

Best Practices Study Guide for the SIE, Series 7, & 66 Exams

Prepared for Prudential





Study Strategy & Methody to Pass Your Exams



Support

Technical Support

800 STC-1223 Press 5 24/7

Instructor Hotline:

Monday - Friday 9:00am - 5:00pm EST 800-782-3926

Instructor Support Email:

instructors@stcusa.com

Student Homeroom – Navigating to Study Tools

From **my.stcusa.com**, available learning tools are automatically assigned within your course

E EXAM PREP				
SIE Securities I	ndustry Essentials (SIE) Program CALENDARS & CRUNCH TIME FACTS		ADD CALENDAR VIEW MY SCORES	
Study Manual Expires: 09-11-24	SIE Online Study Manual	Not Started	VIEW	
On Demands Expires: 10-08-24	SIE On-Demand Lecture	Not Started	VIEW	
Chapter Quiz Expires: 09-03-24	SIE Chapter Quizzes	5%	VIEW	
Flashcards	SIE Flashcards	Not Started	VIEW	
Progress Exams	SIE Progress and Greenlight Exams	Not Started	VIEW	
Final Exams Expires: 09-04-24	SIE Final and Custom Exams	Not Started	VIEW	

The STC Study Process (Applies to All Exams)

Step 1: Watch On-Demand Video Lectures for Chapter 1

Step 2: Read Chapter 1 of the Study Manual

Step 3: Build Flashcard Deck for Chapter 1 (20 Cards)

Step 4: Complete Chapter 1 Quiz

Step 5: Complete Progress Exams (per schedule)

Step 6: Complete all Final Exams

Repeat Steps 1
Through 4 for
Each Chapter

Step 1 – Watch On-Demand Video Lectures

By Chapter

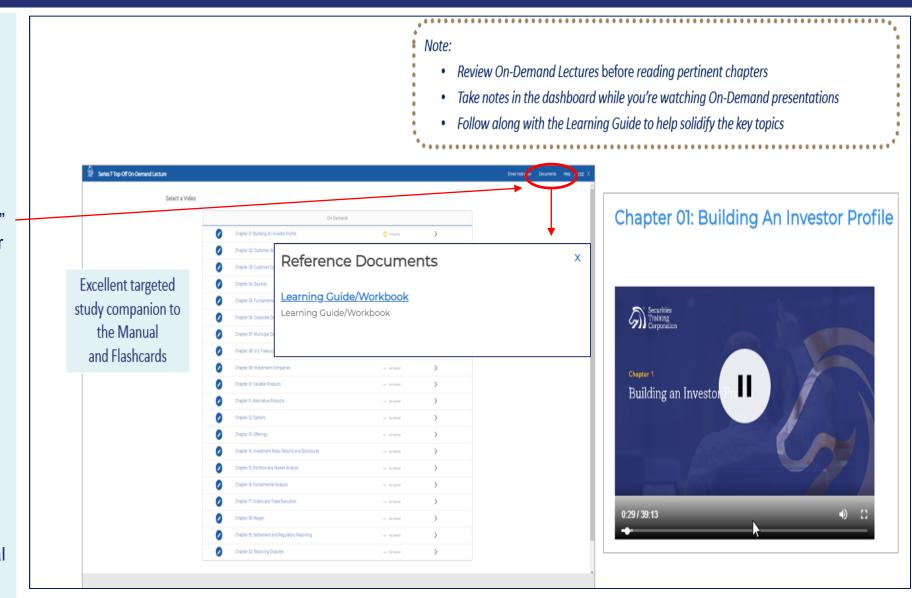
- Each video allows students to pause and/or rewind
- Designed to provide a broad overview of the material
- Activities mentioned in On-Demand Video Lectures are included in the Learning Guide, which is available in "Documents" tab in the upper right hand corner of the screen

Watch for Content and Concept

- Pay attention to language
- Instructor will pinpoint key takeaways

Why Watch the Video First?

- Watching will speed up your reading
- Students can learn the information contextually
- Many students are auditory/visual learners



Step 2 – Read Study Manual

Read for Content and Concept

It's not necessary to read an entire chapter multiple times

Use the Create Custom Exams (by chapter) to gauge reading comprehension and retention

Use the Calendar to monitor Progress

- Contact your supervisor or STC if you're falling behind
- More extensive review of the material will come later in the study process

Securities Industry Essentials (SIE)

General Knowledge Examination Study Manual – 1st Edition

To access your online materials, logon to MY.STCUSA.com

Visit www.STCUSA.com for more information and supplemental online products.

