



INTUITION

BANKING & FINANCE CATALOGUE 2021



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FTS ACCREDITATION

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DURATION
(1 DAY)



ADVANCED TECHNICAL ANALYSIS WITH BEHAVIOURAL FINANCE – IDENTIFY LOW RISK & HIGH REWARD TRADING STRATEGIES

COURSE OVERVIEW

This advanced technical analysis course combines fundamental and technical analysis with behavioural finance to help participants not only identify low risk/high reward trades, but to also understand market psychology and our own irrational financial biases. The course uses both historical charts to highlight technical patterns and also live Bloomberg charts to analyse current market price action and trends.

The charts will focus on a range of products; equities, bonds, foreign exchange and commodities. It will look not only at the price action on individual charts but also look at the relationship between different products and inter-market analysis. The course will also show examples of systematic trading using Python code in Jupyter notebooks.

LEARNING OBJECTIVE

- Enable traders to accurately pinpoint low risk, high reward trading strategies
- Provide better communication with clients and improve research publication
- Understand how behavioural finance helps us identify our own irrational biases and also better profile our clients' risk appetite.
- Provide high level of knowledge to trade, manage risks and maximize profits

TARGET AUDIENCE

- Front Office Traders: Those with sound technical analysis knowledge will be interested in the new advanced techniques that are gaining in popularity, and program trading which is

becoming more important in reducing risk and improving traders/management ability to quantify risk against expected returns. Participants will also gain a better understanding of human and market psychology.

- Relationship Managers & Sales Teams: Sales have become more pro-active in identifying and recommending trades that they have originated themselves rather than relying on internal research: this provides an edge as clients become more engaged, discussing the ideas and trading off these.
- Retail Traders: Retail traders who have good technical knowledge will benefit enormously from this advanced course. They will understand better how to create a trend-following portfolio, the discipline of how to manage risk, and most importantly how to maximize profit. They will also learn to identify their own irrational biases and trading weaknesses.

PREREQUISITES

Participants must be familiar with technical analysis fundamentals and ideally should be using charts in their daily work. Ideally, they would have attended an introductory technical analysis course.

COURSE METHODOLOGY

Instructor-led facilitation using Bloomberg charts, exercises, case studies and a KaHoot quiz to demonstrate the key learning takeaways.

CUTTING EDGE TECHNOLOGY IN FINANCE: BIG DATA, ARTIFICIAL INTELLIGENCE AND MACHINE LEARNING

COURSE OVERVIEW

This 1-day course has been developed for Bankers to give them an overview of key technology developments within "FinTech" such as big data, artificial intelligence and machine learning. This will give them a better understanding of on-going developments & innovation in the banking industry, and enable them to hold higher level conversations with clients and build better relationships.

"FinTech" has been stunning by the speed of its technological innovation. This has accelerated rapidly in the last 2 years with the rise of big data, artificial intelligence and machine learning. To put it into perspective, "90% of the world's data across history has been generated over the last two years." (Christopher Cole, Volatility and the Alchemy of Finance).

Big data is the term used to refer to data sets that are so large and complex that traditional data processing application software is inadequate to deal with them. It also refers to the analysis of this data (predictive analysis and user behaviour analysis) vital in decision making for business executives, governments and scientists alike.

Artificial intelligence (AI) is the intelligence displayed by a machine whereby it can perceive its environment and take actions that maximize its chances at success at some goal. It has been used in High Frequency Trading since the 1980's but has really come to prominence with the rise of 'FinTech' in recent years.

Machine Learning is the field of computer science whereby the computer can learn without being explicitly programmed. It overlaps with computational statistics, mathematical optimization, data analytics and data mining (unsupervised learning).

This programme defines and discusses these technological advancements, and highlights their current uses in the banking and financial services industries

such as; risk management, portfolio optimization, high frequency & low latency trading, fraud detection, data analytics, forecasting & modelling, chat agents, etc.

The course will help prepare participants for their three most common questions; "How is FinTech going to impact what we do?", "What should we do to prepare for the disruption from FinTech companies?" and "how will FinTech technology innovations benefit my firm?"

The programme can be adapted for specific audiences

LEARNING OBJECTIVE

- Provide a clear understanding of the technology, size, and architecture of Big Data.
- Understand how Big Data is being used and applications in a Banking Context
- Provide a clear understanding of artificial intelligence and the technology behind it
- Understand how it is being used in Financial Services now and what does the future hold
- Provide a clear understanding of machine learning and the technology behind it
- Highlights the current uses in the banking and financial services industries such as risk management, portfolio optimization, high frequency & low latency trading, fraud detection, data analytics, forecasting & modelling, chat agents

TARGET AUDIENCE

- Banking, Financial Services, and FinTech Professionals

COURSE METHODOLOGY

Instructor led facilitation using video based learning, case study discussions, quiz, game and exercises.



DURATION
(1 DAY)





DURATION
(2 DAYS)

DERIVATIVES RISKS – OVERVIEW, APPLICATIONS & MITIGATING BUSINESS RISKS

COURSE OVERVIEW

This course provides an overview of the hidden risk in derivatives and a conceptual framework to enhance understanding of this topic. Participants will learn the metrics used to measure counterparty credit risk, including CVA& FCA. This includes understanding how volatility is the “source” of counterparty credit risk, how volatility is measured and how banks use it to model the amount that clients could owe.

The course is designed to equip business and risk managers with the knowledge and skills to recognize, understand, assess and mitigate the changing risks as the derivatives business evolves.

LEARNING OBJECTIVE

By attending the course participants will be able to

- Explain where risks come from in doing derivatives deals with clients.
- Understand and explain the various risk metrics used in the derivatives business, including Value at Risk (VAR), PFE, Expected Exposure (EE) and CVA.
- Promote the role of risk management in growing the derivatives business while professionally balancing risk and return.
- Describe the interrelationship between market and credit risk.
- Analyze customer motivations and activity when proposing deal structures and tailor proposals to real clients’ real motivations.
- Distinguish between right-way and wrong-way counterparty exposure in a sophisticated way—not a superficial way.

TARGET AUDIENCE

This interactive program is designed for practitioners in sales, risk management, product and financial control and operations personnel responsible for generating, approving, monitoring or managing derivatives transactions. The best audience combines client facing bankers, derivatives sales and traders and risk officers.

