

## FOREIGN EXCHANGE DEALER DEVELOPMENT AND TRAINING

*“Mastering FX Markets, Products, Risk, and Execution Techniques”*

### Schedule

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

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

### Introduction

This 5-day intensive program is designed to equip new and developing foreign exchange dealers with the tools, techniques, and market insights required to operate confidently and compliantly in global FX markets. Participants will gain deep knowledge of FX instruments, trading strategies, market mechanics, regulations, and risk controls, enabling them to effectively serve institutional or corporate clients, hedge exposures, and contribute to dealing room profitability.

The course balances technical skills, strategic execution, and behavioral understanding, emphasizing real-world trading desk scenarios, price discovery, and central bank interactions.

### Objectives

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

- Understand the structure and functioning of the global FX market
- Identify and trade core FX instruments: spot, forwards, swaps, options
- Interpret economic indicators and central bank policies impacting currency moves
- Implement sound pricing, quoting, and spread management practices
- Apply professional risk management, hedging, and compliance controls
- Improve client engagement and interbank dealing strategies

## Why Attend

- Learn from former interbank dealers and treasury practitioners
- Master both market fundamentals and hands-on execution techniques
- Gain confidence in quoting, risk assessment, and client handling
- Strengthen compliance with central bank, MiFID, and FX Code of Conduct
- Receive practical templates, checklists, and simulation feedback

## Target Audience

This course is ideal for:

- Junior and mid-level FX dealers
- Treasury & front-office staff in banks or investment firms
- Corporate treasury professionals managing FX exposures
- Risk, operations, and compliance staff supporting FX trading
- Financial market newcomers aiming to enter currency dealing roles

## Individual Benefits

- Strong foundation in FX pricing, trading psychology, and order flow
- Better market awareness and communication during volatile conditions
- Sharpened decision-making under pressure
- Preparedness for live trading desk operations or certification exams

## Organizational Benefits

- Better-trained dealers improving pricing, P&L, and client service
- Improved alignment with best practices and conduct standards
- Reduced operational and market risk exposure
- Enhanced treasury desk performance and internal controls

## Instructional Methodology

- Instructor-led sessions with charts, quotes, and live case examples
- Interactive simulations of FX spot, forward, and swap deals
- Daily exercises in economic analysis, pricing, and margin setting
- Trading games, group strategy workshops, and interbank role play
- Use of Bloomberg/Reuters screenshots, trading software samples, and Excel models

## MAWA EVENTS

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## Course Outline

DETAILED 5-DAY COURSE OUTLINE (Customizable) Training Hours: 07:30 AM – 03:30 PM Daily Format: 3–4 Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

### Day 1: Understanding the FX Market Environment

- Module 1: Introduction to the FX Market (07:30 – 09:30)
- Key participants: banks, corporates, hedge funds, central banks
- Spot vs forward vs swap vs options
- Market size, currency pairs, and trading sessions
- Module 2: Market Drivers and Economic Indicators (09:45 – 11:15)
- Interest rate parity, inflation, GDP, employment data
- Central bank policies and FX impact
- Key economic releases and calendar tracking
- Module 3: FX Market Conventions and Infrastructure (11:30 – 01:00)
- Quoting conventions (direct/indirect), pips, ticks
- Bid-offer spread, mid-market, price discovery
- Role of platforms: Reuters, Bloomberg, EBS, Matching

### Day 2: FX Products and Pricing Techniques

- Module 4: Spot Market and Trade Execution (07:30 – 09:30)
- Spot pricing and quoting techniques
- Order types: market, limit, stop-loss
- Execution risk and slippage control
- Module 5: Forwards and Outrights (09:45 – 11:15)
- Forward points and interest rate differential
- Value dating and broken dates
- Practical forward deal calculations
- Module 6: FX Swaps and Hedging Applications (11:30 – 01:00)
- Mechanics of FX swaps and rollover strategies
- Managing funding, liquidity, and currency exposure
- Corporate treasury hedging structures

### Day 3: Options and Risk Management

- Module 7: Introduction to FX Options (07:30 – 09:30)
- Vanilla options: puts, calls, strategies
- Option premium, delta, and volatility basics
- Simple hedging and speculative uses
- Module 8: FX Risk and Limits Management (09:45 – 11:15)
- Market risk: delta, position, stop-loss control
- Operational risks and error management
- Understanding treasury limits and controls
- Module 9: Live Trade Simulation and Deal Blotter (11:30 – 01:00)
- Real-time trade booking and blotter exercises
- Pricing drills and P&L reconciliation
- Dealer peer feedback and critique

**Day 4: Dealing Psychology, Compliance & Client Management**

- Module 10: Trader Behavior and Psychology (07:30 – 09:30)
- Discipline, emotional control, and pressure scenarios
- Anchoring, overconfidence, and loss aversion
- Lessons from dealer errors and behavioral finance
- Module 11: FX Code of Conduct & Regulations (09:45 – 11:15)
- Global FX Code, local central bank rules, MiFID
- Market manipulation, spoofing, front-running
- Compliance best practices for dealers
- Module 12: Client & Interbank Dealing Simulation (11:30 – 01:00)
- Role play: dealing with corporate clients, interbank counterparties
- Quoting strategies and spread management
- Professional conduct in dealing conversations

**Day 5: Strategy Integration and Desk Simulation**

- Module 13: Developing a Dealer’s Mindset (07:30 – 09:30)
- Daily preparation: positioning, calendar, flows
- FX strategy building blocks
- News flow and volatility management
- Module 14: Dealing Room Simulation Exercise (09:45 – 11:15)
- Simulated FX market open and trading day
- Position reporting, trade logs, and team coordination
- Market update and client query handling
- Module 15: Final Review & Certification (11:30 – 01:00)
- Quiz, practical case analysis
- Participant presentations & feedback
- Closing, key takeaways, and certificate distribution

**Certification**

Participants will receive a Certificate of Completion in Foreign Exchange Dealer Development, validating their readiness to operate in a professional FX trading or treasury environment.

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