

# ACI DEALING CERTIFICATE TRAINING

**40**  
Hours

**5-days**  
Duration

**16-20 July, 2017**  
Dates

**Dubai**  
Venue

US\$ 3,200 per delegate  
 US\$ 3,550 per delegate  
inclusive exam  
Fee's



## You'll Experience

- Official ACI Training partners training program
- Mock Exam
- Get Certified in first attempt
- 1 year free Q & A session Attendance & practice
- Free Membership of ASTC Loyalty club, gifts and points

## Training Makes the difference

### "Training Transforms Business"

#### Why ASTC

- ❖ Focus on results
- ❖ Quality Content
- ❖ Pragmatic approach
- ❖ 50-60% gain in productivity



## ASTC Training Partners & Members







## Course Overview

The ACI Dealing Certificate Training is a foundation program that allows candidates to acquire a working knowledge of the structure and operation of the major foreign exchange and money markets, including the ability to apply the fundamental mathematics used in these markets, and their core products (cash, forwards and derivatives).

The ACI Dealing Certificate is the 'benchmark' examination for treasury personnel and for those whose work requires an understanding of the workings of the treasury department of their organization. It is the first step towards qualifying for "ACI Diploma".

### *Is it right for me?*

The course is Suitable for:

-  New entrants and junior dealers
-  Middle office and operations  
Personnel
-  Treasury Managers
-  Auditors and compliance officers

## Learning Outcomes

By the end of this course you will be able to:

- Understand Basic interest rate calculations
- Learn cash Money Markets, discounts, fractions and agreements
- Analyze and understand Foreign exchange
- Forward-Forwards, Money market futures and Swaps
- Understand options and options styles
- Get knowledge of principle of asset & liability management
- Learn principles of risk and new model code of conduct

## Methodology & Resources

- ✓ Real life Case Studies
- ✓ Hand Outs & Slides
- ✓ Role plays & Gamification
- ✓ Gap filling exercises



ANDRE KURTEN

COURSE DIRECTOR

ANDRÉ holds Bcom degree from UNISA and is a CAIB (SA) with the Institute of Bankers in SA. He has represented the Association of African Institute of Bankers as a subject matter expert in Financial Markets.

Andre is a Fellow of the Institute of Financial Markets and served as a Governor on the board for years.

He has extensive knowledge of banking, treasury and finance products. He is currently involved in managing his own consultancy that offers financial market and finance related training throughout Africa Middle East, and Asia.

André worked in the treasury at Nedcor for 9 years, where he traded money and bond markets. There he was instrumental in establishing the interest rate derivative trading desk. He worked at two major interdealer brokers as a Director responsible for Interest rate derivative broking.

André worked at ABSA as Head of their agricultural derivatives trading desk in 1994. During his time at ABSA, André sat on the executive committee of the SA futures Exchange Agricultural Markets Division.

André worked for the SA Futures Exchange for a year as Assistant General Manager responsible for interest rate product development.

André is the lead facilitator for the South African Banking Treasury Operations Forum-SABTOF for their financial product training programs.

The ACI Financial Markets Association recognizes André as a training provider for both the ACI Dealing and Operations Certificate programs his students have achieved excellent results in these examinations.

Andre is extensively traveled and has facilitated workshops and training interventions for many of the large multinational financial institutions from introductory to advanced level in Singapore, Hong kong, Dubai, Malaysia, china, Uganda, Malawi, Zimbabwe, Zambia, Namibia, Kenya, Nigeria, Ghana, and South Africa. He consults to a number of companies on treasury product implementation and hedging.

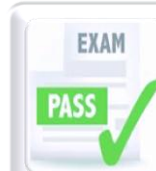
Andre authored a book title "Introduction to Derivatives – A South Africa Perspective". The book was prescribed by UNISA for 3<sup>rd</sup> year B. com students from 2002 to 2005.



ASTC believes in complete customer satisfaction.

Here is what some of our previous ACI delegates had to say:

TESTIMONIALS



" I passed my Dealing Certificate examination within two weeks after the training!"

Treasury Department, Saudi ARAMCO  
ACI Dealing Certificate



" Interactive and casual atmosphere, along with a good two way communication. Couldn't have been better!"

