



## **Treasury & Markets Trader & Sales Foundation Course**

### **Programme Code P200609MYW**

#### **COURSE OVERVIEW**

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

This course suited for Financial Markets Junior Trader & Sales participants with requirement for a deeper insight into the mindset of a good trader or sales. The programme will enhance participants' understanding of trading strategies and key responsibilities of a good trader and sales. Managing both banks and client's thought process & formulating appropriate solutions to match risk appetite. This course will cover the use technical tools to formulate trading views and perform within risk management parameters. There will be case studies to illustrate the importance of employing different trade strategy to adapt to other asset class.

##### **Who Should Attend**

Treasury & Markets Junior Trader & Sales and Treasury Support Executives with knowledge of financial products and want to acquire a deeper understanding and knowledge of trading mindset & sales process.

##### **Course Objectives**

- To understand the roles of traders and sales persons
- To understand the different aspects of trading, market making and sales in the environment
- To understand the risk management of trading and sales

**Duration of Course – 8 Hours and 40 Minutes**

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

**Course Fees - S\$ 1,280 (Nett Fee S\$153.60 IBF FTS Funding and GST included)**

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

**Trainer: Mr Thomas Poh**

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



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### Course Outline

#### Part I: Trading & Market Making

##### Modules 1

###### **1. Trading explained**

- a. 3 key aspects of trading
  - i. The Maths
  - ii. The Social Science
  - iii. The Art

###### **2. Ways to form a market view**

- a. Why do we need a view?
- b. Fundamentals
- c. Technical
- d. Momentum
- e. Mean reversion
- f. Scalping
- e. Model

###### **3. Types of strategies**

- a. Directional
- b. Relative value
- c. Carry
- d. Basket
- e. Model
- f. Arbitrage

###### **4. Components of a trade strategy**

- a. Direction
- b. Product
- c. Holding Period
- d. Size
- e. Entry & Exit Levels
- f. Timing

## Treasury & Markets Trader & Sales Foundation Course

### Module 2

#### 5. What makes a good trader?

- a. Key characteristics of a good trader
- b. Where does a trader fit in within a bank
- c. What makes a good trader working in a bank

#### 6. Understanding market making

- a. Role and responsibilities of a market maker
- b. Best practices of a market maker
- c. How to make a good “price”?
- d. The dynamics between onshore and offshore prices
- e. How to price a something that has an “unknown” market price

#### 7. Risk management and the trader

- a. Type of risk management parameters
- b. What to do what you hit your Management Action Trigger

#### 8. Cases studies

### Part II: Selling of Treasury Products

### Module 3

#### 1. Role of a Treasury Sales person

#### 2. Know your client

- a. Types of clients
- b. How are clients set up
- c. Client’s thought process

## Treasury & Markets Trader & Sales Foundation Course

### 3. Deep diving into a client account

- a. Understanding client's business operations
- b. Identifying FX hedging opportunities
- c. Identifying IR hedging opportunities
- d. Selling investment products

### 4 Case Study

## Module 4

### 5. The pitch

- a. Pre-pitch checklist
- b. Who else needs to be involved?
- c. Selling it

### 6. Closing the deal

- a. Gate-keeper vs decision maker
- b. Negotiating techniques

### 7. Selling as a team

- a. The different type of sales persons
- b. How sales and trading can work together to add value to the client

### 8. Case Study