changes, if any, in the nature, scope and content of the trainees' practical experience if it is impractical to visit all approved employers; and
- i) undertaking a periodic study of the competences required by professional accountants to help to ensure that the practical experience gained is relevant and appropriate.

2.0 CA ZAMBIA

2.1 Components of CA Zambia

The Chartered Accountant (CA) qualification combines two components:

- completion of CA Zambia's three level examinations and
- 3 years full time equivalent Practical Experience, under the guidance of a mentor who must be a Chartered Accountant.

2.2 The elements of Practical Experience

The practical experience component of the CA Zambia programme has three elements:

- Three years (full time equivalent) employment in a relevant accounting role with an approved employer.
- Mentored by a Chartered Accountant, who is a member of ZiCA or other Institutes of Chartered Accountants approved by ZiCA.
- Demonstration of the required levels of technical and non-technical competencies

3.0 TECHNICAL AND NON-TECHNICAL COMPENTENCIES

3.1 What is Competence?

The International Federation of Accountants (IFAC) defines competency as:

'the ability to perform a work role or task to a demonstrated defined standard. To meet a competency standard, the activity is performed under specified conditions to the specified standard of performance'

3.2 Competence framework

ZiCA has developed a competence framework in the CA Zambia syllabus to define the level of competence required to qualify as a Chartered Accountant and become member of ZiCA.

| Level 1 - | Carry out work tasks that are characterized by low levels of |
|------------|--|
| Foundation | ambiguity, complexity, and uncertainty |

| Level 2 - | Carry out work tasks that are characterized by moderate levels |
|--------------|--|
| Intermediate | of ambiguity, complexity, and uncertainty. |

| Level 3 - | Carry out work tasks that are characterized by high levels of |
|-----------|---|
| Advanced | ambiguity, complexity, and uncertainty |

Within the competence framework, ZiCA identifies a range of technical and nontechnical competencies. The achievement of all competencies will be recorded by the candidate and validated by the mentor in the ZiCA assessment tool.

3.3 Technical Competencies

Technical competencies are prescribed in nine areas of accounting work. The technical competencies have been grouped between core and non-core accounting areas.

To become a Chartered Accountant, a candidate will need to demonstrate all the competencies in at least two (2) of the following nine technical areas at the intermediate level i.e. level 2. The two (2) selected technical competencies must include at least one (1) core competency.

Core

- 1. Financial Accounting and Reporting
- 2. Audit and Assurance
- 3. Taxation
- 4. Management Accounting
- 5. Financial Management

Non-core

- 6. Strategic Business Analysis
- 7. Information Technology
- 8. Accounting Education
- 9. Financial Advice

3.4 Non-Technical Competencies

To become a Chartered Accountant, a candidate will also need to demonstrate competency in all of the following 6 non-technical areas:

- 1. Teamwork and leadership
- 2. Organisational skills
- 3. Analytical, research and evaluation
- 4. Intellectual skills
- 5. Exercising ethical and professional behaviour
- 6. Communication and interpersonal skills

3.5 Prescribed Tasks for each Competence

The competencies include descriptions of tasks underlying each competency statement. These can be used as performance criteria to assess achievement against the competency statement. Candidates are expected to achieve all tasks for each of their chosen areas at the required level.