Senior Dealer, National Commercial Bank  
ACI Dealing Certificate



" The trainer presented the material in a simple manner making it very easy to understand."

Investment Officer, Arab Monetary Fund ( Abu Dhabi)  
ACI Dealing Certificate



" I learned things that I wanted to, such as caps and floors, in addition to the new contacts I made. It was excellent!"

Dealer, Ahli United Bank (Bahrain)  
ACI Dealing Certificate

Our Success Partners :



# Course Content

The Training Programme will Cover In Depth the Following Subjects:

## DAY 1 Basic Interest Rate Calculations

Objective: To understand the principles of the time value of money. To be able to calculate short-term interest rates and yields, including forward-forward rates, and to use these interest rates and yields to calculate payments and evaluate alternative short-term funding and investment opportunities

- ▶ Day count and day basis
- ▶ Simple interest calculations
- ▶ Interest rate conversions
- ▶ Bond basis and money market basis
- ▶ Yield curves

### CASH MONEY MARKETS

Objective: To understand the function of the money market, the differences and similarities between the major types of cash money market instrument and how they satisfy the requirements of different types of borrower and lender. To know how each type of instrument is quoted, the quotation, value date, maturity and payment conventions that apply and how to perform standard calculations using quoted prices.

- ▶ Value dates and end-end conventions
- ▶ Fractions, basis points, and dealing on bid offer rates
- ▶ Discount instruments
- ▶ Yield instruments
- ▶ Commercial paper
- ▶ Repurchase agreements

## DAY 2 Foreign Exchange

Objective: To understand and be able to apply spot exchange rate quotations. To understand basic spot FX dealing terminology and the role of specialist types of intermediary. To recognize the principal risks in spot and forward FX transactions. To calculate and apply forward FX rates, and understand how forward rates are quoted. To understand the relationship between forward rates and interest rates. To be able to recognize and use quotes for precious metals, and demonstrate a basic understanding of the structure and operation of the international market in precious metals.

- ▶ Forex jargon
- ▶ Direct and indirect quotes
- ▶ Cross rates
- ▶ Forward foreign exchange

## DAY 3 Forward-Forward Rates, Fras, Money Market Futures, and Swaps

Objective: To understand the mechanics of and how to use money market interest rate derivatives to hedge interest rate risk.

- ▶ Calculating forward interest rates
- ▶ Forward Rate Agreement
- ▶ Short-term interest rate futures
- ▶ Interest rate swaps

## DAY 4 Options

Objective: To understand the fundamentals of options. To recognize the principal classes and types, and understand the terminology, how they are quoted in the market, how their value changes with the price of the underlying asset and the other principal factors determining the premium, how the risk on an option is measured and how they are delta hedged. To recognize basic option strategies and understand their purpose.

### ▶ PRINCIPLES OF ASSET & LIABILITY MANAGEMENT

- ▶ The meaning and the general concepts of ALM
- ▶ Risk factors on the asset and the liability side of the balance sheet
- ▶ Gap management: interest and duration mismatches
- ▶ Asset and liability management techniques
- ▶ The interaction between bank capital and leverage and economic and regulatory capital
- ▶ describe the formulation of Liquidity Stress Test Scenarios and the use in ALM

## DAY 5 Principles of Risk

Objective: To identify and distinguish between the principal types of risk in the markets, and to explain the main policies and procedures used to mitigate these risks. To understand the principles of position keeping and valuation, using spot FX as an example.

- ▶ Market, credit risk, and Operational risk
- ▶ Risk mitigation using limits and VaR methods
- ▶ Netting, documentation, and Capital adequacy
- ▶ CLS and Straight-Through Processing

### ▶ THE NEW MODEL CODE OF CONDUCT

# Registration and Further Information

(Please complete this form and send us back via fax or email)



## PERSONAL DETAILS

Please print clearly or attach business card:

