UAB
Universitat Autònoma de Barcelona

Financial Consultancy and Planning

2026/2027

Code: 102134
Credits: 6

Degree programme	Type	Course
Accounting and Finances	OP	4

Contact lecturer

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Group languages

You can consult this information at the end of the document.

Prerequisites

None

Objectives

This course examines financial advisory services for individuals and families throughout their life cycle, up to retirement. Post-retirement financial management may be addressed in the complementary course *Plans de Pensions i Planificació de la Jubilació*.

The course covers the profile and functions of the financial advisor, as well as the stages of financial planning as they unfold across the client's life cycle. It analyses individual risk tolerance and the asset allocation strategies best suited to each profile. Diversification techniques are explained, and relevant insurance products and financial instruments are studied, including an introduction to Pension Plans and Guaranteed Savings Plans.

In the current edition, the course incorporates the study of artificial intelligence as applied to financial advisory, both from an academic and a professional standpoint. AI tools - machine learning, large language models, and explainable AI systems - are reshaping advisory practice at an accelerating pace, and familiarity with them is now a core competency for any professional in the sector. This includes an understanding of the applicable European regulatory framework, particularly the AI Act (Regulation EU 2024/1689). This content integrates with Topics 8, 9, and 10 of the programme, providing the conceptual and practical grounding that contemporary professional practice demands.

Learning outcomes

- CM20 (Identify the risk profiles of people and families being advised.) Identify the risk profiles of people and families being advised.
- CM21 (Select financial investment and financing products for different risk profiles.) Select financial investment and financing products for different risk profiles.
- CM22 (Quantify the effects of a change in interest types or in other risk factors in financial operations.) Quantify the effects of a change in interest types or in other risk factors in financial operations.
- KM17 (Determine the different agents that intervene in the legal-tax relationship, their reciprocal formal and material obligations, and their rights.) Determine the different agents that intervene in the legal-tax relationship, their reciprocal formal and material obligations, and their rights.
- SM14 (Identify financial risks, diversification and hedging tools and techniques.) Identify financial risks, diversification and hedging tools and techniques.

Contents

b) Financial advice.

c) Discretionary management.

d) Financial Planning.

e) Family Office.

Topic 4. Establishing the client-planner relationship

1) Profile of the Advisor / Planner: Qualities and functions.

2) Explain topics and concepts related to financial planning processes to develop a broad plan appropriate to the individual client.

3) Phases of financial planning

a) Analysis

b) Decision

c) Execution

d) Follow-up

4) Explain the services provided, the planning process, the \"life cycle method\" and the required documentation.

Topic 5. Compilation of client data and determination of objectives and expectations

1) Introduction about the applicable legislation

2) Obtain information from the client through an interview / questionnaire about financial resources and obligations.

3) Basic principles of financial planning: the definition of the investment profile

a) The availability of personal assets: Liquidity

• Immediate liquidity: practical example

• future liquidity

b) Adjust the resources to the objectives: the time horizon

c) Can I assume to lose money ?: binomial profitability-risk

• Profitability: a practical example

• The insomnia threshold: risk aversion

• How to optimize the profitability-risk binomial: the diversification of investments

• Inflation and periodic income: the minimum return

d) Keys for tax optimization

• Qualification Time horizon of the rents

• progressivity

• tax rate

• Integration and compensation of income

• Conclusions.

4) Determine the client's personal and financial goals, needs and priorities.

5) Know the values, attitudes and expectations of the client.

6) Determine the level of tolerance to the client's risk.