When reviewing the online PDF Study Manual, a **keyword search** can be performed by holding down the "Control" key and clicking on the "F" key (Ctrl + F) or, for Mac users, the "Command" key and "F" key (Cmd + F).

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Series 7 Qualification Exam

General Securities Representative Study Manual – 42nd Edition

The Final Exams are a *critical* part of your training. Logon to <u>MY.STCUSA.com</u> to access your Online Materials.

Visit www.STCUSA.com for more information and supplemental online products.

When reviewing the online PDF Study Manual, a **keyword search** can be performed by holding down the "Control" key and clicking on the "F" key (Ctrl + F) or, for Mac users, the "Command" key and "F" key (Cmd + F).

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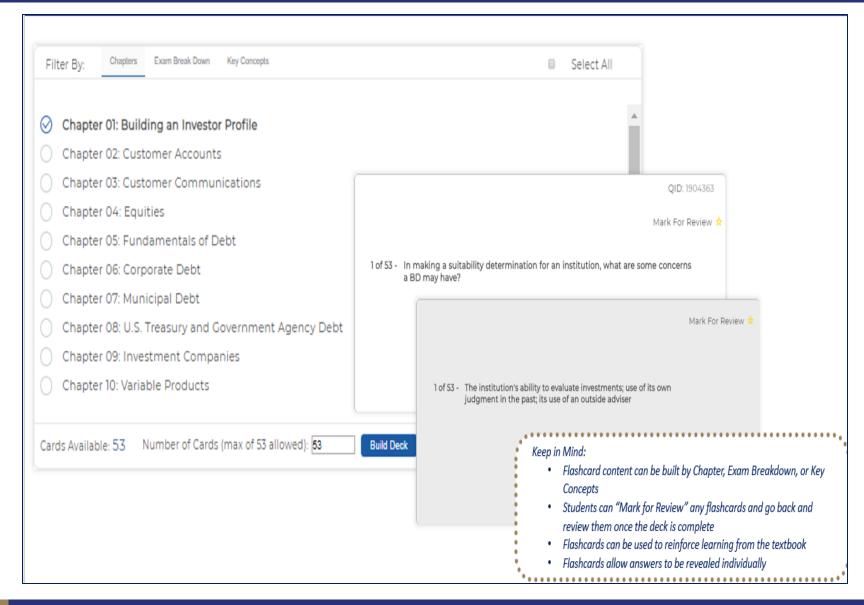
Step 3 – Review Online Flashcards

Sort Flashcards by Chapter

- Build custom deck after reading each chapter
- Flashcards are an easy way to memorize rote facts

Three Ways to Build Custom Deck

- Build by Chapter
- Build by Exam Breakdown
- Build by Key Concepts



Step 4 – Complete a Chapter Quiz

After each chapter, complete the corresponding Chapter Quiz.

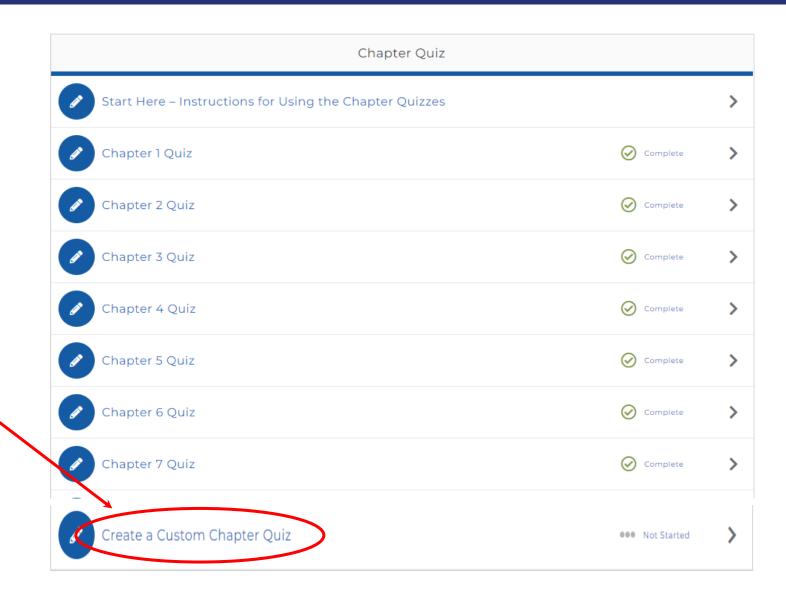
Each Chapter Quiz contains 20 questions.

Explanations will be displayed after each question is answered.