3.5.1 Technical Competencies

FINANCIAL ACCOUNTING AND REPORTING

| C | Competencies | | |
|-------|--|---------|--|
| FAR 1 | Apply accounting principles to record and account for | FAR 1.1 | Evaluates source documentation and information |
| | financial transactions and events | FAR 1.2 | Evaluates and accounts for transactions and events using applicable accounting principles and International Financial Reporting Standards (IFRSs) or other relevant standards |
| | | FAR 1.3 | Prepares reconciliations of financial information, such as bank reconciliations, payables reconciliations, receivables reconciliations and other general ledger reconciliations |
| | | FAR 1.4 | Prepares an extended Trial balance |
| FAR 2 | Evaluate the appropriateness of accounting policies and frameworks | FAR 2.1 | Evaluates the appropriateness of the accounting framework based on the entity's financial reporting needs. |
| | | FAR 2.2 | Evaluates accounting policies in accordance with the appropriate accounting framework |
| FAR 3 | Prepares or evaluates financial statements and accompanying notes | FAR 3.1 | Prepares or evaluates financial statements for single entities or for groups in accordance with the IFRSs or other relevant standards |
| | | FAR 3.2 | Prepares or evaluates notes to the financial statements for single entities or for groups in accordance with the IFRSs or other relevant standards |
| | | FAR 3.3 | Prepares or evaluates the non-financial information in the annual financial statements, for example Directors' Report, Corporate Governance Report, Sustainability Report etc. |
| FAR 4 | Analyse and interpret financial statements and non-financial information | FAR 4.1 | Calculates the profitability, liquidity, efficiency (activity) and solvency ratios |
| | (such as sustainability report) for entities | FAR 4.2 | Based on the ratios calculated in FAR 4.1, evaluates the performance, efficiency (activity), solvency and liquidity ratios from the financial statements and non-financial |

| | information |
|--|-------------|
| | |

AUDIT AND ASSURANCE

| C | ompetencies | Tasks | |
|------|---|--------|---|
| AA 1 | Evaluate the legal, regulatory, technical, professional and ethical issues involved with audit | AA 1.1 | Advises on the technical, professional, and ethical issues that may arise during audit and assurance engagements |
| | and assurance engagements | AA 1.2 | Evaluates extent of legal liability including criminal and civil law liability and professional negligence issues and how they can be mitigated. |
| AA 2 | Apply best practice in acceptance of audit and assurance engagement | AA 2.1 | Analyses the legal, professional and ethical issues during the acceptance of audit and assurance engagements |
| | | AA 2.2 | Analyses the potential issues that determine the nature, scope and extent of an audit or assurance engagement |
| | | AA 2.3 | Evaluates the considerations for an auditor of risk issues identified prior to accepting an engagement |
| | | AA 2.4 | Drafts or evaluates an appropriate engagement letter based on the engagement terms including those agreed with a client and those imposed by laws and regulations |
| AA 3 | Apply best practice in management of audit and | AA 3.1 | Plans resource needs of an audit or assurance engagement |
| | assurance engagement | AA 3.2 | Evaluates appropriate quality control measures at firm level and during the course of an audit or assurance engagement. |
| | | AA 3.3 | Evaluates the extent to which audit and assurance functions of a client can be used or relied upon. |
| | | AA 3.4 | Evaluates appropriate monitoring and review procedures to effectively manage an audit or assurance engagement. |
| AA 4 | Plan audit and assurance assignments | AA 4.1 | Obtains understanding of the client's business and environment and documents this information |
| | | AA 4.2 | Obtains understanding of the client's internal controls and documents the internal controls |

| - | | | Applies applytical proceedures used to |
|------|---|---------|--|
| | | AA 4.3 | Applies analytical procedures used to |
| | | | plan an audit or assurance engagement |
| | | AA 4.4 | Evaluates and communicates the audit |
| | | | risks i.e. inherent risk, control risk, |
| | | | and detection risk |
| | | AA 4.5 | Evaluates the appropriateness of the |
| | | | going concern assumption |
| | | AA 4.6 | Evaluates the client's business risks |
| | | AA 4.7 | Evaluates the risk of material misstatement at an overall financial statement level |
| | | AA 4.8 | Evaluate the risk of material |
| | | | misstatement at the assertion level for classes of transactions, account balances and disclosures |
| | | AA4.9 | Evaluates the risks arising from |
| | | | accounting manipulation, error, fraud or other irregularities |
| | | AA4.10 | Identifies and evaluates factors that |
| | | AA4.10 | affect the planning materiality |
| | | AA 4.11 | Calculates and documents the level of |
| | | AA 4.11 | |
| | | | planning materiality for an audit engagement |
| | | AA 4.12 | Designs or selects appropriate tests of |
| | | AA 4.12 | internal control, including the |
| | | | determination of sample sizes and methods of selection |
| | | AA 4.13 | Designs or selects appropriate substantive tests of detail, including the determination of sample sizes and |
| | | | methods of selection |
| | | AA 4.14 | Designs or selects appropriate substantive analytical review procedures |
| | | AA 4.15 | Evaluates the need to use Computer assisted audit techniques to gather suitable audit evidence. |
| | | AA 4.16 | Drafts or evaluates an audit plan with justifications of judgements made for an audit or assurance engagement. |
| AA 5 | Execute audit and assurance assignments | AA 5.1 | Performs the planned tests of internal control and document the evidence |
| | | AA 5.2 | Performs the planned substantive tests of detail and document the evidence |
| | | AA 5.3 | Performs the planned substantive analytical review procedures and |
| | | | document the evidence |