Topic 6. Determination of the economic-financial status of the client

1) General

a) Current financial status

b) Attitudes and expectations

c) Current / expected capital needs

d) Risk tolerance

e) Exposure to risk

f) Risk management

2) Special needs

a) Planning a terminal illness

b) Considerations of divorce / remarriage

c) Needs of the dependent adult

d) Needs of minors with disabilities

e) Educational and philanthropic needs

3) Risk management

a) Life insurance needs and current coverage

b) Disability insurance needs and current coverage

c) Health insurance needs and current coverage

d) Long-term care insurance needs and current coverage

e) Ownership insurance needs and current coverage

4) Taxation

a) Statement to the Treasury

b) Current tax strategies

c) State of compliance with taxes

5) Investments

a) Current investments

b) Current investment strategies and policies

6) Retirement

a) Tax statement of the current retirement plan

b) Current retirement plans

c) Social benefits

d) Retirement strategies

7) Benefits for the worker

a) Benefits available to the worker

b) Current participation in worker's benefits

8) Succession planning

a) Document characteristic of succession planning

b) Succession planning strategies

c) Exposure to inheritance taxes

<u>Topic 7. Development and presentation of a financial plan based on the life cycle</u>

1) Development and preparation of a financial plan tailored to meet the objectives and goals of the client:

a) Design of basic portfolios according to the different objectives of the client

b) Portfolio management: readjustments and rebalances.

2) Presentation and review of the plan with the client

<u>Topic 8. The decision: instruments of financial planning</u>

1. Traditional banking products: deposits and bank accounts

2. Fixed income: bonds, bonds and Treasury bills

3. the actions

a) Sale of shares

b) Dividends

1. Investment funds

2. Pension plans

3. Savingslife insurance (retirement plans) and unit linked

4. Transitory regime of reductions applicable to insurance contracts

5. Derived products

a) Futures

b) Options

Topic 9. Application of the financial plan

1) Advise the client when applying the recommendations

2) Coordinate if necessary with other professionals (eg accountants, lawyers, real estate agents, investment advisors, and insurance agents)

Item 10. Control of the financial plan

1) Control and evaluate the validity of recommendations

2) Review the progression of the plan with the client

3) Discuss and evaluate changes in the client's personal circumstances.

4) Review and evaluate tax laws and economic circumstances

5) Make recommendations to adapt to new or changing circumstances

6) Collaborate with the client to ensure that the plan meets the objectives and goals: review everything necessary

7) Basic tips on financial planning

Topic 11. Financial planning software and electronic services

Applications to support the tasks of advice and financial planning, as well as electronic information services, relevant to professional tasks.

Learning activities and methodology

Title	Hours	ECTS	Learning outcomes
Reflextion	4	0.16	CM20, CM21, CM22, KM17, SM14
tutorship	12	0.48	CM20, CM21, CM22, KM17, SM14
study	46	1.84	CM20, CM21, CM22, KM17, SM14
Theoretical classes	32.5	1.3	CM20, CM21, CM22, KM17, SM14
Search of documentation	13	0.52	CM20, CM21, CM22, KM17, SM14
Resolution of assumptions	20	0.8	CM20, CM21, CM22, KM17, SM14
Discussion	2	0.08	CM20, CM21, CM22, KM17, SM14
Resolution of exercises	17	0.68	CM20, CM21, CM22, KM17, SM14

Half of the credits will be theoretical and the other half practical. The theoretical component will be delivered through lectures. Teaching staff will present the topics encouraging student participation through questions and discussion. The exposition of each topic will not be limited to its direct content but will also encompass the analysis of the reasoning methods applied. Some topics, given their relevance, will be developed in two parts: the first focusing on content and the second on methodology.

The practical component will consist of problem-solving, analysis of case studies, and the reading and synthesis of articles. Students will participate actively by working through exercises and analysing news and academic articles. Students are encouraged to familiarise themselves with information on the topics covered that is available online.

In addition to the practical section, students working in groups of 1 to 3 people will be required to develop a personalised financial plan for a hypothetical family unit, justifying all decisions at every stage within a coherent and rational framework.

Regarding the use of artificial intelligence tools, students may use them as support in the preparation of their assignments and activities, provided the following conditions are met: the specific AI programmes or tools used must be explicitly identified, the prompts employed must be reproduced, and a personal and reasoned reflection must be included demonstrating critical understanding of the generated material. The use of AI without meeting these conditions, or the submission of algorithmic outputs without personal elaboration, will be considered equivalent to a lack of authorship and may result in the corresponding academic consequences.

Annotation: within the schedule set by the centre or degree programme, 15 minutes of one class will be reserved for students to evaluate their lecturers and their courses or modules through questionnaires.

