

## 2024-2025

### Master Finance

#### Track: Wealth Management

| Head  | Descriptions   | Practical information  |
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#### AIMS

The aim of this programme is to meet the significant and ever-growing need for wealth management executives. Students will be able to master all the facets of asset and wealth management through a global, long-term approach to private client profiles (both individuals and companies) and in-depth knowledge of wealth management issues, income flows and investment products.

Courses are designed to combine theory and practice in such a way as to enable students to become fully autonomous, multidisciplinary, and capable of developing cross-disciplinary approaches in various fields (Finance, Law, Tax, Insurance, Real Estate, Management, Strategic Management, etc.). Students develop high-level analysis and consultancy skills that combine client knowledge, negotiation, ontology, and ethics.

In addition to this technical know-how, students are trained in how to present, express themselves orally and act with ease in both French and English. Emphasis is placed on developing intellectual curiosity, the ability to manage a variety of information and networking skills.

#### ADMISSION REQUIREMENTS

Priority access is afforded to M1 students from the Master's in Finance of the Faculty. Direct access to M2 is possible for students with a Master 1 (or equivalent 4-year degree) in Management, Economics or Law from Business or Engineering Schools; for working professionals holding one of the above or applying for VAE (accreditation of experience acquired: minimum 5 years' professional experience); for jobseekers undergoing retraining (holders of a Bac+4 degree or through VAE).

For initial training, applications should be posted on the Aix-Marseille Université e-candidat platform within the period stipulated.

For continuing education, applications can be made via the education secretariat and/or FEG's continuing education services.

#### TEACHING AND RESEARCH

This master's programme is part of the AMSE University Research School (EUR), which includes nearly one hundred researchers from AMU, CNRS, EHESS, ECM and Sciences Po Aix.

The teaching team is also attached to AMU's CERGAM research centre. It is composed of lecturers in Management and Economics carrying out their research in the field of Finance, and lecturers who are professionals in positions of high responsibility within major groups (former Finance Director of ALSTOM, former Finance Director, and Director of Taxation of ONET, Finance and Strategy Director of the ORANGE group...).

#### MASTER'S TRACKS

- Financial Modelling
- Financial Risks and Sustainable Finance
- Corporate Finance and Financial Engineering
- Wealth Management
- Research in Economics and Finance

#### TEACHING SITES

Faculté d'économie et de gestion, Ferry site, Aix-en-Provence.

#### REGISTRATION

- Initial training
- Continuing education
- Work-Study contract - professional training contract and/or apprenticeship contract

#### PREREQUISITES

Students must have acquired a basic grounding in Law, Economics and Management.

#### SKILLS TO BE ACQUIRED

By the end of the programme, students will have acquired the following key professional skills :

- Managing and valuing asset portfolios,
- Operating in a complex and international context,
- Negotiating to develop a customer and partner network,

- Analysing and evaluating to perform a wealth study.

### INTERNSHIPS AND SUPERVISED PROJECTS

In initial training, an internship of approximately 24 weeks is compulsory and culminates in a presentation made by the student, possibly to the company tutor and the course tutor.

For students on sandwich courses, the schedule is one week in the company and one week at the university between September and March, then 6 months full-time in the company between April and September with double tutoring.

### TEACHING

Courses are generally taught by a mixed team composed of a teacher-researcher and a professional from the sector. The teaching alternates between lectures and practical case studies. The skills acquired can also be put into practice by taking part in national asset and wealth management simulation competitions.

Personalised monitoring of students enables them to define their career plans and adapt them through tutorials, discussions with working professionals, the completion of assignments and the writing of a dissertation on applied research.

An oral examination at the end of the Master 2 programme validates part of the skills acquired. The jury is composed of the course director and members of the teaching team.

### TARGETED PROFESSIONS (ROME classification)

- C1205 - Conseil en gestion de patrimoine financier
- C1303 - Gestion de portefeuilles sur les marchés financiers

### NSF fields

- 313M - Finances, banques, assurances (non indiquée ou autre) (fr)
- 314R - Analyse financière, contrôle de gestion, expertise comptable (fr)

### POTENTIAL CAREERS

As with all recognised educational institutions, the attractiveness of AMSE, which houses the Wealth Management course, is based first and foremost on its students' professional prospects. Every year, our

alumni meet with students at the school's Career Day to present their AMSE experience, their career paths and their jobs. There are also round-table discussions with wealth and asset management professionals.

Examples of jobs :

- Banquier privé (BNPPARIBAS BP, Groupe CRÉDIT AGRICOLE, CMCIC, SOCIÉTÉ GÉNÉRALE Private Banking)
- Family Officer (Cabinets affiliés AFFO, MEESCHAERT, NEUFLIZE OBC)
- Gestionnaire de Fortune - International Wealth Manager (HSBC WM, INDOSUEZ WM, ROTHSCHILD & co)
- Gestionnaire indépendant (Cabinets affiliés CNCGP, ANACOFI)
- Ingénieur patrimonial (ALLIANZ, CYRUS Conseil)
- Sales institutional funds - Investor services manager (FIDELITY International, CEDRUS & Partners)

*Sign up on LinkedIn for 'Master Finance AMU' to talk to alumni of the programme in France and abroad.*

### PARTNERS

Under certain conditions, the GP course gives access to professional qualifications such as CEFA/CIA, CESGA, AMW/CIWM in partnership with the SFAF.