

# Higher Diploma in Pensions Management

Commencing September 2020



*On behalf of the Irish Institute of Pensions management (IIPM), I am delighted to present you with details of our education courses which are delivered in partnership with Griffith College. As the IIPM enters its 31st year of existence we are immensely proud of remaining at the forefront of providing the highest possible educational standards and promoting professionalism for those involved in the pensions industry in Ireland. The evolving regulatory landscape in both Ireland and the European Union, coupled with a changing workplace environment, ensures that technical pensions expertise has become more relevant and required than ever before.*



Elma Fox, President  
*Irish Institute of Pensions Management*

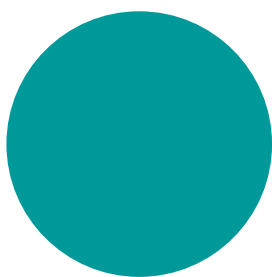
# Higher Diploma in Pensions Management

The programme provides learners with comprehensive knowledge and competence relating to pensions and retirement planning, including pensions legislation, taxation, insurance and investment, long-term financing, regulation and government policy. The programme also develops the employees' softer skills in the areas of communication, written and oral, active listening, relationship management, problem solving and business awareness.

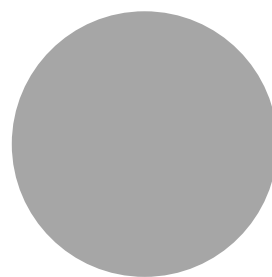
## Course Highlights



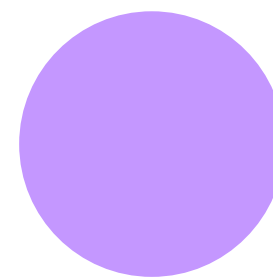
EXCELLENT  
INDUSTRY  
REPUTATION



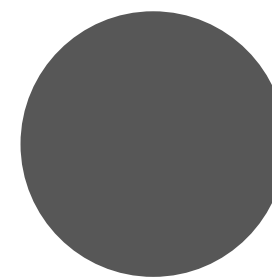
SUPERB  
NETWORKING &  
MENTORING  
OPPORTUNITIES



CONVENIENT CITY  
CENTRE LOCATION

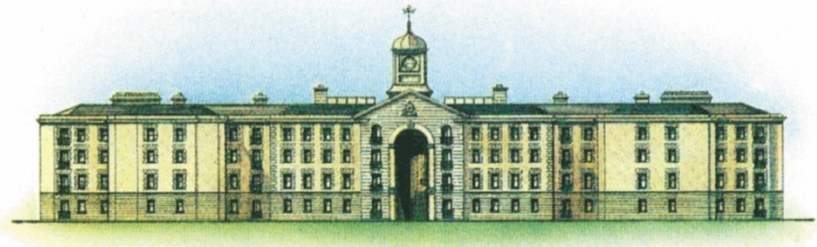


ENDORSED BY THE  
PENSIONS  
REGULATOR



A PROVEN CAREER  
STEPPING STONE

# The course is offered in conjunction with Griffith College Dublin, and will commence in September 2020



Griffith College



Established in 1974, Griffith College is Ireland's largest independent third level institution with thousands of students at its campuses in Dublin, Cork and Limerick. Griffith College enjoys national and a growing international reputation for student success. The College has gained an enviable, award winning reputation for providing students with first class lectures and excellent study material.

Blended learning combines the traditional classroom teaching methods with independent study techniques supplemented with online learning. It represents a more modern style of learning by utilising the convenience of online technology with the discipline and rigour of a conventional classroom environment. Recognising the work commitments of the students in the course, the online learning element provides some flexibility in assisting students in completing the requirements of the course.



# Course Details

- **Location:** Griffith College, South Circular Road
- **Start Date:** Mid-September
- **Indicative Schedule:** Tuesday & Thursday evenings 6pm-9pm
- **Delivery:** Mixed between in-class and online, Lectures and Workshops
- **Duration:** Each semester is a total of 13 weeks including a reading week
- **Exams:** January & May
- **Class Size:** Limited to maximum 35



# Course Fee Structure

Course	Fee	IIPM Registration Fee
Higher Diploma in Pensions Management ( <i>ab initio</i> )	€5,500*	€100
Certificate in Pensions, Investments and Insurance ( <i>ab initio</i> )	€3,500*	€100
Higher Diploma in Pensions Management (post-Certificate)	€2,000*	€100
Credit for Exemptions	€350 discount per module***	
Calculated Example: Certificate in Pensions, Investments and Insurance (where two exemptions have been granted on enrolment)	€2,800	€100

\* Quoted fee inclusive of Griffith College registration and PEL (Protection for Enrolled Learner) fees

\*\* This discount fee applies where learners are exempted from modules at the certificate stage, and applies where exemptions are granted for up to and including the first three modules on the certificate stage of the programme.

