



## Financial Market New Product Approval

Programme Code: P200420VYM

### COURSE OVERVIEW

**This course is conducted by virtual classroom online**

This course will help all levels of Financial Markets participants with requirement for product termsheet and documentation knowledge. The programme will enhance participants' understanding on financial markets new product approval policy and review processes. This course will cover the use of ISDA and associated documents as legal documentation to minimize operational risks. Formulate term sheet for the bespoke solution with full disclosure of product features and risks. There will be case studies to illustrate the importance of documentation and post transaction client engagement. The case study will help us understand the steps to perform periodic evaluation.

### Who Should Attend

Execution Sales, Structuring Sales and Middle Office & Compliance Executives with knowledge of flow financial products and who want to acquire a deeper understanding and knowledge of internal and external approval and documentation requirements for execution of bespoke solutions to client. This course will also benefit those who have completed the Structuring and Advisory Course.

### OBJECTIVES

**Objectives of this course are:**

- To apply the New Product Approval policy and review processes
- To understand the documentation requirements for execution of bespoke solutions to client
- To understand operational risks and acquire the techniques to minimize key operational risks

There will be an Assessment ( MCQ ) after the training session.

**Duration of Course – 3 ½ Hours Core SFA CPD**

**Course Fees - S\$ 600 (Nett Fee S\$72; IBF FTS Funding and GST included)**

FTS Funding please visit IBF website: <https://www.ibf.org.sg/programmes/Pages/IBF-FTS.aspx>

**Trainers : Mr. Jerry Huynh**

**\*Requirement: Computer Device with video / camera function**

For Trainers' Profiles, Policies and Guidelines on course management and related polices pls visit ACI website at [www.acisin.com](http://www.acisin.com)

## Financial Market New Product Approval

### COURSE OUTLINE

#### Approval and Documentation

- Perform “New Product Approval” process associated with structuring bespoke solutions.
- Formulate the term sheet for the bespoke solution with full disclosure of product features and risks.
- Understand the use of ISDA and associated documents as legal documentation to minimize operational risks.
- Understand the steps to perform periodic evaluation of the bespoke solution to ensure that it continues to achieve the intended goals of the client taking into account changes in financial market conditions.