

Financial Services eLearning

Knowledge By Design



FINANCIAL MARKETS COURSES

Introduction to Financial Markets

- ☐ Financial Markets - An Introduction
- ☐ Money Markets - An Introduction
- ☐ Foreign Exchange (FX) Market - An Introduction
- ☐ Bond Markets - An Introduction
- ☐ Bond Markets - Issuing & Trading
- ☐ Equity Markets - An Introduction
- ☐ Equity Markets - Issuing

Business of Banking

Business of Investment Banking
Business of Retail Banking

Understanding the Corporate Banking Business

- ☐ Corporate Banking - An Introduction
- ☐ Corporate Banking - Marketplace
- ☐ Corporate Banking Products - An Introduction
- ☐ Corporate Banking Relationship Management - An Introduction
- ☐ Corporate Banking Relationship Management in Practice **(New)**

Building Blocks

Interest Calculations
Time Value of Money
NPV & IRR
Probability
Distributions & Hypothesis Testing
Estimating Volatility
Correlation & Regression Analysis
Calculus
Indices, Exponents, Logs, & Geometric Series

Building Blocks in Excel

- ☐ Excel Interactive - Logs
- ☐ Excel Interactive - Measures of Central Tendency
- ☐ Excel Interactive - Volatility
- ☐ Excel Interactive - Normal Distribution
- ☐ Excel Interactive - Skewness & Kurtosis
- ☐ Excel Interactive - Covariance & Correlation
- ☐ Excel Interactive - Regression Analysis

Money Markets

- ☐ Interbank Market
- ☐ Interest Rates & Benchmarks
- ☐ Money Market Securities - An Introduction
- ☐ Money Market Securities - Pricing
- ☐ Repurchase Agreements (Repos)
- ☐ Money Market Funds
- ☐ Bank Funding & Position Management
- ☐ Scenario - A Day in the Life of a Money Market Trader

Foreign Exchange

- ☐ The Foreign Exchange Business
- ☐ FX Spot Market - An Introduction
- ☐ FX Spot Market - Trading
- ☐ FX Forward Market - An Introduction

- ☐ FX Forward Market - Calculating Swap/Forward Points & Cross Rates
- ☐ FX Forward Market - Uses of Outrights & FX Swaps
- ☐ FX Forward Market - Short-Dated Outrights & FX Swaps
- ☐ FX Forward Market - Cross-Currency Borrowing & Investing
- ☐ FX Forward Market - FX Swap Trading
- ☐ FX Forward Market - Non-Deliverable Forwards (NDFs)
- ☐ Foreign Exchange - Factors Influencing Exchange Rates
- ☐ Scenario - Using FX Swaps & Outrights for Cash Flow Management

Equities

Equities - Trading
Dark Pools
Algorithmic Trading
High Frequency Trading (HFT)
Equity Program Trading
Equities - Research & Valuation
Equities - Returns-Based Valuation
Equity Portfolio Management - Risk & Return
Equity Portfolio Management - Indices & Hedging
Margin
US Equity Market
UK Equity Market
European Equity Markets
Hong Kong Equity Market
Singapore Equity Market
Canadian Equity Market
☐ Japanese Equity Market

Fixed Income

Bond Prices & Yields
Duration & Convexity
Fixed Income - Credit Risk
Eurobonds - An Introduction
Eurobonds - Issuing & Investing
Floating Rate Notes (FRNs)
US Bond Market
UK Bond Market
European Bond Markets
Japanese Bond Market
Canadian Bond Market
Bond Strategies - Fundamentals

Municipal Bonds (US)

Municipal Bonds (US) - An Introduction
Municipal Bonds (US) - Types
Municipal Bonds (US) - Investing
Municipal Bonds (US) - Primary & Secondary Markets

Fixed Income Analysis

Bond Futures
Bond Futures Basis
Basis Trading
Zero-Coupon Bonds
High-Yield Debt
Bond Hedging with Options
Bond Hedging with Swaps
Relative Value Trading - An Introduction
Relative Value Trading - Strategies & Risks

Introduction to Derivatives

- ☐ Derivatives - An Introduction
- ☐ Derivatives - Markets
- ☐ Forwards & Futures - An Introduction
- ☐ Swaps - An Introduction
- ☐ Options - An Introduction

