



Lywood David International Limited's

Practical dealing course - Foreign exchange

AN INTERMEDIATE LEVEL COURSE DESIGNED FOR DEALERS WITH SOME EXPERIENCE OF THE MARKETS AND WANTING TO INCREASE THEIR KNOWLEDGE OF SPOT AND FORWARD FX DEALING TECHNIQUES (INCLUDING INTEREST ARBITRAGE).

The **3 day Practical dealing course – Foreign exchange** is part of the **Treasury skills programme** and is popular with Chief dealers as an excellent course to increase their dealing personnel's FX market knowledge and skills.

Do you need your dealers to:

- appreciate better the foreign exchange market, the participants, products and methods of dealing available,
 - understand the various types of risk involved in foreign exchange market operations, including interest arbitrage (investment swap) techniques,
- have been able to test trading theories and dealing calculations learnt through practical exercises and the simulated dealing sessions,
- be able to put their day to day duties into perspective of their institution's overall foreign exchange and money market operations, enabling them to enhance their performance and improve the service they offer to customers and other market counterparties.

Lywood David International Limited's Practical dealing course - Foreign exchange, presented by Phil Parker, is designed to ensure that your people, both bank and corporate treasury personnel, can deliver these objectives.

The emphasis is on the Practical with theoretical sessions on spot and forward foreign exchange dealing reinforced by classroom exercises, case studies and hands on experience of the markets through **WINDEAL for Spot FX**, a PC based dealing simulation developed by Tradewind Design in association with our sister company Multimedia TradeWind Limited.

Participants are given an opportunity to experience market situations confronting dealers and react accordingly. Even if not actually dealing themselves, this knowledge will enable them to perform their day-to-day duties with more confidence and to greater effect.

Participant profile

Participants on this course can be trainee dealers, dealing support staff, systems development personnel, corporate treasury executives and candidates for ACI Education examinations - anyone with a desire to increase their knowledge and understanding of the spot and forward foreign exchange market.

Each will develop fundamental dealing skills such as risk evaluation, product pricing and position management - skills so often taken for granted - or seemingly not required in today's hi-tech dealing environment, making it even more important that these skills become instinctive.

Course content

- the need for foreign exchange in commerce (practical exercises)
- spot FX arithmetic
- spot FX workpapers
- quoting corporate clients and interbank spot FX dealing – direct, through brokers, using electronic trading platforms
- P&L techniques
- **WINDEAL for Spot FX** – practical dealing session
- forward FX arithmetic – outrights, time/delivery options and FX swaps
- forward FX workpapers
- quoting corporate clients and interbank forward FX swaps trading
- interest arbitrage (investment swaps) techniques
- interest arbitrage workpapers

Please contact the company for a full course programme.

Presenter

Phil Parker, Managing Director of Lywood David International Limited, has over 40 years experience of treasury markets and training. He spent his banking career with the Lloyds Bank Group in a number of senior Treasury roles. An experienced practitioner, having actively dealt (10 years in LBI London), Phil formed his own company in 1992 and has regularly presented open courses in London and overseas financial centres and in-house training on behalf of client institutions world-wide for the past fifteen years.

The company

LYWOOD DAVID INTERNATIONAL LIMITED is a company dedicated to the promotion of a greater understanding of the international financial markets amongst all participants. The company's aim is to provide high quality and affordable training and education on Treasury and Capital markets issues to as wide a range of people as possible - this being achieved through offering open training courses plus in-house consultancy services to individual client institutions globally. The company has worked extensively in the EU and the developing financial markets of central and eastern Europe, the Caribbean, Africa, India, the Middle and the Far East.

Now in its fifteenth year, **Lywood David International Limited** continues to offer a wide range of such training courses specifically targeted at financial markets professionals. These are presented by experienced practitioners and trainers putting great emphasis on the practical reinforcement of issues covered using the latest technology. Further details are available on the company's website: www.lywood-david.co.uk

Bespoke training

LYWOOD DAVID INTERNATIONAL LIMITED's training events can be tailored to suit a financial institution's training needs and presented exclusively in-house. This becomes cost effective in London at around 6 - 7 participants, more quickly when long distance travel and accommodation costs need to be taken into consideration. Don't miss this opportunity to let your personnel benefit from participation on this unique workshop approach.

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