

Delta Partners International



Company Introduction

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www.deltapartnersintl.com





Delta Partners: Your Best Training Provider

Highly qualified,
international
pool of consulting
trainers

Integration of
logistics,
sales and
management for
seamless
delivery

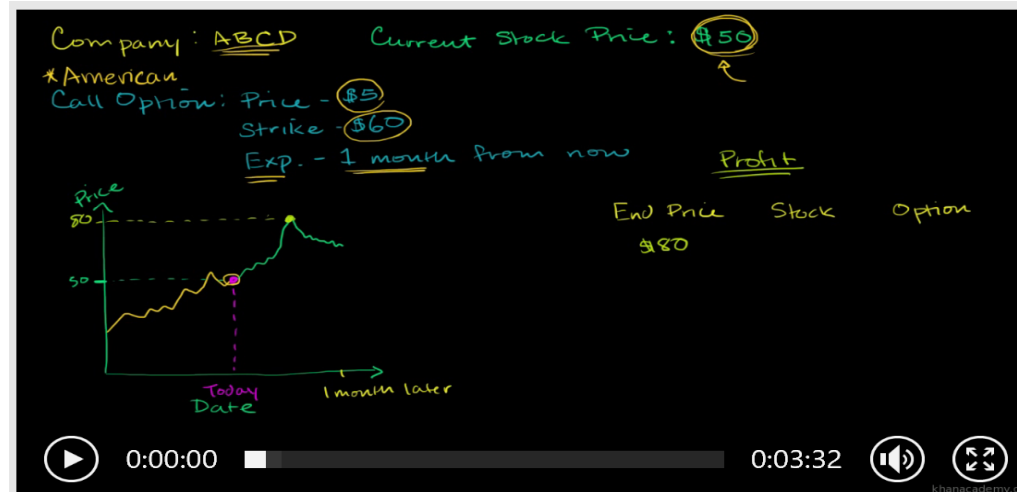
Competitive
pricing due to
efficient company
structure

Custom made
training
programs, LMS
and simulations



Online E-Learning

- We directly link to the award winning online platform from Khan Academy.
- There are 294 online modules in Microeconomics, Macroeconomics and Finance & Capital Markets
- These modules also offer subtitling in over 36 different languages.



0:00 Let's say you think very highly of Company ABCD,
0:02 and you're convinced that the stock price will go up
0:06 from its current trading price of \$50 per share.



Technological Learning Tools

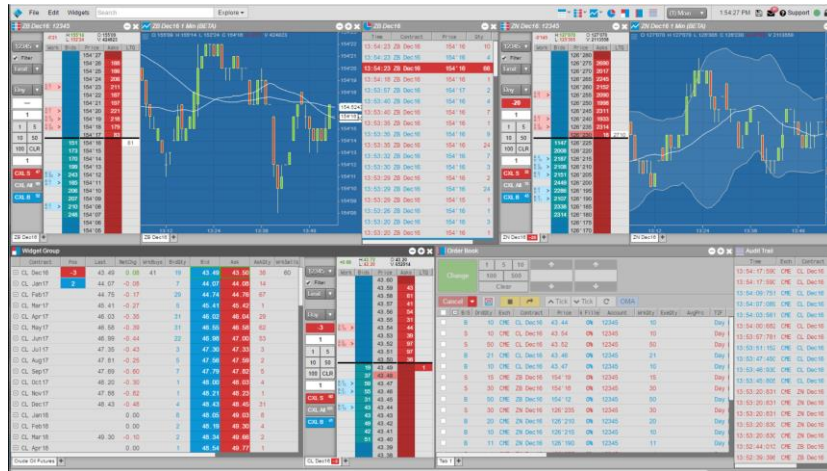
- Our technology uses the latest Microsoft product offerings coupled with a simple, yet powerful, LMS and a wide range of simulations.
- Our LMS provides:
 - Program materials for note-taking and reviewing.
 - Interactive chat and meeting room space.
 - Our testing environment is easy to use and allows a wide range of testing approaches with reports and analytics.
- The LMS is free of charge.





Simulations

- Using our Trading Simulation, Participants get experience of live markets, allowing them to put into action trade ideas they present in morning meetings.
- They learn how to manage risk positions on live market prices.
- Our Life Cycle of a Trade Simulation provides a complete view of middle and back-office functions
- The online platform is designed to be used by teams to determine the cause of fails and remedies



Life Cycle of a Trade

Life Cycle Simulation Demo Simulation

E-Learning
Operations Training

After this program, you will have reviewed the assumptions that you do as the online middle office member to get a better understanding of the middle and back-office functions, the 'information to know' module has more detailed information about equity. The program will focus on the information to know to get a much deeper understanding of the role of a securities transaction across the front, middle and back office of a trading firm.

When Academy provides EBA online modules in Microeconomics, Macroeconomics and Finance & Capital Markets. Modules are offered in our 16 different languages. This is a general fee for all the students.

[Click Here](#)

Login to your Bank/Fund
Access to the life cycle of equity operations simulation and program material.