Forwards & Futures

Forwards & Futures - Pricing
Futures Markets
Forwards & Futures - Hedging (Part I)
Forwards & Futures - Hedging (Part II)
Forwards & Futures - Trading
Money Market Futures

Yield Curves

Building a Yield Curve
Futures - Building a Yield Curve (Even Periods)
Futures - Building a Yield Curve (Actual Dates)

Options

Options - Introduction to Option Valuation
Options - Future Asset Prices & Volatility
Options - Replication, Risk Neutrality, & Black-Scholes
Options - Beyond Black-Scholes
Options - Greeks (Part I)
Options - Greeks (Part II)
Options - Trading Strategies
Options - Managing an Option Portfolio

Interest Rate & FX Options

Caps & Floors - An Introduction
Caps & Floors - Pricing
Caps & Floors - Chooser & Double-Strike Structures
Swaptions
Callable Bonds
Bermudan Swaptions
Interest Rate Volatility
Options - Managing an Interest Rate Option Book
FX Option Trading

Exotic Options

Options - Exotic Options
Options - Barrier Options
Options - Average Rate Options
Options - Basket & Spread Options - An Introduction
Options - Basket Options - Evaluation & Evolution

Interest Rate & Currency Swap Fundamentals

Swaps - Applications
Swaps - Applications for Corporates
Swaps - Applications for Institutional Investors
Swaps - Pricing & Valuation (Part I)
Swaps - Pricing & Valuation (Part II)
Swaps - Credit Exposure
Swaps - Documentation & Settlement
Swaps - Book Management

Interest Rate & Currency Swap Structures

Swaps - Currency Swaps
Swaps - In-Arrears Swaps

Swaps - Constant Maturity Swaps
Swaps - Forward, Amortizing, & Zero-Coupon Swaps
Swaps - Asset Swaps - An Introduction
Swaps - Asset Swaps - Pricing
Swaps - Differential Swaps
Swaps - Overnight Indexed Swaps

Equity Derivatives

Equity Derivatives - An Introduction
Equity Derivatives - Types
Convertibles - An Introduction
Convertibles - Introduction to Convertible Valuation
Contingent Convertibles (CoCos)
Warrants - An Introduction
Warrants - Pricing
Equity Derivatives - Equity Index Swaps

Credit Derivatives

- ☐ Credit Derivatives - An Introduction
- ☐ Credit Derivatives - Single-Name CDS
- ☐ Credit Derivatives - CDS Indices
- ☐ Credit Derivatives - CDS Valuation
- ☐ Credit Derivatives - CDS Documentation & Settlement
- ☐ Credit Derivatives - Variations
- ☐ Scenario - CDS Relative Value Trading

Securitization

Securitization - An Introduction
Securitization - Mortgage-Backed Securities (MBS)
Securitization - European Mortgage-Backed Securities
Securitization - Commercial Mortgage-Backed Securities
Securitization - Asset-Backed Securities (ABS)
Securitization - Credit Card ABS
Securitization - CDOs - An Introduction
Securitization - CDOs - Structures & Ratings

Structured Derivative Notes & Swaps

Range Accrual Structures
Inverse FRNs
Capped & Collared FRNs
Trigger Structures
Power Reverse Dual Currency (PRDC) Notes
Target Redemption Notes (TARNs)
CMS Option Structures

Inflation-Linked Instruments

Inflation-Linked Instruments - An Introduction
Inflation-Linked Instruments - Pricing

Corporate Finance

Corporate Finance - An Introduction
Corporate Finance - Measuring Business Performance - Free Cash Flow
Corporate Finance - Measuring Business Performance - Economic Profit
Corporate Finance - Cost of Capital
Corporate Finance - Capital Budgeting
Dividend Policy
Mergers & Acquisitions (M&A)
Corporate Finance - Acquisition Analysis

Accounting

Accounting - An Introduction
Analysis of the Balance Sheet
Analysis of the Income Statement
Analysis of the Cash Flow Statement
Understanding Financial Reports
Accounting Basics for Finance Professionals

Corporate Valuation

Corporate Valuation - An Overview
Corporate Valuation - Public Comparables Analysis
Corporate Valuation - Acquisition Comparables Analysis
Corporate Valuation - Discounted Cash Flow (DCF) Analysis
Corporate Valuation - Merger Consequences Analysis
Corporate Valuation - Leveraged Buyout (LBO) Analysis