| | | AA 5.4 | Evaluates the internal controls and procedures |
|------|------------------------|--------|--|
| AA 6 | Conclude and report on | AA 6.1 | Evaluates evidence and results of the |
| | audit and assurance | | tests and analysis |
| | assignments | AA 6.2 | Prepares report and communicates |
| | | | with management, directors and those |
| | | | charged with governance on issues |
| | | | identified during the audit assignment |
| | | AA 6.3 | Performs a subsequent events review |
| | | | to identify subsequent events that may |
| | | | require adjustment or disclosure |
| | | AA 6.4 | Evaluates the management |
| | | | representation letter and recommends modifications where applicable. |
| | | AA 6.5 | Evaluates the appropriateness of the going concern assumption |
| | | AA 6.6 | Drafts appropriate audit or assurance |
| | | | report in accordance with the local law |
| | | | and international standards on auditing |

TAXATION

| Compete | encies | Tasks | |
|---------|--|--------|--|
| TA 1 | Calculates or evaluates the income tax payable by an | TA 1.1 | Evaluates taxable and exempt income for an individual |
| | individual and prepare or evaluates income tax returns for submission ZRA in | TA 1.2 | Evaluates allowable deductions as per the relevant legislation |
| | compliance with the requirements of legislation. | TA 1.3 | Calculates the income tax payable by an individual |
| | | TA 1.4 | Prepares or evaluates income tax returns |
| | | TA 1.5 | Submits the returns on time to ZRA |
| TA 2 | Calculates or evaluates the income tax payable by legal | TA 2.1 | Evaluates type of legal entity i.e. whether private, public, farming etc. |
| | entities and prepare or evaluates income tax returns | TA 2.2 | Evaluates taxable and exempt income for the legal entity |
| | for submission ZRA in compliance with the | TA 2.3 | Evaluates allowable deductions for the entity as per the relevant legislation |
| | requirements of legislation. | TA 2.4 | Calculates the income tax payable by the entity |
| | | TA 2.5 | Prepares or evaluates income tax returns |
| | | TA 2.6 | Submits the returns on time to ZRA |
| TA 3 | Calculates other taxes payable (such as VAT, Customs Duty, and Property | TA 3.1 | Identifies and calculates deductions for other taxes as per the relevant legislation |
| | Transfer Tax etc.) and | TA 3.2 | Calculates the tax liability |
| | prepare appropriate statutory returns for | TA 3.3 | Completes appropriate statutory returns for submission to ZRA |
| | submission to ZRA in compliance with the requirements of legislation. | TA 3.4 | Submits the returns on time to ZRA |
| TA 4 | Advise on the taxation implications of various | TA 4.1 | Evaluates the tax law on financial instruments |
| | financial arrangements that could be made by individuals or legal entities | TA 4.2 | Advises on the taxation implications of various financial instruments that could be made by individual and legal entities |
| TA 5 | Advise Zambian individuals and legal entities on | TA 5.1 | Evaluates the tax circumstances on an individual or legal entity |
| | international dimensions relevant to their taxation | TA 5.2 | Assesses the liability to tax on international dimensions taking into |

