Interpreting Your Series 7 Exam Results

After taking your Series 7 exam, you received a breakdown of your scores on the five respective Major Job Function areas that comprise the exam. If you did not achieve the 72% passing score, you will need to establish a study strategy and focus to help you achieve success the next time you test. Determining a successful strategy requires you to interpret these results to understand your weak areas so that you can maximize your study time and boost your performance.

Attending Class

- If your study package includes a Live Class, schedule to attend another class within 1 year after your registration at no additional charge. Call customer service at 800.824.8742 to schedule.
- If your study package includes a Live and Online Class or an OnDemand Class, review the class in your portal and your Class Notes book as needed.

The table on the following page identifies the FINRA breakdown, number of questions associated with the Major Job Functions, and the related units in your Kaplan Financial Education study materials that most closely align with the FINRA exam topics.

You should review the material, particularly SecuritiesPro™ QBank questions, for any area in which your score range was less than 72%.
<table>
<thead>
<tr>
<th>Series 7 – Five Major Job Functions</th>
<th>Tasks Covered for Each Job Function</th>
<th>No. of Questions</th>
<th>Kaplan License Exam Manual Units and Material to Review</th>
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</table>
| F1 – Seeks Business for the Broker-Dealer Through Customers and Potential Customers | • Contacts and builds relationships with current and potential customers in person, by telephone, mail, and electronic means in order to obtain new business  
• Describes investment products and services to current and potential customers with the intent of soliciting interest  
• Develops promotional and advertising material and sales literature and seeks appropriate approvals prior to distribution  
• Distributes promotional and advertising material and sales literature to current and potential customers  
• Conducts seminars, lectures, and other group forums with customers with appropriate approvals | 68 | PRIMARY FOCUS ALL PRODUCT SPECIFIC Units: 1, 2, 3, 4, 10, 11, 12, 13  
SECONDARY FOCUS UNIT 17 |
| F2 – Evaluates Customers’ Other Security Holdings, Financial Situation and Needs, Financial Status, Tax Status, and Investment Objectives | • Makes reasonable efforts to obtain customer investment profile information including, among other factors, the customer’s other security holdings, financial situation and needs, financial status, tax status, and investment objectives (e.g., preservation of capital, income, growth)  
• Reviews and analyzes customer’s investment profile  
• Determines suitable investments for the customer | 27 | PRIMARY FOCUS Unit 15 CLASS NOTES BOOK – Mutual Fund Recommendations Exercise  
SECONDARY FOCUS ALL PRODUCT SPECIFIC Units: 1, 2, 3, 4, 10, 11, 12, 13 |
| F3 – Opens Accounts, Transfers Assets, and Maintains Appropriate Account Records | • Informs customers of the basic types of accounts and their appropriateness  
• Provides disclosures to customers regarding various account types and restrictions  
• Obtains/updates customer information and documentation, as required by Federal and SRO rules and regulations (e.g., USA PATRIOT Act Section 326 requirements, Customer Identification Program requirements [CIP])  
• Identifies and responds appropriately to suspicious activity at account opening and on an ongoing basis, and escalates or reports to appropriate parties  
• Obtains necessary legal documents (e.g., power of attorney, trust documents, Transfer on Death, corporate resolutions, discretionary approval documents, beneficiary forms) to open and maintain accounts  
• Obtains any supervisory approvals required to open accounts (e.g., client accounts and RR accounts), update existing account information, and obtain or file necessary documents  
• Retains account documentation and copies of all customers’ correspondence  
• Submits appropriate requests (e.g., withdrawals, transfers, tenders, investment guidelines) and obtains required documentation | 27 | PRIMARY FOCUS Unit 5, Unit 9, Unit 16, Unit 17 |
| F4 – Provides Customers With Information on Investments and Makes Suitable Recommendations | • Obtains information regarding current domestic and global market events, economic/financial news, industry sectors, and the status of markets and securities from various appropriate sources to assess how this information may impact the markets, issuers and customers’ accounts  
• Communicates relevant market, investment, and research data to customers  
• Makes suitable investment recommendations  
• Provides appropriate disclosures concerning products, risks, services, costs, and fees  
• Provides customers with information on investment strategies and explains how the risks and rewards of a particular investment or strategy relate to the customer’s financial needs and investment objectives | 70 | PRIMARY FOCUS Unit 14, Unit 15 CLASS NOTES BOOK – Mutual Fund Recommendations Exercise  
SECONDARY FOCUS ALL PRODUCT SPECIFIC Units: 1, 2, 3, 4, 10, 11, 12, 13 |
| F5 – Obtains and Verifies Customer’s Purchase and Sales Instructions, Enters Orders and Follows Up | • Provides current quotes and security prices (e.g., NAV) and reports trade executions  
• Verifies, enters, and monitors orders in accordance with customers’ instructions and regulatory requirements  
• Enters or creates trade orders pursuant to regulatory requirements (e.g., market making activities, use of exchange automated execution systems)  
• Informs the appropriate supervisor and assists in the resolution of trade discrepancies, disputes, errors, and complaints  
• Informs customers of delivery obligations and settlement procedures for trades executed in their accounts  
• Addresses margin issues as they arise  
• Reports account information to customers (e.g., account value, profits and losses) | 58 | PRIMARY FOCUS Unit 5, Unit 6, Unit 8, Unit 9 |

**Detailed Success Strategy for Subsequent S7 Exam Attempts:**

1. **On your FINRA Series 7 Exam Report, identify any Major Job Function areas in which your score range fell below 72%. Use the table above to match the Kaplan License Exam Manual units that pertain to the FINRA job function areas.**

2. **For each of the FINRA Major Job Function areas in which the Section Analysis reported score ranges of below 72%, do the following:**
   - Review the units identified in the Kaplan License Exam Manual.
   - Review all Video Library selections associated with those units.
   - Create practice tests for each of these areas as follows:  
     - Select each of the Kaplan License Exam Manual units that correspond with the FINRA topic areas
     - Complete at least three 35-question tests on each weak topical area

3. **Create tests that are 100 questions in length from the SecuritiesPro™ QBank.**
   - Pull questions randomly from all 17 License Exam Manual units for each test you create.
   - Review only questions answered incorrectly.

4. **Use the “weighted mock exam” function.**
   - Your goal is to achieve scores that are CONSISTENTLY 80% or higher for steps 3 and 4.