Since many chapters contain more than 20 questions, you can create additional chapter quizzes with new questions.

At the bottom of the full list of chapter quizzes, there's a "Create a Custom Chapter Quiz" link. This allows you to create a custom quiz and select the number of questions you want from one or multiple chapters.

For any Custom Quiz, you can choose questions to be selected randomly, from questions answered incorrectly, or from new questions.



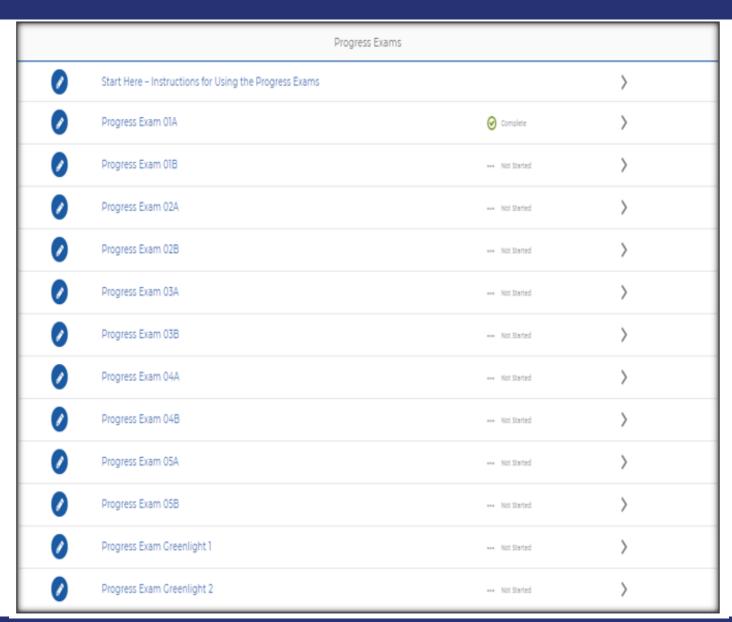
Step 5 – Progress Exams

A/B-Version Quizzes

- Each quiz covers specific chapters
- Designed to test a student's understanding in a section before moving on
- · Chapter remediation is provided
 - These exams can only be taken once!

Two Cumulative Greenlight Exams

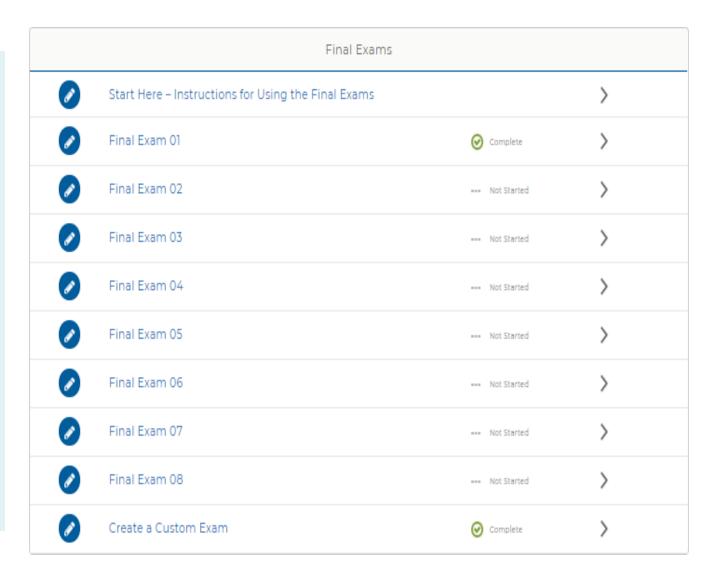
- Greenlight 1 To be completed half way through the final exams
 - Must be taken as timed exam
 - Answers and explanations are provided upon completion
- Greenlight 2 To be completed after all Final Exams
 - Must be taken as timed exam.
 - Answers and explanations are provided upon completion