| | circumstances | | account, liability to tax on foreign transactions, applicable treaty agreements, double taxation relief, tax anti-avoidance rules |
|------|---|--------|--|
| TA 6 | Advises on appropriate tax planning issues for individuals and legal entities | TA 6.1 | Makes appropriate recommendations on the measures to minimise or defer tax liabilities for individuals and legal entities |

| Compet | Competencies | | |
|--------|--|--------|---|
| MA 1 | Apply appropriate costing methods | MA 1.1 | Records costs for labour, material and overheads |
| | | MA 1.2 | Performs cost classification |
| | | MA 1.3 | Applies different costing methods to ascertain the cost products and services, including inventory valuation methods |
| MA 2 | Apply costing techniques to support management decision making | MA 2.1 | Applies appropriate costing techniques to analyze cost behaviour and the drivers of costs |
| | | MA 2.2 | Performs cost volume profit and break even analyses using both numerical and graphical techniques to provide relevant information for management decision making. |
| | | MA 2.3 | Analyses non-financial data to provide relevant information for management decision making. |
| | | MA 2.4 | Makes recommendations on business decisions, e.g. make or buy, introduction or discontinuation of a business line, acceptance or rejection of a project, etc. |
| | | MA 2.5 | Prepares and presents reports to support management decision making |
| MA 3 | Apply managerial budgetary control systems | MA 3.1 | Evaluates the different types of budgets that may be employed in organisations |
| | | MA 3.2 | Prepares or evaluates the budget using the specific organisation process |
| | | MA 3.3 | Applies flexible budgeting techniques to a given scenario |

| | | MA 3.4 | Compares and analyses the actual results against the budget (i.e. performs variance analysis) |
|------|---|--------|---|
| | | MA 3.5 | Prepares variance reports and advises management on the outcomes of the variance analysis |
| MA 4 | Advise management on suitable product or service | MA 4.1 | Calculates product and service prices using different costing methods |
| | pricing | MA 4.2 | Advises management upon suitable pricing strategies |
| MA 5 | Evaluate the performance of products and business segments. | MA 5.1 | Evaluate appropriate performance measures to support strategic decisions, or entity management decisions, or divisional management decisions |
| | | MA 5.2 | Evaluates suitable monitoring and control mechanisms on strategic performance choice, or entity performance choice, or divisional performance choice. |
| | | MA 5.3 | Evaluates IT and human resources to support performance management |
| | | MA 5.4 | Prepares and presents performance management reports |

FINANCIAL MANAGEMENT

| C | Competencies | Tasks | |
|------|---|--------|---|
| FM 1 | Evaluate financing options for an organisation | FM 1.1 | Identifies and selects sources of finance taking into account company policy and business strategy |
| | | FM 1.2 | Evaluates the costs of different financing methods |
| | | FM 1.3 | Evaluates a financial proposal or a business plan |
| | | FM 1.4 | Based on the evaluation in FM 1.2 and 1.3 above, advises on the suitable financing method |
| FM 2 | Appraise investments | FM 2.1 | Assesses appropriate investment appraisal techniques based on a given business scenario |
| | | FM 2.2 | Assesses appropriate discount factors or rates used to undertake an investment appraisal based on a given business scenario, data and information. |
| | | FM 2.3 | Applies the investment appraisal methods taking into account inflation and tax |
| | | FM 2.4 | Assesses other factors that need to be considered beyond basic investment appraisal analysis, such as assessment of risks, limitation of data, non- financial factors etc |
| | | FM 2.5 | Advises on the results of the investment appraisal analysis |
| | | FM 2.6 | Calculates and drafts an optional investment plan in situations where there are capital restrictions and limitations |
| FM 3 | Advise on appropriate financial risk strategies | FM 3.1 | Evaluates the financial risks of an organisation |
| | | FM 3.2 | Evaluates the financial instruments that may be used to manage the organisation's risks |
| | | FM 3.3 | Recommends the appropriate financial risk strategies |
| FM 4 | Prepares business valuations | FM 4.1 | Calculates a valuation based on income, cash flow or asset bases |
| | | FM 4.2 | Performs a sensitivity analysis on the assumptions used in the valuation |

