

Areas of Expertise

EXCEL

Introduction to MS Office
Excel basics
Excel for sales and trading
Excel for investment management
Excel macros
Using VBA in Excel
Monte Carlo Methods in Excel
Excel power modeling

ACCOUNTING

Accounting principles
Financial statement & ratio analysis
Cash flow statements
M&A accounting
Basics of tax accounting
Accounting for derivatives
Cost Accounting (Basic and Advanced)

FINANCE

Introduction to Investment Banking
Introduction to Corporate Finance
Introduction to Financial Markets
Successful Interviewing for Investment Banking
Economics Framework
Financial Math Kick-Starters
Finance for Non Finance Manager (Corporate Fin)
Global Management Controlling
Enterprise Risk Management - Internal Control
Performance Management (KPI)
Flow Charting Techniques - Business Process
Investment Management Explained
Financial Statistics / Risk Analysis of a Fund
AIFMD/ Industry Developments
Risk Management of a Fund
Complex Products

FINANCIAL MODELING

Corporate Finance & Valuation
Cost of Capital Calculations
Valuation Fundamentals
Transaction Comparables

Cash Flow Statements and Valuation
Pro-forma Statement Modeling
Leasing Modeling
Three Statement Modeling
Portfolio Modeling
Integrity and error checking
Financial Modeling Case Analysis

IB TRANSACTION MODELING

M&A analysis and modeling fundamentals
M&A Processes
LBO Valuation
LBO Modeling
Capital Costing for Transactions

FINANCIAL INSTITUTIONS-BANKS

Introduction to banks
Fundamentals of regulatory capital
Introduction to Asset Management

MONEY AND CAPITAL MARKETS

Introduction to sales, trading and research
Macroeconomics and financial markets
Language of yield curves
Money market instruments
Repurchase agreements
Foreign exchange fundamental valuation and theory
Foreign exchange spot
Foreign exchange forwards and swaps
FX market derivatives
Capital markets fundamentals
Fixed income fundamentals
Bond markets
Bond cash flows and valuation
Bond hedging
Debt capital markets for issuers
Interest rate derivatives for corporates
Convertible bonds
Equity markets
Technical analysis
Trading simulation
Life cycle of a trade
Portfolio construction theory & Practice

Areas of Expertise

Portfolio implementation and performance measurement

Hedging Equity Portfolios

Mega Trends & Trends Analysis

Scenario Building

Investors Relations – Corporate Comms

CREDIT PRODUCTS AND MARKETS

Credit market overview

Credit analysis fundamentals

Credit analysis issues

Credit ratings advisory

Credit market and credit derivatives overview

Single name credit default swaps

Pricing single name credit derivatives

Portfolio credit derivatives

Fundamentals of caps and floors

DERIVATIVE PRODUCTS AND MARKETS

Financial math bootcamp

Statistics and probability

Derivatives; forwards, futures and options

Fundamentals of futures

Bond forward pricing

Bond hedging and trading strategies

Bond futures

Short-term interest rate futures

Fundamentals of interest rate swaps

Fundamentals of caps and floors

Interest rate swap variations

Practical interest rate swap pricing and risk management

Interest rate derivative hedging and trading strategies

Fundamentals of options

Hedging using options

Option strategies

Option pricing models

Option risk management

Features of exotic options

Hedging ideas using exotic options

Equity index futures

Equity swaps

Fundamentals of swaptions

Structured product markets

Global Markets for Relationship Managers –
Derivative Solutions

COMMODITY PRODUCTS AND MARKETS

Industry overview

Physical commodity markets

Crude and Natural Gas Markets and Products

Power, Emissions, and Freight Markets

Agricultural Markets and Products

Metals Markets: Base and Precious

Emissions and Green Markets

Accounting for Derivatives in Commodity
Markets

Advanced training for investment banks
related to market and application:

Precious & nonferrous metals

Chemicals & Specialty Chemicals

Clean Tech & Renewable Energy

Battery Materials

Electric Vehicles

Solar Energy

Metals Recycling

Rare Earths

Nanotechnologies

Healthcare – Immuno-Diagnostics

Green Buildings

Smart Cities

Ageing Population

ALTERNATIVE INVESTMENTS

Introduction to Private Equity

Introduction to Hedge Funds

Hedge Fund strategies

Alternative & new investment sectors

Introduction to REITS

Structured Products

Commodity investments

Less liquid alternatives

Areas of Expertise

OPERATIONS TRAINING

Operations Academy (Classroom or Video)
Credit Risk in Derivatives (CVA and Collateral)
FX and MM Operations
Securities Settlement
Global Custody
Securities Lending
Repo markets
Corporate Actions
Derivatives Post Trade
The Role of the CCP
Cash Management

RISK

Liquidity Risk Management
Operational Risk Management
Market Risk
Advanced Risk Management
EMIR
UCITs
MIFID

ASSET MANAGEMENT

Introduction to Asset Management
Investment Management Explained
Financial Statistics / Risk Analysis of a Fund
AIFMD/ Industry Developments
Risk Management of a Fund
Complex Products

LEADERSHIP & MANAGEMENT

Introduction to Strategy
Innovation Management
Project Management – Remote Management,
Virtual Team Management, Global Project
Management
Change Management Basic & Advanced
Managing Complexity (following Change)
Negotiation Skills