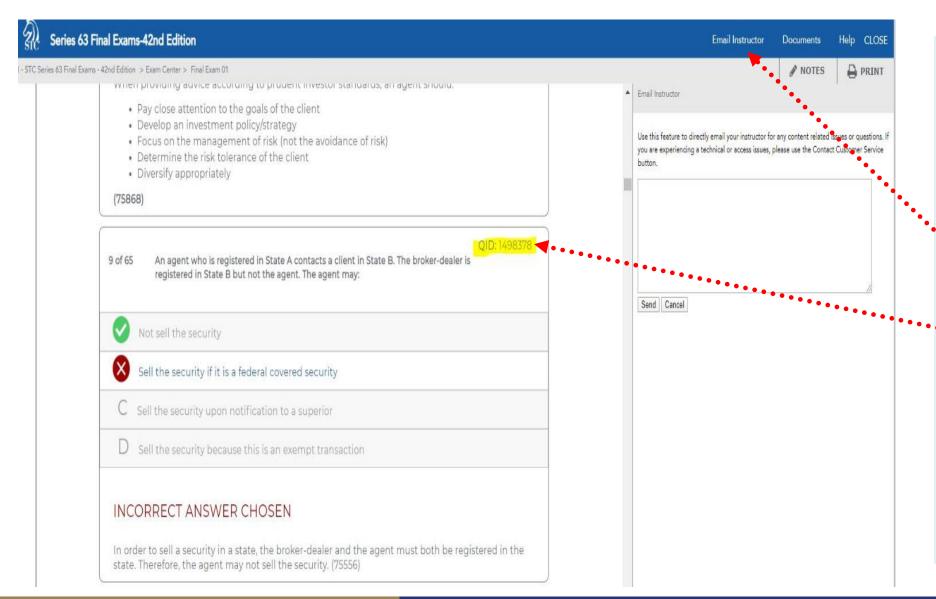
Step 6 – Complete Final Exams

Final Examinations

- Each final covers all of the chapters of the course
- Each final has different questions
- Final Exams should be taken after all of the Progress Exams have been completed
- Complete all of the Finals sequentially before retaking them
- Diagnostic review pinpoints areas for additional study
- Two methods of testing:
 - 1. Explanations **ON**
 - Read the question; select an answer
 - Receive immediate feedback and explanation of the correct answer
 - 2. Explanations *OFF*
 - Take the entire exam; receive score at the end
 - No feedback on performance while testing



Student Homeroom – My Scores – Question Format



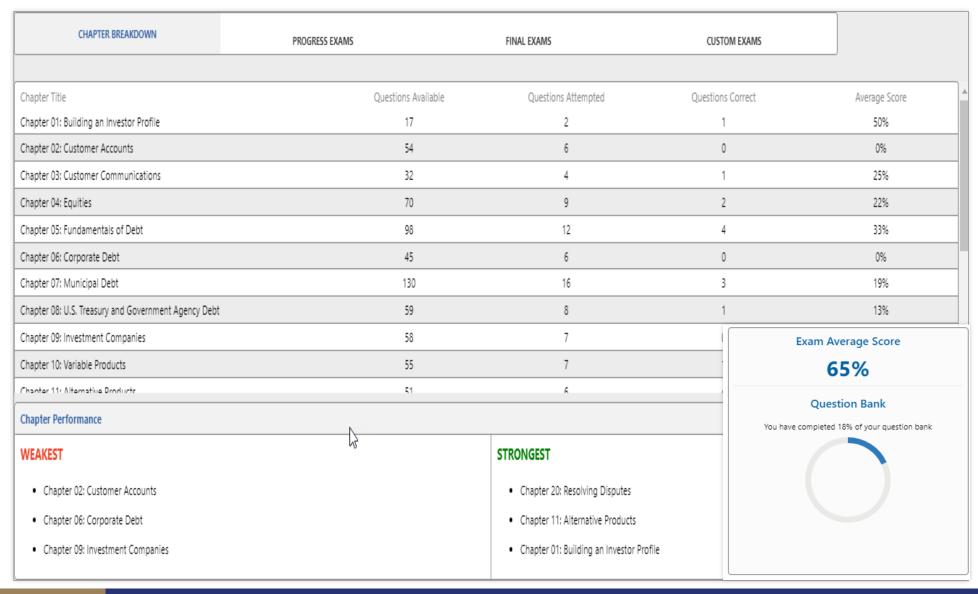
Exam Question Sample

- Each question is presented individually with multiple choice answers; similar to the actual FINRA/NASAA/MSRB exams
- Students can "Mark for Review" any question and go back and review it once the exam is complete
- Students can e-mail instructors for help right from their home room. Please include the QID – Question Identifier Number in the e-mail.
- When contacting the FREE STC Instructor Hotline (1-800-782-3926) for additional assistance on a question, also reference the QID number.
- Instructor Hotline Open 9-5PM EST (M-F)

Student Homeroom – My Scores – Targeted Study

Students can utilize the "My Scores" tool to review their progress.

Provides the ability to drill down results by chapter to identify opportunities for improvement through targeted study



Student Homeroom – My Scores – Targeted Study

Students utilize the *Final Exam* tab to track their scores and measure their understanding of the entire course.

They can click on a specific exam to view detailed results, including missed questions.

