

# Financial Markets 101

Financial Education Professionals Pty Ltd is a specialist financial training company providing professional education, continuing training and assessment services for financial institutions in the wholesale financial markets, such as asset managers, investment banks and custody firms.

This brochure outlines a series of short (3-hour), targeted financial markets workshops that provide a broad understanding of various aspects of financial markets. These workshops are designed to provide solid foundation knowledge without technical over-kill.

All workshops are delivered on an in-house basis. There are no assessments. Each workshop carries 3 CPE points.

The workshops in the series are:

- Module 1: Who's who and what's what in financial markets  
*A practical guide to Australia's financial markets*
- Module 2: What's so equitable about equities?  
*A review of equity markets and products*
- Module 3: The currency of forex  
*Analysing the global foreign exchange market*
- Module 4: Till debt do we part  
*A look at government and corporate debt markets*
- Module 5: Hedge, arbitrage or manipulation? -  
The truth about derivatives  
*A no-nonsense look at derivatives*
- Module 6: Our \$1,000,000,000,000 nest egg  
*A review of Australia's managed investments sector*
- Module 7: The frontiers of banking  
*Understanding investment banking*

Training for:

- ✓ Administration staff
- ✓ Asset Managers
- ✓ Asset Consultants
- ✓ CFA® Charterholders & Candidates
- ✓ Compliance Officers
- ✓ Custody staff
- ✓ Financial advisers
- ✓ Investment bankers
- ✓ IT professionals
- ✓ Legal professionals
- ✓ Margin Lending staff
- ✓ Marketing professionals
- ✓ New industry entrants
- ✓ Non-finance graduates
- ✓ Operations staff
- ✓ Responsible Managers
- ✓ Risk Management staff
- ✓ Training Managers

## Module outlines

### Module 1: Who's who and what's what in financial markets

This program provides an introduction to Australia's financial sector and financial markets. It explains who the major participants are within the financial sector and examines the activities of key financial intermediaries such as banks, investment banks, insurance companies and hedge funds.

The program also examines the products and instruments traded in the financial markets and the importance that these markets have to the broader Australian economy.

Importantly, the seminar also explores the major trends and issues currently shaping the development of the financial sector in Australia and internationally.

### Module 4: Till debt do we part

This program explains the operation of Australia's debt markets and how they are used by Governments, companies and financial institutions as a means of raising capital or deriving investment returns.

The program profiles the major segments of the debt markets (i.e. the money market and bond markets) and reviews important debt market concepts, such as pricing, credit risk and the use of yield curves.

Importantly, the program reviews debt markets in the context of the current global financial crisis and looks at the reasons why the dislocation of debt markets had such profound consequences for the global economy.

### Module 2: What's so equitable about equities?

This program explains the operation of Australia's equity markets and how these markets are used by companies and financial institutions both as a source of capital and a source of investment return.

The program examines how companies raise capital in both the primary (i.e. IPO) and secondary markets, and the methods that institutional investors utilise when selecting stocks for their investment portfolios.

Within the program, the risk/reward features of major equity products are also analysed. Time is also allocated to reviewing the related equity derivatives products used by investors to either acquire or manage equity price risk.

### Module 5: Hedge, arbitrage or manipulation - The truth about derivatives

The program seeks to demystify derivatives by focusing on how derivatives are used by financial institutions and corporate customers as a tool for investment and risk management.

Within the program, a range of derivatives are examined, including those traded on Exchange, such as futures and options, as well as Over-the-Counter (OTC) products, such as FRAs and swaps.

Importantly, the program examines the reasons why derivatives are often shrouded in mystery and controversy and how this has affected regulators, governments as well as market users themselves.

### Module 3: The currency of forex

This program provides an overview of the largest sector of the global financial markets - the foreign exchange market. The program discusses the factors that drive exchange rates and exchange rate volatility and the impact that this has on major participants such as banks, Governments and corporate customers.

The program also reviews how trading takes place in the foreign exchange market and profiles the pricing of major products in both the spot and forward foreign exchange markets.

### Module 6: Our \$1,000,000,000,000 nest egg

This program provides an overview of Australia's managed investments sector and reviews the activities of major participants.

The program explains why the managed investments sector is central to the operation of Australia's financial system. Within the program, time is devoted to looking at the practicalities of managing equity and debt portfolios as well as alternative assets such as hedge funds and private equity.

### Module 7: The frontiers of banking

This program explains the key functions and activities of investment banks.

The program discusses the activities for which investment banks are best known including mergers and acquisitions advice, syndicated lending, market making in financial products, wealth management and treasury and custodial operations.

In addition, the program also looks at other front, middle and back office functions undertaken by investment banks.

As well as discussing product-based functions, the program also analyses how investment bank activities have been shaped by the current financial crisis and what the long-term future for investment banks may be.

### Delivery

All modules are delivered as three-hour face to face interactive workshops, on an in-house basis. Additional tailoring of content within specific modules to suit your audience is possible, following discussions with us.

### Fees (excl GST)

2010 Fees (including handouts)

- \$395 per person & per module
- \$1,350 per person for any 4 modules

### CPE Points

Each workshop entitles attendees to 3 CPE points (unstructured).

### Enquiries

To arrange to deliver all or a combination of these workshops for your staff, please contact us at

Email: [enquiries@financialeducation.com.au](mailto:enquiries@financialeducation.com.au)

Phone: +61 2 9252 7437

Financial Education Professionals Pty Ltd was established in 2001.

We focus on:

- > tailored course design and delivery in investment banking, investment management and financial markets
- > training for custody and treasury operations and investment administration roles and
- > initial training and continuing professional education for wholesale market participants to meet Australian Securities and Investments Commission's (ASIC's) licensing compliance requirements

Financial Education Professionals is an ASIC Authorised Assessor for the purposes of RG 146 and RG 105 and is a Registered Training Organisation, accredited to offer programs and qualifications throughout Australia.