You will be assigned to a team in front of the simulation. Click the button below to open a menu for access to each simulation's trading platform and information. You will be given a password for the login. Please keep this to yourself on the life cycle page you will be able to retrieve the PPT's used in the program and the relevant data for the simulation.

[Simulation Teams](#)

Program slides
Slides are available via OneNote

This data changes online, if you have the updates and updates, you can see that are an excel spreadsheet and you can see how the data changes along with the PPT's used in the program. The information for the simulation is also provided here.

[Start OneNote](#)

Program spreadsheets and handouts
Downloadable versions of spreadsheets and profit for you to work on.

Please check here for spreadsheets and exercises used during the program.

[Course Materials](#)

Program Exams
Click the button below to see the list of exams. Close the window after you submit your answers.

The results of the exam will be sent to the monitor address the exam. If you want to try out the exam, please email the staff who makes your exam ready. It is available. Please keep or download a backup of the exam.

After you have an exam, just click the link in your browser to return here.

[Exam List](#)

Program Evaluation
Click the button to complete the post-course evaluation sheet. Close the window after you complete the evaluation.

We hope you enjoyed this program, we would also appreciate your comments on the evaluation of the program and feedback. Your input and feedback is a price to our ongoing better and more effective programs. As soon as we have your feedback and we will be happy to hear your comments. Thank you for bringing us with your values. Once you submit your evaluation, you can close the window.

[Sign Out/Logout](#)



Program Offerings

Delta Partners Intl offers programs to span the career of the finance professionals



Intern intake

**Summer
Intern**



Graduate Intake

Analyst



MBA Associates

Associate



Public courses

Professionals



Sample Program Outline

CALLABLE BULL AND BEAR CONTRACTS



Delta Partners International Program Outline

Course Overview

This program provides attendees with an understanding of the basic pricing and trading of a unique type of derivative warrant, Callable Bull Bear Contracts (CBBC). These options are leveraged investments that track the performance of a specific underlying asset. The bull and bear contracts allow investors to take bullish or bearish positions on the underlying asset.

CBBC contracts have an embedded call feature to limit the exposure of the writer (bank). This provides the buyer with simplified pricing structure as the writer has limited exposure. This program provides coverage of these concepts along with trading examples. The differences with standard options are covered as well.

Pre-Requisites

Attendees need to understand the basics of option pricing and equity trading.

Course Objectives

After attending this course participants will be able to:

- Understand the differences between options and CBBC
- Explain the usage and trading of these contracts
- Identify and manager risk exposures
- Understand pricing of these instruments

CALLABLE BULL AND BEAR CONTRACTS



Course Outline

This outline is for a one-day program. This program can be expanded to 2 days by adding additional pricing and structuring content, or reduced by removing review material and math content. These changes allow this program to accommodate a wide range of audiences.

Basic Review

- Review of Options
- Put and call features
- Intuitive Option Valuation

Warrant Markets

- Issuers
- Maturities
- Strikes
- Market structure and trading

CBBC Contracts

- Characteristics
- Market Structure
 - Liquidity and trading features
 - Market users
 - Trading arrangements
 - Call features
- Market Pricing
- Risk measures and their application and appropriateness

For more information about this program and a wide range of other programs, please contact Ilaria Santini at ilaria.santini@deltapartnersintl.com or see our website at: www.deltapartnersintl.com

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Our Consulting Trainers

Rajat Bhatia

- Columbia graduate with 27 years global experience in investment banking
- Debt capital markets, PE, hedge funds and derivatives

Robin Brown

- 30 years of experience, founding member of LICOM
- Capital markets, risk management, structured finance and treasuries

Mark Cipollina

- Former Head of Investment Advice for Europe, Middle East and Africa for Standard Chartered Private Bank
- Portfolio construction / asset allocation, regulatory implementation and control

John Donato

- 20 years experience in trading, broking and risk management in New York
- Interdealer markets, cash and derivative treasury markets and trading



Our Consulting Trainers

Mark Doran

- 10 years at HSBC trading FX, bonds and derivatives
- FX trading and pricing, compliance, risk management and stress testing

Mark Holder

- Former MD for Research and Product Development at the largest exchange globally, 14 years as a finance department chair
- Derivatives pricing, structured finance, commodities and probabilistic models

Paul Staneski

- Managing Director in Equities and Head of Derivatives Solutions & Training Credit Suisse, Quantitative Research group at Swiss Bank/O'Connor in Chicago
- Equity and interest rate derivatives, Quantitative portfolio strategies



Our Consulting Trainers

Danny Sweeney

- 20 years as a learning and development professional working with clients globally
- Leadership development and change management in financial institutions

Robert Webb

- Paul Tudor Jones II Research Professor at the McIntire School of Commerce at the University of Virginia, also work at the CME and CFTC
- Derivatives pricing and trading, structured finance, financial modeling

Numerous Others

- We have trainers in every major market globally that are available to work with our team for our clients.



Our Commitment

- You get the best **qualified** trainers
- **State of the Art** LMS system
- The best simulations, used more frequently to create a "**learning by doing**" approach
- Dedicated **support** team
- **Transparent** operations