CHAPTER BREAKDOWN	PROGRESS EXAMS		FINAL EXAMS	CUSTOM EXAMS	
Exam Title ↓	Date Sta	rted	Date Finished	Total Time	Score
Final Exam 01 ▶	09/11/2018 (03:06 PM	09/12/2018 02:08 PM	11 minutes	23%
Exam Details					
Average of First Attempts			Total Time Spent		
2	23%		11	minutes	

Targeted Study – Crunch Time Facts

The Crunch Time Facts represent a detailed summary of the "must-know" facts and are broken down by the chapters in STC's Study Manual.

This digital "cheat sheet" is perfect as a final review in the days leading up to the regulatory exam.







Student Support: Live Virtual Classes + Q&A Sessions

The Benefits of STC's Live Classes

- STC offers best-in-class Live Training designed to fit the needs of today's learners
- Students can attend classes Live or choose to watch them at a more convenient time OnDemand
- For those struggling with Options & Suitability on the Series 7, STC has a specific ½ day class dedicated towards solely that content
- Activities are built into the classes to encourage student participation and keep people engaged
- Students preparing for the SIE or Series 7 can attend our 4-week programs, targeted at students looking to be taught the content instead of the traditional 2-3 day review class (similar to a Private Class)

SIE

- 2 Day
- 4 Day
- 2 Week
- 4 Week "all inclusive"

Series 7

- 3 Day
- 2 Week
- 4 Week "all inclusive"
- ½ Day Options & Suitability

Series 66

- 2 Day (full day)
- 4 Day (1/2 day)



Exam Details What to Know

Securities Industry Essentials (SIE) Exam

SIE Exam
75 multiple-choice questions + 10 unscored questions (85 total)
1 hour and 45 minutes allotted
70% minimum required passing score

Sections	# of Questions
Knowledge of Capital Markets	12
2. Understanding Products and their Risks	33
3. Understanding Trading, Customer Accounts and Prohibited Activities	23
4. Overview of the Regulatory Framework	7

Series 7 Exam

Series 7
125 questions
3 hours and 45 minutes
72% minimum required passing score

Four Sections		# of Questions
1.	Seeks Business for the Broker-Dealer from Customers and Potential Customers	9 Questions
2.	Opens Accounts after Obtaining and Evaluating Customers' Financial Profile and Investment Objectives	11 Questions
3.	Provides Customers with Information about Investments, Makes Suitable Recommendations, Transfers Assets and Maintains Appropriate Records	91 Questions
4.	Obtains and Verifies Customers' Purchase and Sales Instructions and Agreements; Processes, Completes, and Confirms Transactions	14 Questions

Key Differences Between the SIE and Series 7 Exams

- 1. Suitability Focus versus Product Characteristics
 - Series 7 product questions tend to focus on matching products with suitable clients
 - Series 7 includes questions that focus on tax implications and the impact they have on appropriate recommendations
- 2. Candidates report lengthy questions on the Series 7 that take more time to read and analyze
- 3. Unlike the SIE Exam, you should expect several calculations on your Series 7 Exam, including:
 - Options (maximum gain, maximum loss, breakeven)
 - Many on complex strategies (spreads and straddles), as well as stock and option combined positions
 - Margin calculations (SMA, equity, minimum maintenance)
 - Convertible bonds (parity)
 - Financial statements and ratios (EPS and liquidity ratios)

Series 7 – Key Chapters

Key Series 7 Chapters That Have More Emphasis, Complexity, and Detail Than What Appeared in the SIE Study Manual:

- Chapter 7: Municipal Debt (15 to 20 questions)
- Chapter 12: Options (15 to 20 questions)
- Chapter 20: Resolving disputes and Suitability (emphasis on Suitability)

SIE and Series 7 Chapters with Significant Overlap

The Content of Following Series 7 Chapters is Similar To What's Included in the SIE Study Manual:

- Chapter 9: Packaged Products/Investment Companies (SIE Chapter 7)
- Chapter 10: Variable Products/Contracts (SIE Chapter 8)
- Chapter 11: Alternative Investments (SIE Chapter 9)
- Chapter 13: Offerings (SIE Chapter 11)

Series 66 Exam

Series 66	
100 questions	
2.5 hours allotted	
73% minimum required passing score	

Four Sections	# of Questions
Economic Factors and Business Information	5 Questions
2. Investment Vehicle Characteristics	20 Questions
3. Client/Customer Investment Recommendations and Strategies	30 Questions
4. Laws, Regulations, and Guidelines including Prohibition on Unethical Business Practices	45 Questions