Bank Treasury Management

Treasury - Dealing Room Organization & Practices
Treasury Management - The Treasury Department
Treasury Management - The Finances of a Bank
Asset & Liability Management (ALM) - An Introduction
Asset & Liability Management (ALM) - Interest Rate Risk
Asset & Liability Management (ALM) - Options, FTP, & Firm Value

Risk Management

Risk Management - An Introduction
Risk - Measurement & Management
Interest Rate Risk - Identification & Measurement
Interest Rate Risk - Management
Market Risk - Identification & Measurement
Market Risk - Management & Regulation
Liquidity Risk - Identification & Measurement
Liquidity Risk - Management & Regulation
Counterparty Credit Risk (CCR) - An Introduction
Counterparty Credit Risk (CCR) - Measurement
Counterparty Credit Risk (CCR) - Management
Operational Risk - Identification & Measurement
Operational Risk - Management & Regulation
Stress Testing - An Introduction
Risk Management for Senior Executives

Introduction to Credit Risk

- ☐ Credit Risk - An Introduction
- ☐ Credit Risk - Types
- ☐ Credit Risk - Measurement & Capital Requirements
- ☐ Credit Risk - Lessons from the Financial Crisis

Credit Risk Management

- ☐ Credit Risk Management - An Introduction
- ☐ Credit Risk Management - Framework
- ☐ Credit Risk Management - Stakeholders
- ☐ Credit Risk Management - Strategic & Business Unit Management
- ☐ Credit Risk Management - Credit Culture
- ☐ Credit Risk Management - Risk/Reward
- ☐ Credit Risk Management - Data & Reporting

Credit Risk Appetite

- ☐ Credit Risk Appetite - An Introduction
- ☐ Credit Risk Appetite - Customer & Industry Risk
- ☐ Credit Risk Appetite - Product & Country Risk

Credit Risk Measurement

- ☐ Credit Risk Measurement - An Introduction
- ☐ Credit Risk Measurement - PD & Risk Rating
- ☐ Credit Risk Measurement - EAD & LGD
- ☐ Credit Risk Measurement - Capital Calculations
- ☐ Credit Risk Measurement - Models

Credit Risk Customer Management

- ☐ Credit Risk Customer Management - An Introduction
- ☐ Credit Risk Customer Management - Credit Facilities
- ☐ Credit Risk Customer Management - Structuring Credit Facilities
- ☐ Credit Risk Customer Management - Covenants & Credit Decisions

Credit Analysis

- ☐ Credit Analysis - An Introduction
- ☐ Credit Analysis - Balance Sheet Analysis
- ☐ Credit Analysis - Income Statement Analysis
- ☐ Credit Analysis - Cash Flow Analysis
- ☐ Credit Analysis - Performance & Other Measures
- ☐ Credit Analysis - Forecasting
- ☐ Credit Analysis - Other Factors
- ☐ Scenario - Performing a Credit Analysis

Credit Risk Mitigation

- ☐ Credit Risk Mitigation - An Introduction
- ☐ Credit Risk Mitigation - Collateralization
- ☐ Credit Risk Mitigation - Other Types of Mitigant
- ☐ Credit Risk Mitigation - Management & Realization

Corporate Banking Products (Credit)

- ☐ Corporate Banking Products - Short-Term Finance **(New)**
- ☐ Corporate Banking Products - Accounts Receivable Finance **(New)**
- ☐ Corporate Banking Products - Term Finance **(New)**

Bank Lending

Syndicated Lending
Loan Trading
Problem Loans

Project Finance

Project Finance - An Introduction
Project Finance - Deal Structuring

Trade Finance

Trade Finance - An Introduction
Open Account Trading
Documentary Collections
Letters of Credit - An Introduction
Letters of Credit - Types
UCP 600
Export Finance
Structured Trade Finance
Trade Finance Security
Incoterms 2010

Value at Risk (VAR)

VAR - An Introduction
VAR - Variance-Covariance Approach
VAR - Monte Carlo Simulation

VAR - Historical Simulation & Other Issues

Life of a Trade

- ☐ Life of a Trade - An Introduction
- ☐ Life of a Trade - Pre-Trade
- ☐ Life of a Trade - Execution
- ☐ Life of a Trade - Clearing & Settlement
- ☐ Life of a Trade - Ongoing Position & Risk Management
- ☐ Scenario – The Trade Lifecycle in Action **(New)**

