

## INTRODUCTION TO SECURITIES & INVESTMENT

*“Understanding the Fundamentals of Securities and Investment Markets”*

### Schedule

Date	Venue	Fees (Face-to-Face)
15 - 16 Apr 2026	Dubai, UAE	USD 1995 per delegate
22 - 23 Oct 2026	Dubai, UAE	USD 1995 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

### Introduction

This course offers a practical introduction to the fundamental concepts of financial markets, investment products, and trading mechanisms. It provides a solid foundation for professionals new to the world of securities and investments, and those seeking to better understand how capital markets operate.

Participants will explore the structure of financial markets, roles of major participants, key asset classes, risk-return principles, and regulatory frameworks. The program blends theoretical insights with real-world examples to support practical understanding.

### Objectives

By the end of this course, participants will be able to:

- Understand the structure and function of capital markets
- Distinguish between major financial instruments and investment types
- Evaluate basic risk and return trade-offs in investment decisions
- Recognize the role of regulation and compliance in financial markets
- Identify investor types and their behavior in different market conditions

## Why Attend

- Gain essential investment knowledge relevant to banking, finance, and advisory roles
- Understand how securities and financial markets operate globally
- Strengthen your professional foundation for roles in investment, asset management, and financial services
- Enhance your ability to communicate with stakeholders on investment topics
- Prepare for further professional certifications in securities and investments

## Target Audience

This program is designed for:

- Entry-level finance professionals and graduates entering investment roles
- Client relationship managers in banks and financial institutions
- Corporate finance staff and treasury professionals
- Support and compliance staff in financial services firms
- Anyone seeking a foundational understanding of capital markets

## Individual Benefits

Key competencies that will be developed include:

- Understanding of key investment products and asset classes
- Basic ability to assess financial market performance
- Awareness of trading practices and investor types
- Knowledge of regulatory and compliance fundamentals

## Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved cross-functional communication on investment-related topics
- Stronger financial literacy among junior and non-technical staff
- Enhanced client service through better understanding of investment terminology
- Readiness for internal mobility into finance or advisory roles

## Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings – Overview of financial market architecture and investment theory
- Case Studies – Examples of real-world market movements and investment choices
- Workshops – Group tasks on evaluating securities and simulating portfolio allocations
- Peer Exchange – Sharing experiences and investment perspectives from various roles
- Tools – Templates and frameworks for understanding market data and trends

## Course Outline

Detailed 2-Day Course Outline

**Training Hours: 7:30 AM - 3:30 PM** Daily Format: 3-4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 - 02:00

### Day 1: Understanding the Securities Market Landscape

- Module 1: Introduction to Financial Markets (07:30 - 09:30) • Role and importance of capital markets in the economy • Primary vs. secondary markets • Key market participants: issuers, investors, intermediaries
- Module 2: Overview of Investment Instruments (09:45 - 11:15) • Equities, bonds, mutual funds, and ETFs • Cash instruments and alternative investments • Basic valuation concepts and income sources
- Module 3: Market Behavior and Investor Types (11:30 - 01:00) • Retail vs. institutional investors • Investor psychology and behavioral finance basics • Risk appetite and investment objectives
- Module 4: Financial Market Operations (02:00 - 03:30) • How securities are traded • Order types, settlement, and clearing • Introduction to market indices and benchmarks

### Day 2: Investment Decisions and Market Regulation

- Module 1: Risk and Return Fundamentals (07:30 - 09:30) • Understanding return types and investment horizon • Systematic vs. unsystematic risks • Risk-return trade-off and diversification
- Module 2: Investment Strategy Essentials (09:45 - 11:15) • Passive vs. active investing • Asset allocation basics • Constructing simple investment portfolios
- Module 3: Financial Regulation and Compliance (11:30 - 01:00) • Key global regulatory bodies and frameworks • Investor protection principles • Anti-money laundering (AML) and Know-Your-Customer (KYC)
- Module 4: Course Recap & Final Group Exercise (02:00 - 03:30) • Summary of key learning points • Interactive simulation: Creating a model investment portfolio • Q&A, feedback, and certificate distribution

## Certification

Participants will receive a Certificate of Completion in Securities & Investment Fundamentals, validating their understanding of capital markets, investment instruments, and financial market operations.

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