COURSE METHODOLOGY

The course is based around case studies of key risk events that occurred in Asia. Participants will identify the key assumptions and errors in each case, what went wrong and lessoned learnt.

DISCIPLINED TRADING, LESS RISK, MORE REWARD -TECHNICAL ANALYSIS WITH BEHAVIOURAL FINANCE

COURSE OVERVIEW

This 2-day course overlays technical analysis with behavioural finance and fundamental analysis to give the participants a greater understanding of what exactly is moving the markets and how they can profit from this, whether they are trading, investing, sales or private bankers.

The course begins with the basics of Dow Theory, Trend lines, Candlestick charts, Moving Averages and Trend Following strategies. The introduction to behavioural finance looks at human psychology and how it affects our trading; how our brain makes decisions, how chemicals in our bodies affect our decision-making processes and our personality traits. We then look at current biases in the financial markets, using live Bloomberg charts and current fundamental analysis.

Examples of emotional biases that lead humans to make irrational financial decision, are also discussed. We also look at 'FinTech' with automated/algorithmic program trading which aims to take emotion completely out of the decision-making process, and in contrast we look at what techniques traders can deploy to reduce pressure, and stabilize their emotions for more consistent performance.

The course also focuses on the critical importance of risk management and discipline, as history shows that the best traders are unemotional yet consistent with their returns. We expect to see a reduction in the levels of risk taken (VAR) after the seminar as traders are much more able to spot low risk-high reward trades.

LEARNING OBJECTIVE

This 2-day course enables the participants to better understand current market trends and trading opportunities. For traders, sales, investors and private bankers they learn to use technical, and fundamental analysis along with behavioural finance to pinpoint better trading opportunities, reducing risk

and increasing reward. Sales teams learn to better profile their clients' attitudes to risk with the look into behavioural finance and psychology. Live Bloomberg charts are used, with plenty of examples of market opportunity, bubbles, irrational pricing, arbitrage, etc.

TARGET AUDIENCE

- Front Office Traders, Private Bankers and Wealth Managers: Those with technical analysis knowledge will be interested in the new advanced techniques that are gaining in popularity, and behavioural finance which highlights human irrational biases and extreme market moves. Also program trading which is becoming more important as risk is being reduced and traders/management want to better quantify risk against expected returns.
- Graduates: (especially I.T.) this group set are always keen to upgrade their market knowledge, especially those who are keen to move into program trading and develop these skills.
- Sales teams: sales have become more pro-active in identifying and recommending trades that they have found rather than relying on internal research. This provides an edge as clients become more engaged, discussing the ideas and trading off these. It also gives the sales team an opportunity to better profile their clients attitudes to risk taking.

COURSE METHODOLOGY

Instructor led facilitation in a workshop together with live Bloomberg charts, case studies and interactive exercises.



DURATION
(2 DAYS)





DURATION
(1 DAY)

DISRUPTIVE TECHNOLOGY IN FINANCIAL SERVICES

COURSE OVERVIEW

This 1-day course has been developed for bankers to give them an overview of the technology developments (“FinTech”) and changes in the banking industry today. This will enable them to hold higher level conversations with clients and build better relationships.

‘FinTech’ has brought innovation, speed, collaboration and disruption to the traditional, dominant pillars of banking and financial services. Banks and other financial institutions that were previously seen as untouchable are now struggling to compete with start-ups that thrive on technological innovation, risk taking mindset, lean set-up and limited regulatory pressure. We investigate the disruption in the banking industry as payment settlement, credit intermediation and maturity transformation now face competition from the likes of PayPal, Facebook, Alibaba and Google Wallet. We discuss new on-line lenders, direct investing platforms, new FX executions systems, Blockchain, Bitcoin and many more FinTech innovations.

The course will help prepare participants for their three most common questions; “How is fintech going to impact what we do?”, “What should we do to prepare for the disruption from fintech companies?” and “how will fintech technology innovations benefit my firm?”

A key focus area will be on Blockchain. Blockchain has been called the biggest technology development since the internet, the fourth industrial revolution. We will look at the history and principles of the Blockchain as well as the feasibility of distributed ledger technology within the banking and financial services industry.

Further areas of focus will be on the disruptive technology landscape and technologies such as AI, Big Data & the Internet of Things (IoT).

The programme can be adapted for specific audiences.

LEARNING OBJECTIVE

- Learn about FinTech trends and ecosystem.
- Gain a good understanding of the architecture and principles of Blockchain (DLT).
- Study Blockchain technology use in the financial services industry.
- Understand the Disruptive Technology landscape and main trends.
- Learn about the principles of Artificial Intelligence (AI), Big Data and Internet of Things (IoT).
- Gain knowledge on current regulations.

TARGET AUDIENCE

Banking, Financial Services, and FinTech Professionals

COURSE METHODOLOGY

Instructor led facilitation using video based learning, case study discussions, quiz, game and exercises.

ESG AND SOCIAL IMPACT INVESTING

COURSE OVERVIEW

This course provides an introduction to ESG/social impact investing – an investment approach intentionally seeking to create both financial return and positive social impact that is actively measured. We begin with the core belief that investment is the engine of growth, and hence all investing can be viewed as inherently impactful. Social impact investing seeks to create positive social or environmental value in addition to a financial return. It is an approach, not an asset class.

Impact investing has grown rapidly in recent years and now commands significant attention from some of the world's largest asset managers, high net worth individuals, philanthropic foundations, and policymakers, among others. Although this has been practiced in the Western world for more than a decade, it is still a relatively new space in Asia. This approach offers an opportunity to creatively address some of the pressing challenges we face today, such as climate change and limited access to essential services like healthcare and education. This is particularly true in a world of declining government budgets and limited philanthropic capital available to be allocated towards these challenges.

Key topics covered in the course will include:

- An overview of the field: origins of impact investing, key investors, asset classes, sectors and geographies.
- Private social impact vehicles: valuing a social enterprise, due diligence, structuring of deals/term sheets measuring impact and performance.
- Public markets ESG equity investing: screening/exclusion, fundamental analysis, portfolio optimization to build ESG portfolios, risk analysis to identify embedded risks, performance of ESG-oriented approaches.
- Public markets ESG investing in fixed income: introduction to social impact bonds, "green" bonds, and active screening by bond funds.

