



**Lywood David  
International  
Limited**

## **ACI ACADEMY**



# **ACI Dealing Certificate**

**Training course**

**Monday 24th to Friday 28th (noon) May 2010**

**(4 ½ days)**

(Note: **ACI Operations Certificate** and **ACI Diploma** training courses are also being presented at the IoD London the same week – see [www.lywood-david.co.uk](http://www.lywood-david.co.uk) for full details)

**Venue:**

**Institute of Directors**

**116 Pall Mall, London, SW1Y 5ED**



## Level 1 ACI DEALING CERTIFICATE COURSE



The **ACI Dealing Certificate** is a foundation programme 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), and the basic skills required for competent participation in these markets. Candidates should also be able to apply The Model Code to their own and market situations.

The course is designed for the following groups...

- New entrants and junior dealers (0-18 month's experience) in the dealing room;
- Middle office and operations personnel;
- Auditors and compliance officers
- Treasury Sales and marketing staff;
- Systems developers and vendors
- Foreign exchange, Money market and Derivatives brokers;
- Corporate Treasury personnell

The ACI Dealing Certificate is a precursor to the ACI Diploma.

**Lywood David International Limited's** ACI Dealing Certificate course (4 1/2 days) is designed to ensure that candidates achieve a solid grounding in money market arithmetic and the core cash market products and derivative markets.

**Lywood David International Limited's** ACI Dealing Certificate course follows the current 310-008 syllabus so those delegates who wish to pursue the professional qualification are well-equipped to do so, providing they combine this with the **50 hours** personal study time recommended by ACI. Personal revision after the course is facilitated by the provision of **WinFOREX 'Lite'** and continuing mentoring available from the company by e-mail up to the date of each candidate's public examination. Please note the course fee does not include the ACI examination entrance fee.

### Topics covered by the 310-008 syllabus...

Basic Interest rate calculations  
Cash Money market  
Foreign exchange  
Forward/forwards, FRAs, Money market futures and swaps  
Options  
Principles of Risk  
The Model Code

## PRACTICAL & EASY TO FOLLOW

The format of the Course is a mix of PowerPoint supported presentations and practical exercises including intensive use of WinFOREX - the unique PC based study aid for ACI qualifications giving participants vital first hand experience of the skills required to approach the electronic delivery exams with confidence. Comprehensive training notes and hard copy workpapers/revision material are provided to all participants. All sessions are delivered in **English**.

**Lywood David International Limited, PO Box 228, Crowborough, East Sussex, TN6 9AX**  
Phone: +44 1892 652806 e-mail: [training@lywood-david.co.uk](mailto:training@lywood-david.co.uk)

## IMPRESSIVE PASS RATES

For those wishing to go on and take the ACI Dealing Certificate, the company's course formats have been proven to work with a near 100% pass rate (including many Distinctions and Passes with merit) being achieved by candidates from many different cultural and language backgrounds following attendance on previous similar training events. (See testimonials on next page)

## WHAT IS INCLUDED IN THE COURSE FEE of GBP 1,550.00 *plus* VAT?

**4 1/2 days** training presentation and all training materials (sample exam questions and answers)  
Accompanying textbook (400+ pages)  
Complimentary copy of **WinFOREX 'Lite'** (Can be upgraded to the full version during the course)  
Daily refreshments & Lunch  
Mock (trial) examination  
Post course mentoring by email up to the date of each candidate's public examination.  
(ACI exam fees not included)

## CENTRAL LONDON VENUE

**Institute of Directors** ([www.iod.com](http://www.iod.com)), 116 Pall Mall, London. SW1Y 5ED, Directions to and a map of the venue's central London location (just off Trafalgar Square) available on the company's website: [www.lywood-david.co.uk](http://www.lywood-david.co.uk) and [www.streetmap.co.uk](http://www.streetmap.co.uk).

## HOW DO I TAKE THE ACI EXAM?

Once you have completed the course and are confident of passing the ACI examination, full booking details and the location of your local Prometric examination centres can be found on the ACI website. Current ACI Dealing Certificate entrance fee: **EUR 250.00** plus local VAT (not included). See website: [www.aciforex.com](http://www.aciforex.com)

## WOULD YOU PREFER AN IN-HOUSE PRESENTED COURSE?

The formal courses have also been presented on behalf of a number of financial institutions and ACI /Forex Associations in their local centres on a **FIXED PRICE** basis. If this approach is preferred please contact the company. As well as the ACI Education training courses, **Lywood David International Limited** offers a range of practical Treasury and Capital markets dealing and Operations courses. For more information contact **Phil Parker** on **+44 1892 652806** or e-mail: [training@lywood-david.co.uk](mailto:training@lywood-david.co.uk) or visit [www.lywood-david.co.uk](http://www.lywood-david.co.uk).

## WHAT IS WinFOREX?



**WinFOREX** is the UNIQUE PC based study aid designed to replicate the multiple choice question style of the Prometric examination delivery system.

**WinFOREX** features prominently on the course and all participants will be given a complimentary copy of **WinFOREX 'Lite'** and will have the opportunity to upgrade it to the full version at a discounted rate of GBP 105.00 - usually GBP 175.00 + VAT.

## WHAT IS ACI?

ACI was founded in 1955 as Association Cambiste Internationale. It was originally established as the umbrella body for the growing number of national Forex Clubs but has since broadened its membership base to cover front, middle and back office staff working in a wide range of financial market areas. To reflect this widened base of membership the association changed its name, in 1995, to ACI - The Financial Markets Association. The Association has a clear mission statement to be a leading global association of wholesale financial market professionals contributing to the market development through education, market practices, technical advice and networking events. ACI has the largest membership of any of the international associations in the wholesale financial markets with members in over 70 countries of which 63 currently have affiliated national associations. See the website: [www.aciforex.com](http://www.aciforex.com) for further information.