Custody

- Role of a Custodian
- Role of a Custodian in Trade Processing & Settlement
- Corporate Actions - An Introduction
- Corporate Actions - Major Types
- Registrar & Transfer

Prime Brokerage

- Prime Brokerage - An Introduction
- Prime Brokerage - The Prime Broker's Viewpoint
- Prime Brokerage - The Institution's Viewpoint

Commodities

- ☐ Commodities - An Introduction **(Revised)**
- ☐ Commodities - Trading **(New)**
- Commodities - Precious Metals
- Commodities - Base Metals
- Commodities - Oil
- Commodities - Natural Gas
- Commodities - Electricity & Coal
- Commodities - Emissions
- ☐ Commodities - Grains & Oilseeds **(New)**
- ☐ Commodities - Livestock **(New)**
- ☐ Commodities - Softs **(New)**

Regulatory Environment

- Banking Regulation - An Introduction
- Basel II & Basel 2.5
- Basel III - An Introduction
- Basel III - Capital
- Basel III - Risk Coverage
- Basel III - Liquidity & Leverage
- Basel III - Pillar 2 & Pillar 3
- Financial Authorities (US)
- ☐ Financial Authorities (UK) - PRA & FCA **(New)**
- ☐ Financial Authorities (UK) - Bank of England **(New)**
- Financial Authorities (Europe)
- Financial Authorities (Asia)
- Markets in Financial Instruments Directive (MiFID)
- ☐ Primer – MiFID II/MiFIR **(New)**
- Dodd-Frank Act - An Overview
- Foreign Account Tax Compliance Act (FATCA)
- European Market Infrastructure Regulation (EMIR)
- Undertakings for Collective Investment in Transferable Securities (UCITS)
- Alternative Investment Fund Managers Directive (AIFMD)

Islamic Banking & Finance

- ☐ Islamic Banking & Finance - An Introduction
- ☐ Islamic Banking & Finance - Financial Instruments
- ☐ Islamic Money & Capital Markets

- ☐ Sukuk Market
- ☐ Islamic Banking & Finance - Wealth Management

Introduction to Macroeconomics

- Macroeconomics - Gross Domestic Product (GDP)
- Macroeconomics - Monetary Policy
- Macroeconomics - Fiscal Policy
- Macroeconomics - Inflation
- Macroeconomics - Unemployment
- Macroeconomics - Balance of Payments

Economic & Technical Analysis

- Economic Indicators - An Introduction
- Economic Indicators - National Accounts
- Economic Indicators - Business Cycles
- Economic Indicators - Inflation & Employment
- Technical Analysis - An Overview
- Technical Analysis - Charting
- Technical Analysis - Tools & Techniques

Introduction to Asset Management

- ☐ Investment - An Introduction
- ☐ Asset Management - An Introduction
- ☐ Asset Allocation - An Introduction

Portfolio Theory

- Market Efficiency - The Concept
- Market Efficiency - The Evidence
- Portfolio Theory - The Markowitz Model
- Portfolio Theory - Single-Index & Multi-Index Models
- Portfolio Theory - The Capital Asset Pricing Model (CAPM)
- Portfolio Theory - Arbitrage Pricing Theory (APT)
- Portfolio Theory - Performance Measurement Models
- Portfolio Management - Passive & Active Strategies

Asset Allocation

- Asset Classes (Part I)
- Asset Classes (Part II)
- Strategic Asset Allocation
- Tactical Asset Allocation
- Deriving the Optimal Portfolio

Understanding Private Wealth Management Business

- ☐ Private Wealth Management - An Introduction
- ☐ Private Wealth Management - Clients
- ☐ Private Wealth Management - Ultra-HNWIs & Family Offices
- ☐ Private Wealth Management - Client Investment & Wealth Allocation
- ☐ Private Wealth Management - Client Acquisition & Relationship Management
- ☐ Private Wealth Management - Becoming a Trusted Advisor
- ☐ Private Wealth Management - Behavioral Finance **(New)**

Private Wealth Management Products & Services

- ☐ Private Wealth Management - Banking & Deposit Services **(New)**
- Private Banking & Wealth Management - Structured Products
- Private Banking & Wealth Management - Financial Planning

Exchange-Traded Funds (ETFs)