LEARNING OBJECTIVE

The objectives of this course are:

- To provide a solid analytical framework for evaluating the spectrum of social impact investments,
- Have students gain experience in structuring different types of investments,
- Critically compare and contrast these investments with "traditional" mainstream investments, with a view to understanding structural constraints.

The field is sprawling and inter-disciplinary, ranging from "pure" impact to "values aligned strategies". The approach faces some major challenges, which we will explore in detail in the course.

A significant challenge is that of "impact measurement", and the participants will gain exposure to few approaches, including GIIN and IRIS (Global Impact Investing Rating System, and Impact Reporting and Investment Standards).

PRE-REQUISITES

- Have some knowledge of how Private Equity/Venture Capitalist work.
- Expected to have had exposure to fundamental financial concepts (DCF, IRR, NPV, etc.).

TARGET AUDIENCE

The target audience for this course are for those finance professionals who are interested in the intersection of finance and social impact. In particular, the course should be useful for students who wish to pursue careers in social impact investing, raise a round of financing from impact investors, manage ESG-based portfolios for an asset manager, or invest their own capital for both social impact and financial return

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.



DURATION
(1 DAY)





DURATION
(4 FAA/SFA
CPD Hours)

RULES, REGULATIONS AND ETHICAL CHALLENGES IN THE NEW DIGITAL AGE POST COVID-19 CRISIS

COURSE OVERVIEW

This intensive 6-hour workshop is designed for both financial advisors and capital markets representatives to appreciate the rules, regulations and ethical challenges in Post Covid-19 pandemic crisis which was further compounded by the speed of technology exuberance in same period. The New Norm, post Covid-19 pandemic crisis, of financial advisors and capital markets representatives mostly working from home (WFH) created a new set of ethical challenges which also complimented by launch of new rules and regulations by regulators.

Participants will learn through case studies and group discussions using behavioural finance concepts and framework to identify the new causes Post Covid-19 to potential rules, regulations and ethical misconduct and non-adherence to the firm's and/or regulators' policies.

LEARNING OBJECTIVE

- Update on the latest rules and regulations post Covid-19 impacting both financial advisory and capital markets industry in Singapore
- Keep financial advisors and representatives abreast of latest digitalisation trends and development post Covid-19 impacting both financial advisory and capital markets businesses
- Made aware of rules, regulations and ethical challenges in new digital age post Covid-19
- Invoke the works of behavioural finance to identify potential rules, regulations and ethical misconduct
- Make use of behavioural finance concepts & understanding to avoid potential rules, regulations and ethical misconduct

TARGET AUDIENCE

Suitable for relationship managers, treasury marketing personnel, financial advisors, product advisors, capital markets arrangers, traders, advisors and back-end staff. It will also be suitable for any executive who would like to be more informed of this topic.

COURSE METHODOLOGY & ASSESSMENT

Virtual/classroom lecture, discussion and end of workshop MCQ and short answer assessment (passing mark is 65%). A certificate of completion will be issued for those who have attended the full workshop and passed the assessment.

WEALTHTECH



**RATION
(1 DAY)**



COURSE OVERVIEW

Intuition has developed a one-day course that looks at the rise of digitalization and the FinTech opportunities for Wealth Managers. First, we discuss how FinTech is disrupting the wealth management model. We examine the new entrants in the private banking industry and look at the rise of the shadow Wealth Managers. Next, we cover some key topics including how to invest in FinTech via cryptocurrency, technology-based companies and FinTech infrastructure. Finally, we investigate possible applications for Blockchain and DLTs in compliance, settlement and regulatory reporting.

This course focuses primarily on business analysis with less emphasis on technology beyond how it works. Please note that delegates do not require programming or coding skillsets for this course.

LEARNING OBJECTIVE

- Digitalization of the Private Banking and Wealth Management industry
- How banks compete with FinTech – resistance or acceptance?
- Cryptocurrency investment
- Blockchain and DLTs – how they work and possible applications in Wealth Management

TARGET AUDIENCE

This course is suitable for RMs and ARMs working in Priority or Private banking, Business Analysts and Risk & Compliance professionals.

COURSE METHODOLOGY

Analysis, Games, Breakout and Case Studies

LIFE CYCLE OF A TRADE – REVOLUTION IN REGULATION, EVOLUTION IN TECHNOLOGY

COURSE OVERVIEW

The rise of 'FinTech' and regulatory rule changes have transformed banking and financial services. Many regard the business currently as technology over banking. As such, running a profitable modern financial service business will depend on volume and size of trades, electrification and strict compliance. This newly updated course now includes the rise of financial technology, automation in execution, STP, artificial intelligence, big data, Blockchain, Smart contracts, trading rules and compliance. As we follow the trades, we will see how the life cycle develops; from new customer set up, trade identification, execution, processing, reporting and safety nets.

Key to the revenue stream is the smooth and error free processing of trades. Straight- Through-Processing (STP) is the goal but this is only achieved in just over 2/3rds of the trades. One of the aims of the course is to examine why we lose STP over the life cycle and the resulting upstream and downstream strains.

A common theme will be the team role of operations, how they fit into the life cycle and the importance of each stage in the process. Often in today's automated environment, it is difficult to appreciate the overlaps and interdependencies. We will also examine middle office and the role they play in trade support, reporting, financial control and product control. The course also investigates 'Fintech'. What is it? Why is it evolving so quickly? And how is it exactly influencing the life cycle of a trade.

COURSE METHODOLOGY

Instructor led facilitation using video-based learning, case study discussions, quiz, game and exercises.

LEARNING OBJECTIVE

By the end of the course participants will know the key functions of:

- Front Office – Execution, pre-and post-trading
- Back Office – Processing and safety nets
- Middle Office – Product control

Attendees will be able to understand the entire trade process including compliance, regulation, reconciliations, errors and fail management.

Attendees will examine the huge evolution in technology, the pros and cons including reputational risk factors. Delegates will gain a thorough understanding of the various trade protocols, key operating procedures, checks and required escalations.