# Course Progression Pathway

Certificate in Pensions, Insurance and Investment

Life Assurance

Regulation and Financial Planning

Savings and Investment

Sustainable Retirement Financing

Retirement Provision

IIPM "Membership" Accreditation & Minimum Competency Requirements

Interpersonal Skills

Incorporated in each module and complemented by intensive seminars throughout

Higher Diploma in Pensions Management

International Practice

Pensions Law and Governance

Pensions Management and Essential Skills

IIPM "Associateship" Accreditation

# Course Modules

Module	High Level Overview
Life Assurance	Different types of cover – Providers – Terms – Underwriting – Premiums – Group schemes – Regulation – Identifying clients' needs – Making recommendations
Regulation and Financial Planning	Framework – Central Bank – Codes – Pensions Authority – Best Advice – Professionalism – Disclosure – Statement of suitability
Savings and Investment	Investment environment – Asset classes – Risk and reward – Investment products – Analysis – Evaluations – Assessment of suitability
Sustainable Retirement Financing	Forward planning – Funding calculations – Assumptions – Solvency – Funding proposals – Funding methods – DC projections – Investment strategy – Control mechanisms – Role of actuary – Role of trustees – Employer covenant



Module	High Level Overview
Retirement Provision	Retirement framework – Approaches to retirement provision - Personal pensions – PRSAs – Occupational schemes – Defined Benefit and Defined Contribution – Tax treatment – Revenue limits – Retirement options – Annuities and Approved Retirement Funds
International Practice	Global strategies – Cross Border schemes – Mobile workers – International transfers – European Union institutions – EU law on pensions – Comparisons with other countries
Law and Governance	Trusts and contracts – Trustee duties – Pensions Act and Regulations – Other legislation – Equal treatment – Family law – Governance – Risk management – Trustee meetings
Pensions Management and Essential Skills	Managing pension schemes – The business of pensions – National and EU policy – Examination of critical issues facing industry and stakeholders – Bringing together prior learning – Research and analysis on relevant topic – Capstone project
Interpersonal Skill Modules	Effective communication – listening skills – Negotiation – Teamworking – Presentation – Research methods – Report writing Included within modules and complemented by intensive training seminars

# Testimonials

*'We found the Certificate in Pensions Administration an excellent first level platform as it covers all aspects of pensions legislation in Ireland. We were happy to sponsor our staff to complete the Certificate. Our staff also found it a very worthwhile qualification to hold.'*

**Mary P Burke, FIIPM,**  
CIF Pension Administration Services Ltd  
(Administrators to the Construction Workers Pension Scheme)

*'I would like to congratulate the IIPM on achieving the standard needed for accreditation under the National Framework of Qualifications for their pension programmes. The work achieved by the IIPM and the National College of Ireland to increase the quality and standard of education in the pensions industry is a positive move that will benefit all concerned. These programmes give those working in the important area of pensions administration, the opportunity to achieve professional recognition and I would encourage all members of the industry to pursue formal qualifications.'*

**Brendan Kennedy**  
Chief Executive  
The Pensions Authority

*'At Aon, we place huge emphasis on professional standards and strongly encourage our Consulting and Administration staff to partake in educational courses so as to achieve Associate status with the Irish Institute of Pensions Management.'*

**Rachael Ingle**  
Managing Director  
Aon

*'I highly recommend the IIPM Diploma Course. As a recent AIIPM graduate this course has enabled me to bring a far greater level of nuance and valuable information into my discussions with clients and to my approach overall. For anyone who is career focused and looking to be more than just competent in this field then this course is a must do!'*

**Michelle Malone**  
Glennon Employee Benefits & Financial Planning.



*'The pensions course allowed me to specialise in my chosen career. Along with industry backing it provided an excellent boost to my career. Having completed the course myself anyone thinking of returning to college on a part-time basis, whilst it does require hard work and commitment, you will see the benefits in your career...'*

**Austin Foley**  
Willis Towers Watson

To register your interest please email or go online to

<http://www.iipm.ie/page.php?id=10&title=Contact>

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 (0)1 613 0874  Email: [info@iipm.ie](mailto:info@iipm.ie)

 [www.iipm.ie](http://www.iipm.ie)  [@pensions\\_irl](https://twitter.com/pensions_irl)

*Founded in 1990, the primary objective of the Irish Institute of Pensions Management (IIPM) is to promote professional standards amongst those working in the field of pensions, with education being central to the achievement of this objective. Today, we pride ourselves on the high quality and relevance of our qualifications and services. In turn, employers recognise the value of the IIPM's qualifications and have benefited from the increased expertise of their staff*