



SFI Knowledge Catalyst
Connect with Finance Students

Master's thesis on "the pricing of services in the wealth structuring business"

Are you looking for a corporate partner for your industry-oriented Master's thesis? The SFI Knowledge Catalyst provides you with the opportunity to write your Master's thesis in collaboration with Lopag Trust reg..

Project description:

One topic we have been discussing intensively over the past few months is the pricing of services in the wealth structuring business. The industry standard is to charge an annual fixed fee plus variable fees based on actual expenditure of time. As a consequence of the many changes in this business over the last few years, we no longer believe that the pricing of our product/service offering and the resulting incentives for us as a service provider are adequate in today's world

Our expectation of how the research would be conducted includes the following:

1. Documentation of current pricing model(s) in the wealth structuring industry („base model“)
2. Identification of various pricing models in related and unrelated industries, i.e. asset management, hedge funds, M&A, gaming, etc., and validation of their potential applicability to the wealth structuring industry showing pros and cons vs. base model
3. Proposal of a „brave new model“ and its justification/legitimacy

Start date: to be negotiated

Collaboration: Master's thesis coaching (no internship will be offered).

Interested?

Please send your motivation letter, CV, and university grades to Ms Désirée Spörndli at ds@sfi.ch