TARGET AUDIENCE

This topic is elementary for employees who work in the functions below and would like to widen their knowledge in secondary and tertiary trade processes. In addition, this course will be of particular interest to those working in legal and compliance or the shared service outsourced industry.

- Operations
- Legal, Audit and Compliance
- Technology Design and Support
- Product Control
- Collateral management
- Financial Control & Accounting
- Regulatory and Trade reporting
- Project management & Business continuity



DURATION
(2 DAYS)





BANKING AND FINANCIAL MARKETS

- 15** Advanced Financial Modeling Using Excel & VBA
- 16** Asian Currencies – Interest Rates & Other Key Drivers
- 17** Asset Management and Fintech – Just in Time or I Robot?
- 18** Asset Management – The Lens to Tomorrow
- 19** Behavioural Finance and Investing – “Are We Our Own Worst Enemy?”
- 20** Behavioural Finance for Wealth Management
- 21** Bonds – Understanding Risks & Identifying Opportunities
- 22** Corporate Financing & Fintech – Debt Capital Markets
- 23** Corporate Financing & Technology – Equity Capital Markets
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- 37** Options – Value Drivers and Applications
- 38** Portfolio Approach to Structured Products – Maximizing Returns While Minimizing Risks
- 39** Preparing Millennials for Succession Planning
- 40** Preserving Family Business and Wealth
- 41** Private Equity and Venture Capital
- 42** Private Equity Overview
- 43** Structured Fixed Income Products

ADVANCED FINANCIAL MODELING USING EXCEL & VBA

COURSE OVERVIEW

This 2 day course focuses on enabling participants to develop powerful spreadsheets for advanced financial models. Built-in Excel functions as well as user defined functions will be included in the course. The curriculum follows a very structured approach to financial modeling which will enable the participants to develop complex spreadsheets in a step-by-step manner.

The course will teach participants how to use Excel & VBA for modeling complex real world financial structures. These include performing Monte Carlo simulation, creating dynamic goal seek functions and user defined functions to price contingent claims.

LEARNING OBJECTIVE

At the end of the workshop, participants will:

- Create practical financial models using a structured approach
- Develop insights into built-in Excel functions and how to use them
- Analyze market data using Excel
- Perform sensitive analysis using Pivot Tables and What-ifs
- Build user defined functions using VBA
- Apply mathematical and statistical Excel functions to financial modelling
- Perform iterative operations in Excel using Goal Seek
- Apply What-If analysis using Pivot Tables and Excel's What If tool kit
- Visualization of Data using Charts

By working on a number of intensive, hands-on exercises in Excel & VBA, participants will work through the theory and application of valuation and financial modelling. After learning Excel / VBA techniques that can address various problems in finance, participants will apply the techniques in a real world context. By downloading data from the internet into Excel worksheets, participants will create cash flow forecasts, price fixed income instruments and analyze their risk. Participants will also perform efficient frontier analysis for asset portfolios, write option pricing models, analyze fund performance and compute alphas and betas for stocks and funds.

A variety of financial models and Excel tools for financial analysis will be developed by the participants during this workshop which will give them the skills and techniques necessary to perform complex analysis using Excel and VBA.

The course is intended to be practical and inter-active and participants encouraged to ask questions. The techniques taught will be of immediate practical use in the workplace

COURSE METHODOLOGY

Very hands-on, Instructor led classroom training using Excel and VBA to develop sophisticated Financial Models.

All participants must come with a laptop, which has Excel and internet access as they will have to download data from the Internet to build models and perform market analysis.



DURATION
(2 DAYS)





DURATION
(0.5 -1 DAY)



ASIAN CURRENCIES – INTEREST RATES & OTHER KEY DRIVERS

COURSE OVERVIEW

This course is designed to examine the outlook for Asian currencies and related investment opportunities. Our analysis will include where we are in the current global and regional business cycle, how markets are positioned, and options available to rebalance and diversify FX investments. We will look at major themes, such as the effect of US rate hikes, a stronger dollar, weaker commodity prices, European and Japanese monetary policy, foreign direct investment (FDI) outflow from emerging markets, the key role of Chinese monetary and Yuan currency policy as a driver for Asia. The course will employ fusion analysis – a three pronged approach utilizing fundamental, statistical, and technical analysis.

LEARNING OBJECTIVE

- Understand the current global macroeconomic trends and likely outlook
- Recognize the effects and interplay of US versus European and Japanese monetary policy on Asian FX markets
- Understand the implications of a Chinese economy in transition and its intra-Asian asset market effects
- Perform inter-market analysis – the relationship between stocks, bonds, commodities, real estate, and Asian FX
- Understand ASEAN integration and its effect on FX markets and flows

COURSE METHODOLOGY

Very hands-on, Instructor led classroom training using Excel and VBA to develop sophisticated Financial Models.

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.

ASSET MANAGEMENT AND FINTECH – JUST IN TIME OR I ROBOT?

COURSE OVERVIEW

As part of Intuition's FinTech offering, this course provides an overview of today's Asset Management Industry, looking at how it has evolved and embraced technology in 2018. Intuition has partnered with Sherpa Funds Technology, a disruptor in the Fund Management industry, to develop a Fintech course in fund management. The course content is empirical, examining FinTech methodologies and understanding different approaches.

We compare and contrast where technology is changing the business models- from Wealth Management to Traditional Asset Management and look at the new entrants, technology disruptors.

The course also looks at how managers present their ideas and attract capital. We examine the technologies deployed and discuss whether this trend is process-driven or indicates a real change in asset management independent of business rules and human behavior.

LEARNING OBJECTIVE

Course delegates will gain detailed insights into the latest technology trends and organizational changes that meet the regulatory and commercial challenges for Asset Managers in today's marketplace. Themes include risks to the Industry from technology and BCP.

