

MONEY MARKET DEALER SKILLS DEVELOPMENT

"Mastering Short-Term Markets for Liquidity, Trading & Risk Efficiency"

Schedule

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

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

Introduction

This 5-day intensive training is tailored for professionals involved in treasury, dealing rooms, and financial markets who need to enhance their knowledge and skills in the money markets. Covering instruments such as interbank placements, repos, T-bills, and commercial paper, the course combines theoretical foundations with hands-on simulations.

Participants will develop expertise in pricing, liquidity management, risk mitigation, and regulatory compliance. The course includes dealer simulations, enabling participants to apply strategies in a real-time, risk-controlled environment.

Objectives

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

- Understand the structure and function of domestic and international money markets
- Trade money market instruments with practical pricing and settlement knowledge
- Analyze liquidity gaps and deploy short-term investment strategies
- Execute repo, reverse repo, and interbank deals efficiently
- Monitor and manage interest rate, credit, and liquidity risks
- Align trading activity with Basel and internal treasury policies

Why Attend

- Build or refine real-world trading skills in the short-term money markets
- Understand how dealers price, hedge, and settle instruments
- Gain practical experience with simulations of interbank and repo transactions
- Improve communication with back office, treasury, and regulatory teams
- Stay compliant with evolving capital and liquidity requirements (Basel III/IV, LCR)

Target Audience

- Money Market Dealers & Traders
- Treasury Officers & Liquidity Managers
- Risk and Compliance Officers
- Operations & Settlements Professionals
- Central Bank & Regulatory Staff
- Financial Market Infrastructure Analysts

Individual Benefits

- Hands-on experience in pricing and executing MM deals
- Enhanced understanding of liquidity management and intraday funding
- Risk awareness across credit, interest rate, and settlement exposures
- Ability to integrate policy, operations, and execution in MM strategy

Organizational Benefits

- Improved risk-adjusted returns on money market portfolios
- Stronger alignment between front office, risk, and operations
- Enhanced compliance with regulatory liquidity metrics
- Reduced settlement errors and counterparty risk through best practices

Instructional Methodology

- Classroom Theory - Core concepts and product structures
- Dealer Simulations - Real-time trading scenarios
- Case Studies - Market disruptions, dealer behavior, and liquidity crises
- Interactive Workshops - Pricing, settlement, and yield curve analysis
- Group Exercises - Peer trading and risk monitoring challenges

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: Money Market Fundamentals & Structure

- Module 1 (07:30 – 09:30): Overview of Money Markets & Instruments
- Module 2 (09:45 – 11:15): Key Players, Market Segments & Interbank Lending
- Module 3 (11:30 – 01:00): Yield Curve Basics and Time Value of Money

Day 2: Trading Instruments & Market Mechanics

- Module 4 (07:30 – 09:30): Pricing Treasury Bills, CPs, CDs, and Bankers' Acceptances
- Module 5 (09:45 – 11:15): Repo & Reverse Repo Mechanics
- Module 6 (11:30 – 01:00): Money Market Derivatives (FRA, Swaps) – Introduction

Day 3: Dealing Room Operations & Execution

- Module 7 (07:30 – 09:30): Dealing Room Workflow & Risk Controls
- Module 8 (09:45 – 11:15): Dealer Conduct, Position Limits & Ethics
- Module 9 (11:30 – 01:00): Settlement Cycles, Confirmations & Trade Lifecycle

Day 4: Liquidity Management & Regulatory Focus

- Module 10 (07:30 – 09:30): Intraday Liquidity & Cash Flow Forecasting
- Module 11 (09:45 – 11:15): Basel LCR, NSFR, and Intraday Funding Regulation
- Module 12 (11:30 – 01:00): Integrating Risk Metrics into MM Trading Decisions

Day 5: Simulations, Strategy, and Wrap-Up

- Module 13 (07:30 – 09:30): Live Simulation: Interbank Lending & Repo Trading
- Module 14 (09:45 – 11:15): Trade Strategy Development & Execution Feedback
- Module 15 (11:30 – 01:00): Group Debrief, Case Study & Course Wrap-Up

Certification

Participants will receive a Certificate of Completion in Money Market Dealer Skills Development, validating their proficiency in money market instruments, dealing strategies, and operational excellence.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
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In-House / Customized Training

Interested in running this course for your team?

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