

APPLYING GLOBAL MARKET PRODUCTS IN FINANCIAL INSTITUTIONS

“Enhancing Strategic Use of FX, Derivatives, and Fixed Income Instruments”

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

► **Available delivery methods:** In-House Training

Introduction

In an increasingly complex global financial environment, financial institutions must effectively understand and apply a broad array of market products to manage risk, improve returns, and meet client demands. This intensive training equips participants with comprehensive knowledge and practical insights into global market instruments—including foreign exchange, derivatives, fixed income, and structured products—and their strategic applications.

Participants will learn how to assess product suitability, measure market risks, apply pricing models, and utilize these instruments within the frameworks of treasury, asset-liability management, and client advisory services.

Objectives

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

- Understand the structure and functions of global market products
- Evaluate the pricing, risk, and returns of key financial instruments
- Apply global products in treasury, hedging, and investment strategies
- Navigate regulatory and operational frameworks for trading and reporting
- Advise internal and external clients on effective product application

Why Attend

- Build a solid foundation in global market products and their mechanics
- Learn to assess product performance and market behavior
- Enhance decision-making in treasury and risk management
- Master derivatives, FX, and fixed income strategies used by leading banks
- Bridge the gap between product theory and institutional practice

Target Audience

This program is designed for:

- Treasury and investment professionals
- Risk managers and market analysts
- Relationship and corporate banking managers
- Asset managers and financial advisors
- Product controllers and middle-office staff

Individual Benefits

Key competencies that will be developed include:

- Deep understanding of global market products and pricing principles
- Ability to interpret market signals and macroeconomic drivers
- Enhanced product suitability assessment for clients and portfolios
- Risk-adjusted thinking in hedging and investment decisions
- Familiarity with trading platforms, processes, and documentation

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved treasury and trading performance
- Strengthened internal risk management using market instruments
- Better alignment of product strategies with client needs and goals
- Reduced compliance and operational risks
- Increased advisory value for institutional and corporate clients

Instructional Methodology

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

- Strategy Briefings - In-depth insights into FX, derivatives, fixed income, and structured products
- Case Studies - Real-life examples of product application in global markets
- Workshops - Simulation of product pricing, hedging, and client portfolio structuring
- Peer Exchange - Discussion of treasury strategies and product governance
- Tools - Templates for pricing models, term sheets, and risk assessment matrices

MAWA EVENTS

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Course Outline

DETAILED 5-DAY COURSE OUTLINE (Customizable)

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: Overview of Global Market Products in Financial Institutions

- Module 1: Introduction to Market Products (07:30 – 09:30)
- Classification: FX, interest rate, equity, and credit-based products
- Functions within banking: trading, risk management, advisory
- Product life cycle and value chain in financial institutions
- Module 2: Market Participants and Regulations (09:45 – 11:15)
- Roles of market makers, investors, regulators
- Regulatory frameworks (MiFID II, EMIR, Basel)
- Impact of global compliance standards on product usage
- Module 3: Role of Treasury & ALM (11:30 – 01:00)
- Balance sheet optimization with market products
- Liquidity management and interest rate mismatches
- Coordination between trading, ALM, and compliance

Day 2: Foreign Exchange & Currency Management

- Module 1: Mechanics of FX Markets (07:30 – 09:30)
- Spot, forward, swaps, and options
- Currency quotes, arbitrage, and cross rates
- Major trading platforms and pricing models
- Module 2: FX Hedging Techniques (09:45 – 11:15)
- Managing currency risk for clients and institutions
- Using forwards and options for exposure management
- Designing hedging strategies for corporates
- Module 3: FX Structured Products (11:30 – 01:00)
- Dual currency deposits, range forwards, barrier options
- Suitability assessment and risk disclosure
- Accounting and documentation considerations

Day 3: Interest Rate Products & Fixed Income

- Module 1: Understanding Fixed Income Instruments (07:30 – 09:30)
- Bonds, repos, floating rate notes, and inflation-linked products
- Yield curves, duration, and convexity
- Valuation and market conventions
- Module 2: Interest Rate Derivatives (09:45 – 11:15)
- Swaps, caps, floors, swaptions
- Pricing using yield curve models
- Applications in ALM and client solutions
- Module 3: Fixed Income Portfolios (11:30 – 01:00)
- Portfolio construction and risk-return trade-offs
- Benchmarking and relative value analysis
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Case study: building a fixed income strategy

Day 4: Derivatives and Structured Product Strategies

- Module 1: Equity and Credit Derivatives (07:30 – 09:30)
- Total return swaps, CDS, options on indices
- Credit risk transfer and capital efficiency
- Risk metrics and market practice
- Module 2: Designing Structured Products (09:45 – 11:15)
- Payoff engineering: principal-protected and leveraged products
- Term sheet design and pricing
- Investor suitability and documentation
- Module 3: Use of Derivatives in Hedging and Investment (11:30 – 01:00)
- Overlay strategies for portfolios
- Case example: duration hedging with swaps
- Derivatives governance and approval process

Day 5: Product Governance, Risk & Strategy Alignment

- Module 1: Risk Management in Global Product Use (07:30 – 09:30)
- Market, credit, and liquidity risk controls
- Stress testing and scenario analysis
- Trade lifecycle risk checkpoints
- Module 2: Product Strategy and Client Alignment (09:45 – 11:15)
- Matching product solutions to client risk profiles
- Cross-sell opportunities across segments
- Strategic product selection for profitability
- Module 3: Final Simulation & Strategy Workshop (11:30 – 01:00)
- Designing a client-focused treasury solution
- Presenting a product strategy to a mock investment committee
- Group review and feedback

Certification

Participants will receive a Certificate of Completion in Applying Global Market Products in Financial Institutions, demonstrating their advanced knowledge of financial instruments and their application in institutional treasury, risk management, and client solutions.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

<p>In-House / Customized Training Interested in running this course for your team? Please contact us:</p>	<p>TEL: +601116373203</p>	<p>EMAIL: info@mawaevents.net</p>
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