TARGET AUDIENCE

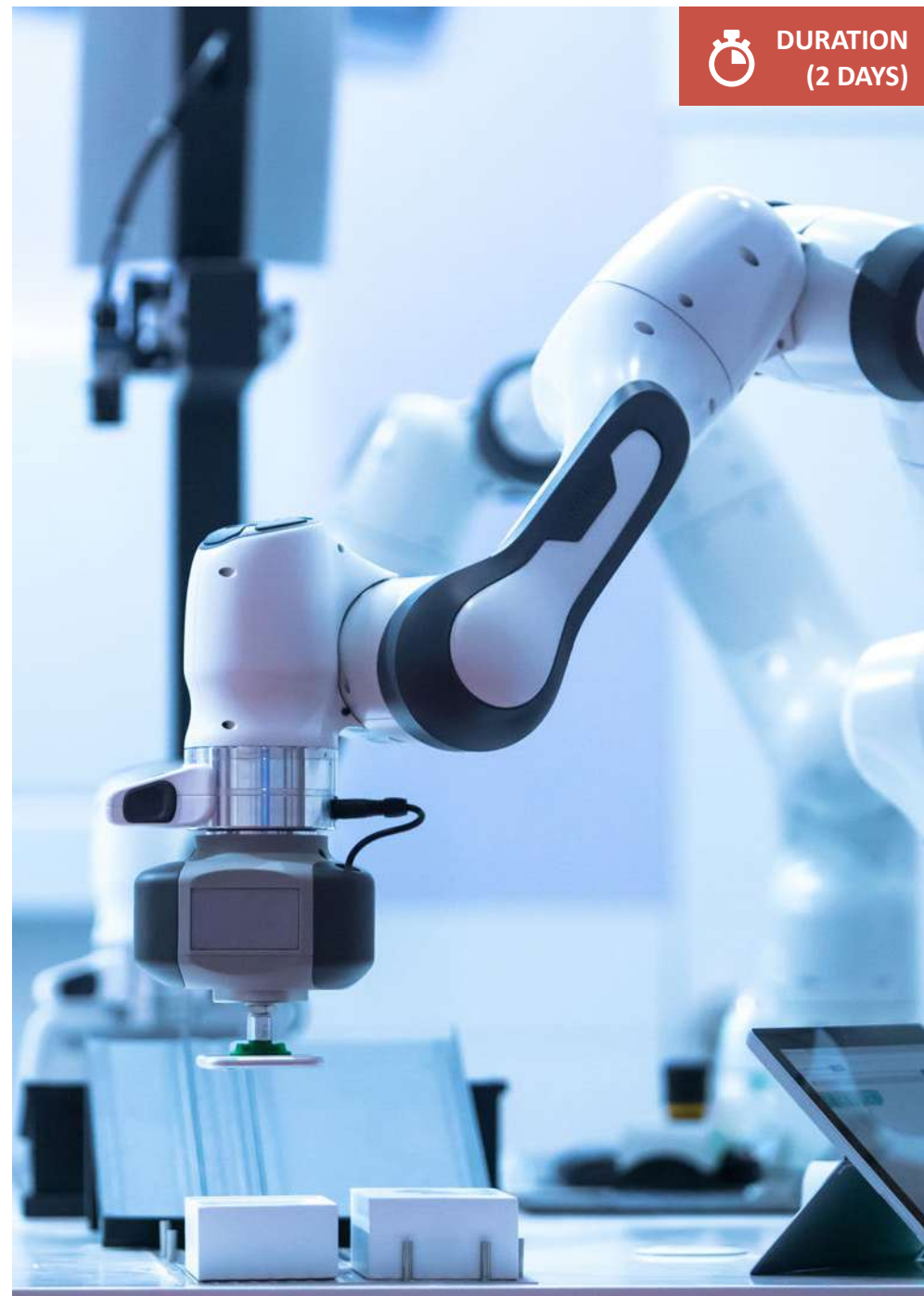
- Portfolio Managers
- Fund Management & Administration
- Research
- Compliance & Audit
- Product Development
- Institutional Sales & Retail RMs
- I.T & System Developers
- BCP
- Prime Brokers

COURSE METHODOLOGY

Instructor-led facilitation using video-based learning, case study discussions, quizzes and exercises.



DURATION
(2 DAYS)



**DURATION**
(2 DAYS)

ASSET MANAGEMENT – THE LENS TO TOMORROW

COURSE OVERVIEW

The traditional Asset Management industry is facing tremendous challenges and opportunities. This course examines the macro environment and how technology is shaping the industry. We review the various business models and compare how your firm's model has evolved during 2018 and beyond. Using real data from managers globally, we evaluate the effectiveness of the various business models and discuss whether this is a guide to future success? In the world of FinTech, Asset Managers have been reluctant to adopt new technologies allowing disruptors to enter the purchase side. The course explores whether technology is process-oriented or truly disruptive and whether it provides a new radical approach to portfolio management. As the industry squeezes fees, we examine how Sales & Marketing must evolve to attract and retain Assets under Management (AUM) in the next few years.

LEARNING OBJECTIVE

- Understand the macro fundamentals shaping investor returns in 2018 and beyond.
- Compare and contrast Asset Managers business models.
- Examine your firm's model and the key products and personnel.
- Identify new technology employed in managing portfolios.
- Explore Marketing & Sales techniques to attract AUM.
- Scrutinize Social Trading and Artificial Intelligence.
- Learn new methods and the latest technologies in multi-factor investment.

TARGET AUDIENCE

- Portfolio Managers
- Fund Management & Administration
- Research
- Compliance & Audit
- Product Development
- Institutional Sales & Retail RMs
- Prime Brokers

COURSE METHODOLOGY

Instructor-led facilitation using video-based learning, case study discussions, quizzes and exercises.

BEHAVIOURAL FINANCE AND INVESTING – “ARE WE OUR OWN WORST ENEMY?”

COURSE OVERVIEW

The first objective of this course is to analyse societies different personality types; their traits, styles, strengths and disorders. Using interactive case studies, we will show how these personality traits and emotions can influence all decision-making processes, and for this course, those investment and trading decisions. This will be linked to behavioural finance and the course will analyse why people make irrational financial decisions; anchoring, confirmation bias, cognitive dissonance, gamblers fallacy, prospect theory etc.

The second half of the course focuses on improving performance. How we adapt our trading plan and control our emotions and behavior. We will discuss incorporating; discipline, position sizing and technical analysis into our trading style to improve performance and reduce risk, targeting low risk, consistent returns. We will use live Bloomberg charts to analyse behavioural biases in the current financial markets. The critical importance of position sizing will also be discussed and proven. Long term investing versus short term speculation will be examined, and value investing versus earnings growth strategies will be compared. Finally, once our trading style has been refined we will investigate how to create a high-performance environment; Winning routines, analyzing performance, and creating a positive emotional and physical wellbeing.