Assessment

Continuous assessment activities

Title	Weight	Hours	ECTS	Learning outcomes
First continuous assessment test	30	1.5	0.06	CM20, CM21, CM22, KM17, SM14
Exam	30	2	0.08	CM20, CM21, CM22, KM17, SM14
Financial Planning Assignment	40	0	0	CM20, CM21, CM22, KM17, SM14

Assessment

Assessment consists of two components:

a) Continuous assessment (70% of the final grade)

- 30% will be the grade obtained in a mid-term exam covering the first topics
- 40% will be the grade for a financial planning assignment, in which the student advises a hypothetical family unit based on specific scenarios

b) Final exam (30% of the final grade)

If, applying these weightings, the student's grade is equal to or higher than 5, the course is considered passed.

The completion of assessment activities is subject to the provisions set out in this course guide and in the "Policy of the Faculty of Economics and Business on the Detection of Irregularities during Assessment Activities", which regulates the conditions under which assessment tasks are carried out and the procedures applicable when irregularities are suspected. Students are encouraged to read its contents.

Assessment Activity Calendar

The dates of the different assessment tasks (mid-term exams, in-class exercises, assignment submissions, etc.) will be announced with sufficient notice during the semester. The date of the final exam is scheduled in the Faculty's official exam calendar. "The scheduling of assessment tasks may not be modified unless there is an exceptional and duly justified reason preventing an assessment activity from taking place. In such cases, those responsible for the degree programmes, after consulting the teaching staff and the students affected, will propose a new schedule within the corresponding teaching period." Section 1 of Article 115. Assessment Activity Calendar (UAB Academic Regulations). Students of the Faculty of Economics and Business who, in accordance with the above paragraph, need to change an assessment date must submit a request by completing the Assessment Rescheduling Request form at https://eformularis.uab.cat/group/deganat_feie/nou-reprogramacio-de-proves

Grade Review Procedure

Coinciding with the final exam, the day and means by which final grades will be published will be announced. Information will likewise be provided on the procedure, location, date, and time of the exam review, in accordance with University regulations.

Resit Process

"To participate in the resit process, students must have previously been assessed in a set of activities representing a minimum of two thirds of the total grade for the course or module." Section 3 of Article 112 ter. Resits (UAB Academic Regulations). Students must have obtained an average course grade of between 3.5 and 4.8. The date of this assessment will be scheduled in the Faculty's official exam calendar. Students who sit the resit and pass will receive a final grade of 5. Otherwise, their original grade will be maintained.

Irregularities in Assessment Activities

Without prejudice to any other disciplinary measures deemed appropriate, and in accordance with current academic regulations, "in the event that a student commits any irregularity that could lead to a significant variation in the grade of an assessment activity, that activity will be graded 0, regardless of any disciplinary proceedings that may be initiated. Should several irregularities occur across the assessment activities of the same course, the final grade for that course will be 0." Section 10 of Article 116. Assessment Results (UAB Academic Regulations).

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Software

Applications supporting financial advisory and planning tasks, as well as electronic information services relevant to professional practice.

Within this topic, the use of artificial intelligence tools with specialised modules is also incorporated, such as Claude (Anthropic) or other professionally oriented AI platforms, applied to specific tasks in advisory practice. Among the uses to be addressed, the following are particularly relevant:

- Automated analysis and comparison of financial products and investment funds
- Drafting of suitability reports and financial planning documents
- Simulation of tax scenarios and asset sensitivity analysis
- Review and synthesis of contractual, regulatory, and normative documentation
- Production of executive summaries tailored to different professional interlocutors
- Detection of inconsistencies in portfolios and financial plans
- Support for drafting client communications and correspondence with other members of the advisory team

The use of these tools in the classroom will always be carried out in accordance with the criteria established in the Methodology section of this course guide

Course groups and languages

The information provided is provisional until November 30. After this date, you will be able to consult the language of each group through this link. To access the information, you will need to enter the course CODE

Type of teaching	Group	Language	Semester	Shift
(TE) Theory	10	Spanish	first semester	morning-mixed
(PAUL) Classroom practices	101	Spanish	first semester	morning-mixed