| | | | | model to |
|------|-------------------------------|---------|--------|---|
| | | | FM 4.3 | Presents the valuations and other factors (estimates and assumptions) impacting on the valuation |
| FM 5 | Appraise working requirements | capital | FM 5.1 | Evaluates an organisation's working capital position or components of it such as cash, inventory, accounts receivable or accounts payable etc. |
| | | | FM 5.2 | Based on the evaluation in FM 5.1 above, recommends improvements or appropriate working capital requirements |

STRATEGIC BUSINESS ANALYSIS

| C | Competencies | Tasks | |
|----------|--|-----------------|---|
| SBA 1 | Advise on the formulation of a business strategy | SBA 1.1 | Analyses the organisation's mission, vision and objectives |
| | of a cabiness surregy | SBA 1.2 | Analyses the organisation's Strengths |
| | | | and weakness |
| | | SBA 1.3 | Analyses the organisation's |
| | | | opportunities and threats |
| | | SBA 1.4 | Based on the analysis above, advises |
| | | | on the formulation of a suitable |
| | | | business strategy |
| SBA 2 | Advise on the appropriate | SBA 2.1 | Assesses the governance structure and |
| | good corporate governance | | its impact on the organisational |
| | principles | | objectives |
| | | SBA 2.2 | Assesses the tenants of good corporate |
| | | | governance for an organisation |
| | | SBA 2.3 | Advises on the appropriate governance |
| | | | structure and principles |
| SBA 3 | Advise on the appropriate | SBA 3.1 | Assesses the business risks of an |
| | risk management strategies | | organisation and their impact upon |
| | | | the objectives |
| | | SBA 3.2 | Evaluates the measures that may be |
| | | <u> </u> | used to manage the business risks |
| | | SBA 3.3 | Recommends the appropriate risk |
| <u> </u> | | AD 1 1 1 | management strategies |
| SBA 4 | Evaluate choice of a | SBA 4.1 | Analyses the formulated business |
| | business strategy | GD 1 1 0 | strategies |
| | | SBA 4.2 | Evaluates the appropriateness of |
| | | | business strategies that support the |
| | | CD 4 4 2 | organisation objectives |
| | | SBA 4.3 | Advises on the choice of a business |
| | | | strategy that an organisation may |
| SBA 5 | Evaluate strategic | SBA 5.1 | adopt |
| SDA J | ε | SDA J.1 | Analyses the alternative functional strategies that may be appropriate to |
| | implementation plans | | deliver a chosen strategy |
| | | SBA 5.2 | Evaluates the alternative organisation |
| | | 5DA J.2 | structures that may be appropriate to |
| | | | deliver a chosen strategy |
| | | SBA 5.3 | Evaluates the business plan and advises |
| | | 5011 3.3 | whether it can meet the business |
| | | | objectives |
| | | 1 | 00,000,000 |

INFORMATION TECHNOLOGY

| (| Competencies | Tasks | |
|------|---|--------|--|
| IT 1 | Apply appropriate information systems and | IT 1.1 | Uses information systems to achieve a particular accounting outcome |
| | tools to business and accounting problems | IT 1.2 | Applies relevant software (word processing, spreadsheets, databases, internet tools, presentation software, etc.) to achieve a particular accounting outcome |
| | | IT 1.3 | Uses accounting software. |
| IT 2 | Assess accounting | IT 2.1 | Identifies and documents user needs |
| | information systems and develop an organisation's | IT 2.2 | Considers and documents costs and benefits of proposed solutions |
| | accounting information systems strategy | IT 2.3 | Evaluates effectiveness and efficiency of accounting information systems |
| | | IT 2.4 | Reports on potential weaknesses in internal controls within accounting information systems. |
| IT 3 | Advise on the design and management of accounting information systems | IT 3.1 | identifies and evaluates alternatives for accounting information systems packages |
| | installations and upgrades | IT 3.2 | Advises on the design and management of system installations and upgrades |