LEARNING OBJECTIVE

The course makes the participants more aware of their own emotions and personality traits, and how these can affect their day-to-day, on the job, decision making processes. The individuals take away not only a greater understanding of their own strengths and weaknesses but also a diverse range of ways to improve their performance. Technical analysis, game theory, position sizing, risk management, routines, focus, positive thinking, health awareness and sharper execution are all critical factors to improve and sustain performance. The clients will move closer towards the ultimate goal of low risk consistent returns, with a better understanding of the market forces and mass participant psychology.

TARGET AUDIENCE

Investment management and trading – this course is ideally suited to financial market risk takers. It gives a unique look at improving consistency and performance from an inward perspective overlaid with the conscientious application of discipline, routine and risk management.

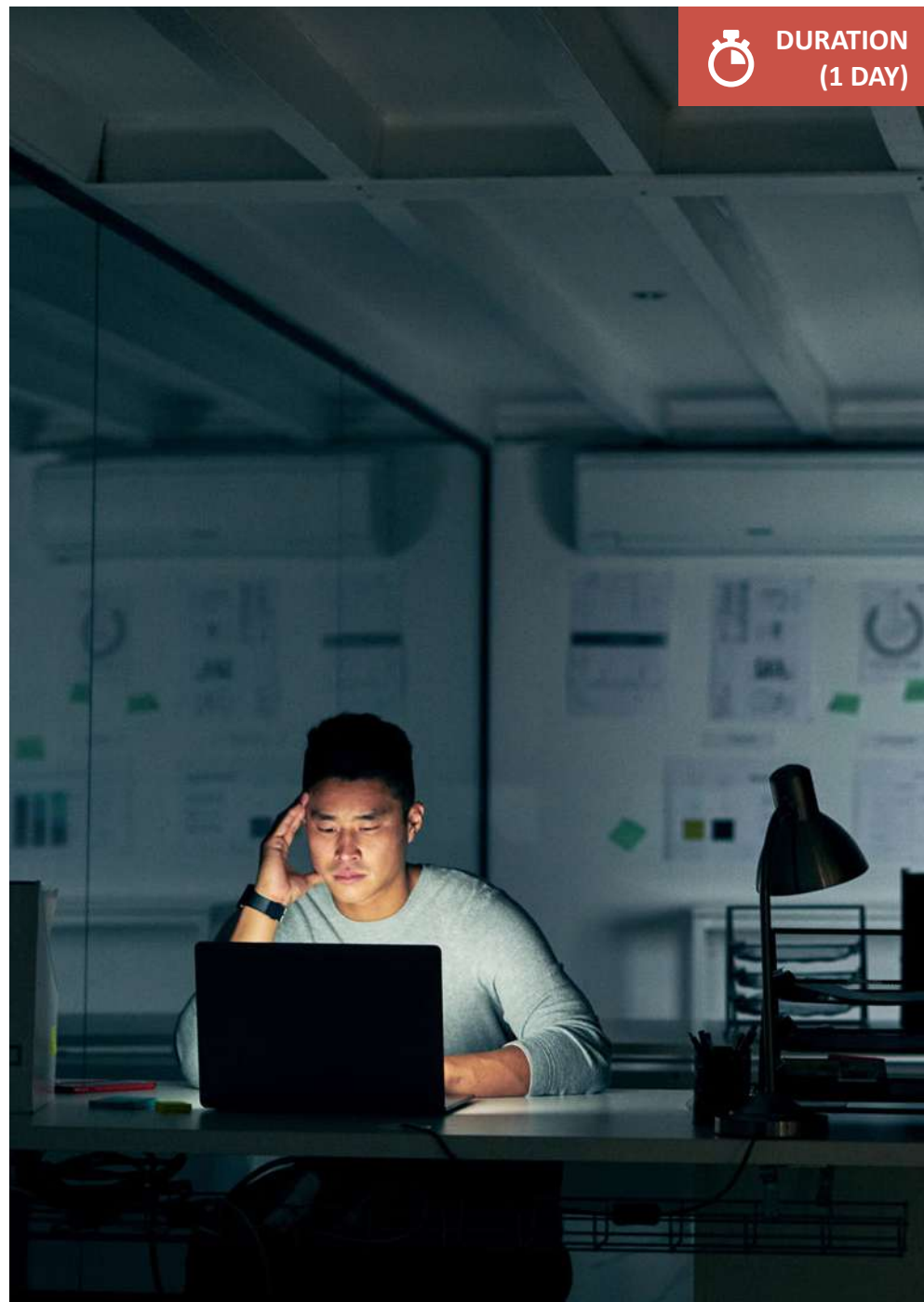
Private banking and sales – the course is also of great importance to sales teams and private bankers who gain a greater insight into their customers and how their personalities impact their decision-making processes. This helps the bankers adjust their approach and advice to best suit the client, and give them a better commentary of current market forces.

COURSE METHODOLOGY

Instructor led facilitation using video based learning, case study discussions, quiz and exercises.