## WHO IS LYWOOD DAVID INTERNATIONAL LIMITED?

**Lywood David International Limited** – a financial markets training company established in 1992 has been presenting training towards the ACI qualifications for over 12 years. The course offers a unique approach to candidates' preparation for the **ACI Dealing Certificate**. With a stated overall pass mark and minimum percentages per topic now required in the examination, candidates for this industry standard qualification need a much broader understanding of FX, Treasury, Derivatives, Fixed income, Fundamental and Technical Analysis and Risk issues than ever before. Experience in one particular market discipline must now be matched with a similar grasp of the wider range of products and dealing/processing techniques covered in the full ACI Dealing Certificate syllabus.

Such training has been delivered on a regular basis over recent years as public courses and in-house for client institutions in London and elsewhere. Additionally many local **ACI / Forex Associations** in international centres have used the company's services with training courses having been held in Basel (BIS), London (over 25), Jersey (2), Katowice (Poland - 4), Poznan (Poland), Rovinj (Croatia), Bratislava (2), Bucharest (2), Dublin (2), Prague, Stockholm, Doha (2), Dubai, Riyadh, Tel Aviv (2), Tunis (3), Casablanca (3), Moscow, Nicosia, Accra (4) and Kuwait (3).

**Lywood David International Limited's** standard **4 ½ day ACI Dealing Certificate** course permits intensive training and revision of all syllabus topics away from the pressures of day to day market activities. To ensure candidates are up to speed in all aspects of the syllabus and examination format much use of **WinFOREX** Module DC, **Multimedia TradeWind Limited's** unique PC based distance learning product, is included during the week.

Participants on the company's previous **ACI Education** training programmes have found the experience invaluable in their preparations for **ACI** qualifications with consistently high marks being scored by candidates from a wide range of cultural backgrounds.

### Recent course participants' comments...

*".....pleased to say I passed with a distinction, 89%! Thanks very much."*

**Adam Shepherd**, Treasury Trading, BP International Ltd

*".....good news I passed with a distinction, 87.5%, am very pleased.."*

**Tim Kaiser**, Treasury Trading, BP International Ltd

*"Thanks for your help... I passed with a distinction so very pleased!"*

**Peter Riley**, Standard Bank, London

*"...this was one of the most pleasing and rewarding courses I have ever attended, and I thank you for that..."*

**Bujar Bivolaku** Proposition Delivery Manager - Senior Project Manager, Thomson Reuters

## THE TRAINERS



**Phil Parker**, Managing Director of **Lywood David International Limited** - spent his 25 year banking career associated with the London and global dealing operations of the Lloyds Bank Group. Having actively traded for 10 years, Phil became the bank's first Treasury Auditor, afterwards going on to design and develop Treasury IT systems. He then set up the bank's specialist treasury training department and has been running his own highly successful commercial training company since 1992. Phil is author of the FT Prentice Hall "Mastering the ACI Dealing Certificate" textbook, published in 2003 and "The ACI Dealing Certificate and How to Pass it" published by Riskmatrix in 2009. Phil presents FX, Money market and Derivatives topic sessions on the company's Dealing Certificate course.



**Muj King**, Principal Consultant of **MJK Consultants**, is a market practitioner with over 30 years' experience in the global foreign exchange, money and derivatives markets having managed dealing rooms of active international banks in London and New York. He has also worked extensively as a training consultant and now runs his own consultancy company specialising in ACI Education training. Muj, author of "Back Office and beyond" published by Gilmour Drummond Publishing, presents the 3 day Operations Certificate course and Options, Principles of Risk and Model Code topic sessions on the Dealing Certificate course.

## BOOKING FORM

Please book by e-mail: [training@lywood-david.co.uk](mailto:training@lywood-david.co.uk). But should you prefer please complete the booking form and mail it to the company (address below). On receipt of your booking we will issue a confirmation letter and invoice.

**ACI Dealing Certificate** course (4 ½ days) **GBP 1,550.00** plus UK VAT (17.5%)

**Monday 24th to Friday (noon) 28th May 2010**

See multiple attendance discount details below.

Delegate name:..... Position:.....

Bank / Company:..... Address:.....

City:..... Postcode:..... Country:.....

Telephone:..... e-mail:.....

## PAYMENT TERMS AND CONDITIONS

**A 15% discount** is offered for two or more participants from the same institution on the same course. Payment must be received in full prior to attendance on the course. Cancellations and substitutions: All cancellations will be subject to a 25% administration fee. Cancellations must be made in writing. Regrettably, no refund can be made for cancellations less than 7 days prior to the course date. Any substitutions must be made in writing no less than 14 days prior to the course.

## COURSE CHANGES

**Lywood David International Limited** reserves the right to alter the contents, timing and venue of the courses or the identity of the trainers without notice, due to any circumstances beyond its control.

## ACCOMMODATION

Hotel accommodation and travel costs are not included in the participation fee and arrangements will need to be made separately by the attendee or his/her employer as required. Assistance with locating and booking hotels, once the venue has been confirmed, will be available our local agent by e-mail: [westerhamtravel@btconnect.com](mailto:westerhamtravel@btconnect.com). Visa support letters can be arranged once a delegate's participation fee has been received by the company.

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