ACCOUNTING EDUCATION

| C | ompetencies | Tasks | |
|------|---|--------|---|
| AE 1 | Teaches relevant courses | AE 1.1 | Teaches accounting courses that satisfy the required topics with minimal supervision |
| | | AE 1.2 | Contributes significantly to the delivery of at least one intermediate level accounting paper |
| AE 2 | Maintains currency (being up to date) in the relevant | | Attends relevant staff professional development courses |
| | subject discipline to meet course and programme objectives | AE 2.2 | Self-educates through reading relevant literature |
| AE 3 | Undertakes relevant research in the appropriate area(s) of accounting | AE 3.1 | Authorship of a conference paper, working paper or published article in the appropriate area(s) of accounting |
| | | AE 3.2 | Presents a paper to a conference or in- house workshop in the appropriate area(s) of accounting |

FINANCIAL ADVICE

| Compet | Competencies | | |
|--------|---|--------|--|
| FA 1 | Agree a scope of service with the client | FA 1.1 | Explains the steps of the financial advice process to the client |
| | | FA 1.2 | Explains the role of the financial advisor and the firm's disclosure statement |
| | | FA 1.3 | Understands the client's goals and objectives |
| | | FA 1.4 | Agrees with the client the scope of the service to be provided |
| FA 2 | Collect and record client information | FA 2.1 | Gathers information relating to the client's existing financial situation |
| | | FA 2.2 | Understands the client's financial needs and goals, priorities and timeframes |
| | | FA 2.3 | Determines the client's risk profile |
| | | FA 2.4 | Documents all information in line with code of practice |
| FA 3 | Analyse client information and prepare | FA 3.1 | Analyses client information in line with client goals |
| | recommendations | FA 3.2 | Identifies if there is a need for specialist advice |
| | | FA 3.3 | Identifies and evaluates options for financial strategy and solutions |
| | | FA 3.4 | Formulates recommendations including a risk strategy |
| | | FA 3.5 | Presents and discusses recommendations with a supervising Financial Advisor |
| FA 4 | Implement recommendations made by the Financial Advisor | FA 4.1 | Observes the Financial Advisor present and discuss recommendations with the client |
| | | FA 4.2 | Agrees financial strategies and solutions with the client and document these in accordance with firm protocols |
| | | FA 4.3 | Assists in putting in place agreed recommendations |
| FA 5 | Monitor and review recommendations and | FA 5.1 | Monitors and evaluates performance of the financial strategy |
| | prepare reports for the client | FA 5.2 | Recommends any adjustments needed to achieve goals |

3.5.2 Non-technical Competencies

TEAMWORK AND LEADERSHIP

Trainees are required to perform the prescribed tasks to level 2 proficiency, i.e. they should be capable of performing tasks that are characterized by moderate levels of ambiguity, complexity, and uncertainty.

| Compete | encies | Tasks | |
|---------|-------------------------|--------|--------------------------------------|
| TL 1 | Work with others and in | TL 1.1 | Collaborates with colleagues and/or |
| | teams | | clients from diverse backgrounds and |
| | | | works effectively as a team member |
| | | TL 1.2 | Effectively participates in meetings |
| TL 2 | Demonstrate leadership | TL 2.1 | Manages and supervises others |
| | | | effectively |
| | | TL 2.2 | Leads effective meetings |
| | | TL 2.3 | Resolves conflict or differences and |
| | | | negotiates appropriate solutions |