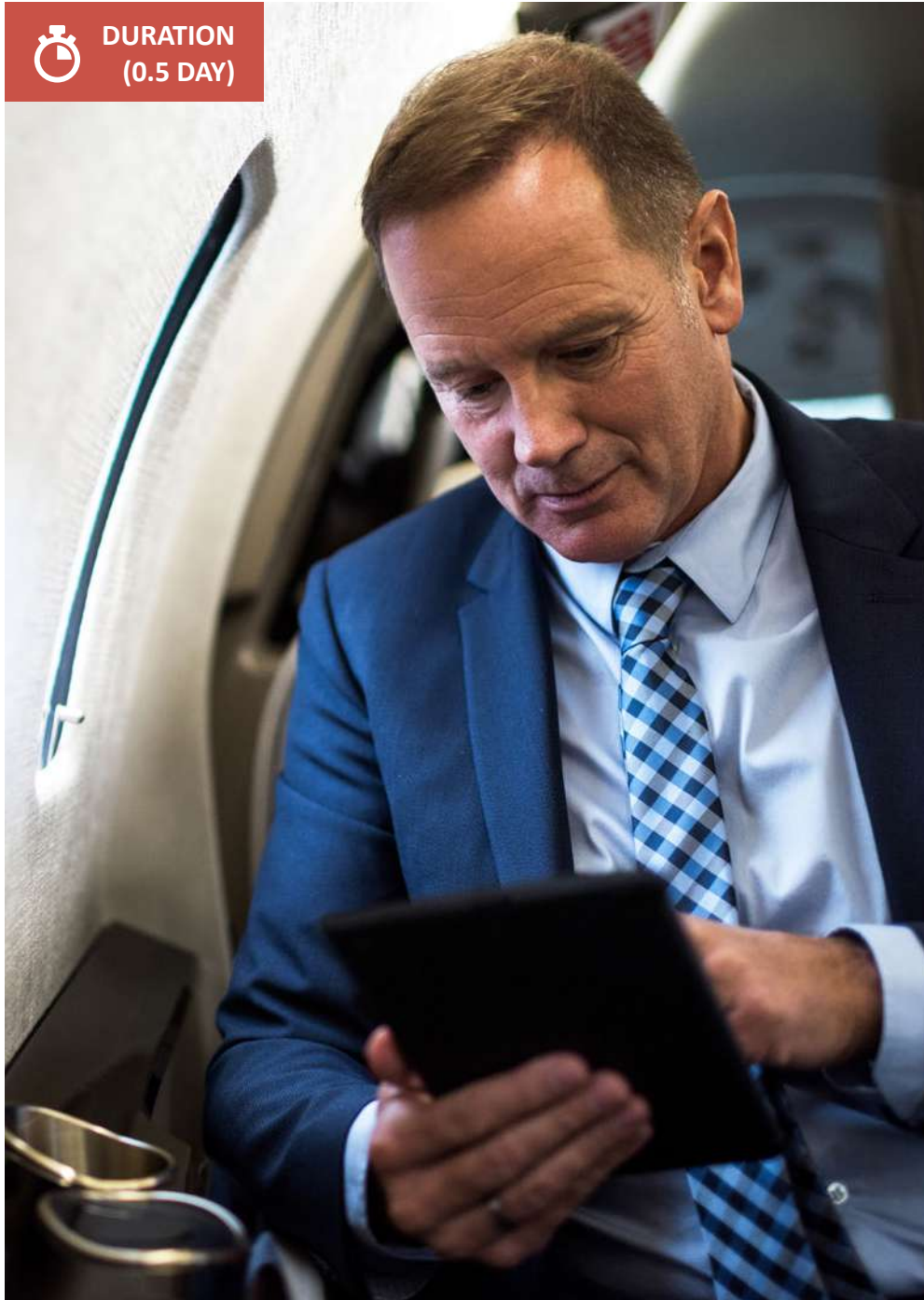


DURATION
(1 DAY)





DURATION
(0.5 DAY)



BEHAVIOURAL FINANCE FOR WEALTH MANAGEMENT

COURSE OVERVIEW

Behavioural finance combines psychology with the traditional theories of finance and economics.

This programme is designed to reveal financial decision making biases, flaws in the way humans behave, which contrast traditional finance theory of rational behaviour. As client facing relationship managers, understanding these factors and what causes them, allows us to make better financial decisions or guide our clients towards better outcomes with their investment portfolios.

COURSE OBJECTIVE

To utilise Behavioural Finance techniques to better understand clients and to better act as a Trusted Advisor.

TARGET AUDIENCE

This course can be customized for private bankers and wealth managers. It is suitable for treasury, markets bankers, investment bankers and staff from the support departments as well as corporate banking RMs.

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.

BONDS – UNDERSTANDING RISKS & IDENTIFYING OPPORTUNITIES

COURSE OVERVIEW

This engaging and informative day-long workshop, delivered by Intuition, provides a detailed examination of the primary and secondary debt capital markets, with a regional focus. The focus will be both from the perspective of the issuers who supply the market for bonds and the buying client and investor from the perspective of their motivations as well of risk and opportunities.

Participants will learn the importance of credit analysis and its relevance in raising different types of debt capital. The course examines the scope and breadth of origination plus the key role of the investor in the process.

LEARNING OBJECTIVE

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

- Explain the function of a bond and credit seniority
- Compare various issue structures, including Islamic and asset backed bonds, for issuer and investor advantages
- Discuss the role of credit risk and the ratings agencies, how credit evolves and profiles change
- Question the value of adding derivatives to an issue
- Identify the motivation for the secondary investor including risk metrics