- ☐ Exchange-Traded Funds (ETFs) - An Introduction
- ☐ Exchange-Traded Funds (ETFs) - Types

- ☐ Primer – Smart Beta **(New)**

Investment Companies (US)

- Mutual Funds (US) - An Introduction
- Mutual Funds (US) - Investing
- Closed-End Funds & Unit Investment Trusts (US)

Collective Investment Schemes (UK)

- ☐ Collective Investment Schemes (UK)

Alternative Assets

- Alternative Assets - An Introduction
- Structured Products - An Introduction
- Structured Products - Major Types
- Structured Products - Valuation & Risks
- Private Equity (Part I)
- Private Equity (Part II)

- ☐ Liquid Alternatives

Hedge Funds

- ☐ Hedge Funds - An Introduction
- ☐ Hedge Funds - Investing
- ☐ Hedge Funds - Strategies

Real Estate

- ☐ Real Estate - An Introduction
- ☐ Real Estate - Investing
- ☐ Real Estate - Valuation

Budgeting & Financial Management

- Budgeting - An Introduction
- Preparing & Controlling a Budget
- Cash Management
- Credit Management
- Financial Planning
- Working Capital Management

Emerging Markets

- Emerging Markets - An Introduction
- Emerging Markets - China

Securities Lending

- Securities Lending - An Introduction
- Securities Lending - Structures, Risks, & Documentation

Transaction Banking

- ☐ Transaction Banking - An Introduction
- ☐ Transaction Banking - Payments Services
- ☐ Transaction Banking - Cash Management Services
- ☐ Transaction Banking - Regulatory Influences

Corporate Governance

- Corporate Governance - An Introduction
- Corporate Social Responsibility (CSR) - An Introduction

Socially Responsible Investing (SRI)

- Socially Responsible Investing (SRI) - An Introduction
- Green Investing - An Introduction

Global Financial Crisis

- The Financial Crisis

OTHER COURSES (OPTIONAL)

Consumer (Retail) Banking

Consumer Banking - An Introduction
Consumer Banking - Products
Branch Banking
Banking Channel Management
Consumer Banking - Marketing
Consumer Banking - Selling
Consumer Banking - Customer Service
Consumer Payments - An Introduction
Advanced Payment Methods
Card Issuing - An Introduction
Cards & Payments - Merchant Acquiring
Cards - Marketing

Dodd-Frank Act

Dodd-Frank Act - New Offices Created
Dodd-Frank Act - Capital Requirements & Prudential Standards
Dodd-Frank Act - The Volcker Rule
Dodd-Frank Act - Registration Requirement for Advisers to Private Investment Funds
Dodd-Frank Act - Credit Rating Agencies
Dodd-Frank Act - Securitization
Dodd-Frank Act - OTC Derivatives

Regulation/Compliance Tutorials

Financial Crime (Europe)
Market Abuse (Europe)

- ☐ Individual Accountability Regime (IAR) – Certified Persons **(New)**

Bribery Act (UK)
Solvency II
UK Anti-Money Laundering
US Anti-Money Laundering
Ireland Anti-Money Laundering
Singapore Anti-Money Laundering

- ☐ Hong Kong Anti-Money Laundering **(New)**

Data Protection

Data Protection (UK)
Data Protection (Ireland)

Rogue Trading

Combating Rogue Trading

Asset Management

Intuition has a comprehensive series of tutorials that will equip learners with the practical skills to succeed in the asset management world.*

Finance for Non-Financial Managers

This course provides a comprehensive overview of all aspects of finance relevant to the management and evaluation of a business enterprise. It is designed in particular for non-financial specialists who require a solid

grounding in finance to complement their managerial experience.*

*For more information about these courses, please contact your local regional office.

Professional Skills

Awareness

Diversity
Equality
Dealing with Sexual Harassment
Workplace Bullying
Health & Safety

The Effective Manager

Effective Decision Making
Effective Objective Setting**
Effective Delegation
Effective Motivation**
Effective Coaching**
Effective Management of Change**
Effective Team Building**
Effective Team Leadership
Managing Problem Performance
Effective Time Management**
Effective Meetings
Effective Communications

**These tutorials are also available to purchase in Spanish (Colombian/Argentinian), Portuguese (Brazilian), Dutch, and Italian.