ORGANISATIONAL SKILLS

| Compete | encies | Tasks | |
|---------|---|--------|--|
| OS 1 | Plan, organise and monitor | OS 1.1 | Plans and manages projects |
| | activities | OS 1.2 | Respects deadlines, manages time and |
| | | | organises tasks logically |
| | | OS 1.3 | Monitors activities |
| OS 2 | Delegate tasks | OS 2.1 | Delegates tasks effectively |
| OS 3 | Use information technology effectively | OS 3.1 | Uses IT applications, including spreadsheets, word processing, presentations and e-mail, effectively |
| | | OS 3.2 | Effectively uses the internet as a source of information |
| | | OS 3.3 | Applies procedures and controls to ensure integrity and security of personal IT resources, for example password protection, backup procedures, distribution of confidential information, anti-virus measures, etc |

ANALYTICAL, RESEARCH AND EVALUATION

Trainees are required to perform the prescribed tasks to level 2 proficiency, i.e. they should be capable of performing tasks that are characterized by moderate levels of ambiguity, complexity, and uncertainty.

| C | Competencies | | |
|-------|--------------------------|---------|--|
| ARE 1 | Research, analyse and | ARE 1.1 | Identifies problems or situations |
| | evaluate information | ARE 1.2 | Obtains required information by asking appropriate and probing questions |
| | | ARE 1.3 | Apply mathematical ideas and |
| | | | techniques to assess problems |
| | | ARE 1.4 | Recommends appropriate solutions |
| ARE 2 | Maintain a current | ARE 2.1 | Identifies and evaluates critical factors |
| | awareness of the legal, | | in the economic, social, legislative, |
| | regulatory and economic | | regulatory and political environment |
| | environment of business. | | that impact on business and the |
| | | | financial decisions of an entity |

INTELLECTUAL SKILLS

| Compe | tencies | | Tasks | |
|-------|-------------------------------|---------------------|--------|---|
| IS 1 | Solve problems, solutions and | | IS 1.1 | Obtains, locates, organises and understands information |
| | decisions | | IS 1.2 | Critically analyses information |
| | | | IS 1.3 | Identifies and recommends solution to unstructured problems |
| | | | IS 1.4 | Makes decisions |
| IS 2 | Exercise a professional judge | ppropriate ment. | IS 2.1 | Exercises good judgement in complex organisational situations |

ETHICAL AND PROFESSIONAL BEHAVIOUR

Trainees are required to perform the prescribed tasks to level 2 proficiency, i.e. they should be capable of performing tasks that are characterized by moderate levels of ambiguity, complexity, and uncertainty.

| Compete | encies | Tasks | |
|---------|---------------------------|---------|---|
| EPB 1 | Consistently demonstrate | EPB 1.1 | Displays honesty and integrity in all |
| | personal integrity, | | business and professional relationships |
| | professional values, and | EPB 1.2 | Exercises due care in carrying out the |
| | ethical conduct | | work |
| | | EPB 1.3 | Avoids conflict of interest and maintains |
| | | | objectivity and independence so as not |
| | | | to override professional or business |
| | | | judgement |
| | | EPB 1.4 | Protects the confidentiality of |
| | | | information |
| | | EPB 1.5 | Enhances profession's reputation |
| EPB 2 | Adhere to the fundamental | EPB 2.1 | Adheres to the rules of professional |
| | principles of the Code of | | conduct, including the ZICA code of |
| | Ethics | | professional Conduct |
| | | EPB 2.2 | Responds to potential ethical |
| | | | dilemmas |

COMMUNICATION AND INTERPERSONAL SKILLS

| Compete | Competencies | | |
|---------|--|---------|--|
| CIS 1 | Communicate ideas and information effectively and | CIS 1.1 | Communicates effectively verbally in the correct tone and manner |
| | efficiently, verbally and in writing | CIS 1.2 | Communicates effectively in written format |
| CIS 2 | Demonstrate effective negotiation skills | CIS 2.1 | Discusses and reaches agreements in a professional manner |
| CIS 3 | Identify and meet the needs of internal and external | CIS 3.1 | Listens attentively and processes information correctly |
| | clients or stakeholders. | CIS 3.2 | Interacts well with both internal and external clients |