1) **Name** \_\_\_\_\_

Position: \_\_\_\_\_

Email: \_\_\_\_\_

2) **Name** \_\_\_\_\_

Position: \_\_\_\_\_

Email: \_\_\_\_\_

3) **Name:** \_\_\_\_\_

Position: \_\_\_\_\_

Email: \_\_\_\_\_

Company: \_\_\_\_\_

Department: \_\_\_\_\_

Address \_\_\_\_\_

Postcode: \_\_\_\_\_ Country: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax : \_\_\_\_\_

Nature of Business \_\_\_\_\_

Company Size:  1-9  10-24  25-49  50-99

100-249  250-499  500-999  1000+

## SPONSOR

We wish to register this delegate for the course indicated above. We undertake to pay for the period of the program (please print clearly)

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## REGISTRATION COURSE FEES

### ACI Dealing Certificate

- US\$ 3,200 per delegate
- US\$ 3,550 per delegate inclusive Exam

## DISCLAIMER

ASTC reserves the right to change or cancel any part of its published programs or teaching facility due to unforeseen circumstances

## HOTEL BOOKING

If you required assistance with booking accommodation for one of our courses, please contact our staff on the following numbers:

Tel: +971-4-2211141, Fax: +971-4-2211848 or Email us on [info@astcdubai.com](mailto:info@astcdubai.com)

## TRAINING COURSE

### ACI Dealing Certificate Training

July 16 - 20, 2017

In order to guarantee a place on the course delegates are kindly requested to register at least 4 weeks in advance

## METHOD OF PAYMENT

- 1. Please find enclosed a cheque for US\$ \_\_\_\_\_ made payable to **Advanced Studies and Training Centre**
- 2. Transfer : Commercial Bank of Dubai  
**Branch:** Mankhool Street | **Account Number** 1000125334  
**Routing Number:** 502320103 | **Swift Code:** CBD – UAE. AD
- 3. Please invoice my institution.  
An invoice will be sent to the mentioned institution on receipt of registration form. Please fill out the sponsor's details below.

## CREDIT CARD:

Please Charge my : (Card Type)

Master Card  Visa Card

Card Holder Name \_\_\_\_\_

Card Number \_\_\_\_\_

Expiry Date \_\_\_\_\_ Security Code No. \_\_\_\_\_

Amount to be Charge \_\_\_\_\_

Tel. \_\_\_\_\_ Mob. \_\_\_\_\_

Card Holder Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## SAVE MONEY! DISCOUNTS AND PROMOTIONS!

- Register one month in advance and received up to 10% discount.
  - Group of 3 more delegates from the same organization receive a 10% discount
- OR**
- FREE Attendance for 5<sup>th</sup> delegate's from the same organization

## TRAINING REGISTRATION DETAILS

### TERM & CONDITIONS:

1. Fees Include all the tuition, full course documentation, lunches and refreshments for the duration of the program.
2. Incidental expenses: ASTC in NOT responsible for covering airfare or other travel costs incurred by delegates. Delegates will be responsible for their own accommodations.
3. PLEASE NOTE that ASTC reserves the right to refuse admission to the training if proof of payment has not been received prior to the start of the program.
4. An invoice will be sent upon receipt of the registration form. Payment must be received in full 2 weeks prior to the course start
5. **CANCELLATION POLICY**
  - a) A full refund less on administration fee of US\$ 100 will be given for cancellation requests received up to 45 working days prior to the event. Cancellation must be made in writing (letter or fax) and reach this office before the 45 days deadline.
  - b) Delegates who cancel than 45 working days before the event, or who don't attend are liable to pay the full course fee and no refunds can be given. However, if you wish to attend the next course, and you have paid your course fee in full, you will only be invoiced for 25% of that course fee. Please note that the next course must take place within the next 6 months of the initial application. Of course, a replacement is always welcome.

I understand and accept the booking Term & Conditions

Signature \_\_\_\_\_ Date \_\_\_\_\_

## 5 EASY WAYS TO REGISTER AND OBTAIN FURTHER INFORMATION

1 – Te : +971 4 221 1141

2 – Fax : +971 4 221 1848

3 – P. O Box : 6878, Dubai, UAE

4 – Website : [www.astcdubai.com](http://www.astcdubai.com)

5 – Email : [info@astcdubai.com](mailto:info@astcdubai.com)