Project Management Fundamentals

Overview of Project Management
Initiating a Project
Planning Project Scope
Planning Project Activities
Planning Project Costs
Executing a Project
Controlling a Project
Closing a Project

Project Management Professional

Integration Management
Scope Management
Time Management I
Time Management II
Cost Management
Quality Management
Human Resources Management
Communications Management
Risk Management
Procurement Management

Sales Skills

Sales - Prospecting
Sales - Selling Value
Sales - Building Rapport & Call Introduction
Sales - Developing a Sales Solution
Sales - Selling the Benefits
Sales - Closing & Negotiating
Sales - After the Sale
Sales - Client Needs & the Sales Cycle



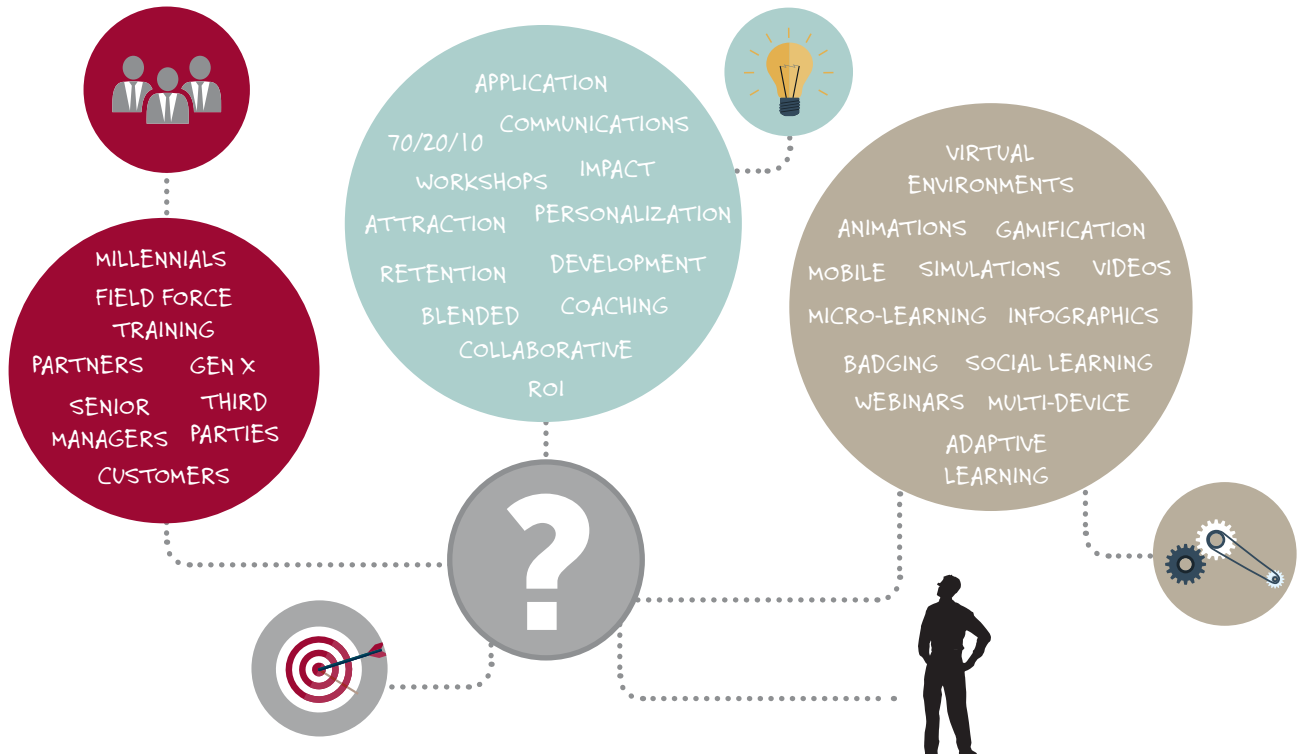
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Helping you steer the right course

From managing the expectations of increasingly diverse learner profiles to navigating an evolving landscape of learning concepts, formats and delivery methods, Learning & Development teams are taking on more complex challenges all the time. Add to that a rising tide of compliance obligations, and the ability to deliver learning interventions which are engaging, effective and within budget can often be unpredictable.

Intuition Advisory can help you create and optimize a strategy that aligns investment with impact. With 30 years of experience, we can help you reduce unnecessary costs, prioritize spend and create solutions which meet the needs of both the learner and the business.

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info@intuition.com



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