TARGET AUDIENCE

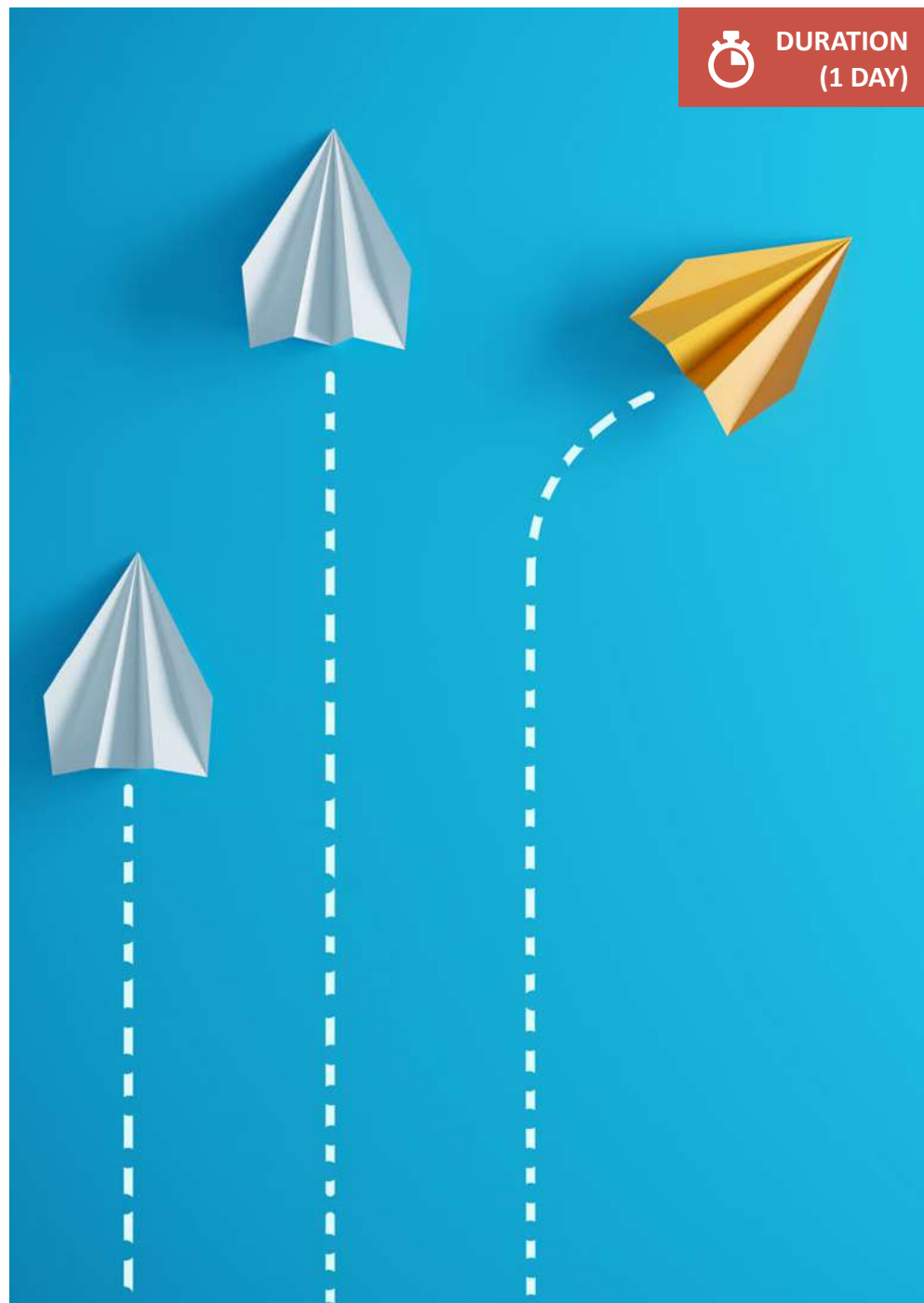
- Investment specialists
- Corporate bankers
- Fund managers
- Chartists and technical analysts
- Economists and strategists
- Treasury product managers
- Private bankers
- Assistant private bankers

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.



DURATION
(1 DAY)





DURATION
(1 DAY)



CORPORATE FINANCING & FINTECH – DEBT CAPITAL MARKETS

COURSE OVERVIEW

As the ASEAN region grows and accepts common best practice in origination, using the Capital Markets for financing is a real opportunity for the Regional banks. However Corporate Bankers are facing a new challenge from technology. Solutions, channels and client demands are changing. Startups don't have a funding record, positive cash flows yet achieve stellar valuations that defy traditional valuation techniques.

This course is designed to help the RM in corporate banking understand the client, the products and the market conditions when a corporate financing solution is a good fit. In many cases the origination pitch and modeling will be an investment banking activity, so this course is designed as a primer for the sales process. We will look at FinTech and the unbundling of the origination process.

Using case studies and exercises, the course will enable corporate bankers to identify coverage opportunities and encourage cross selling within the bank.

LEARNING OBJECTIVE

By attending this course, participants will be able to:

- Appreciate FinTech trends in origination
- Examine enabling technology in fund raising
- Explain the principles of credit risk, cash flow, the balance sheet and credit seniority
- Understand corporate metrics and ratios as a guide to financial health
- Examine AI & Big Data trends in credit rating and mitigation
- Profile your client to establish suitability for capital market financing
- Compare various debt issue structures for issuer and investor advantages

TARGET AUDIENCE

This interactive program is designed to enhance core skills in RMs of all levels.

COURSE METHODOLOGY

The course is based around case studies of corporates using capital markets. Teams will present their opinions on what were the key factors in each case, the commercial risks and rewards for the corporates involved and lessons we can learn.

CORPORATE FINANCING & TECHNOLOGY – EQUITY CAPITAL MARKETS

COURSE OVERVIEW

Issuing equity for financing is still in its infancy in Asia ex Japan, however CVCs, incubators and angel investors are a prominent feature of the Technology boom currently underway. China and ASEAN corporates are increasingly looking at equity markets as an alternative, driven by wild technology start up valuations and investor interest. There are a number of hurdles for banks to overcome to fully develop this market opportunity. Corporates are often family units or partnerships, afraid of losing control and lacking sufficient knowledge to exploit equity products. Now FinTech solutions are further eroding the banks hold on equity issuance, ICOs are replacing IPO for funding technology. Digital Capital Markets and marketplace FinTech solutions are all examined in the course.

Using case studies and exercises, the course will enable corporate bankers to identify coverage opportunities and encourage cross selling within the bank.

LEARNING OBJECTIVE

By attending this course, participants will be able to:

- Understand the Digital Capital Markets
- Compare traditional and technology equity valuations to spot opportunities
- Understand the difference between IPO and ICO for funding
- Explain the principles of cash flow, leverage and the balance sheet
- Profile your client to establish suitability for capital market financing
- Understand technology startups, venture capital financing and equity issuance; why clients are often reluctant
- Empathize with losing control and dealing with new owners

TARGET AUDIENCE

This interactive program is designed to enhance core skills in RMs of all levels.

COURSE METHODOLOGY

The course is based around case studies of corporates using capital markets. Teams will present their opinions on what were the key factors in each case, the commercial risks and rewards for the corporates involved and lessons we can learn.



DURATION
(1 DAY)





DURATION
(0.5 DAY PER MODULE)



CREDIT DEFAULT SWAPS & CREDIT LINK NOTES

COURSE OVERVIEW

This intensive course is divided into three modules.

The first module is at an introductory/intermediate level. It covers the background to credit pricing, credit ratings, and credit spreads. Modules 2 and 3 will assume a thorough understanding of the topics covered in this module.

Module 3 assumes detailed knowledge of Module 2. We would recommend that although participants may decide not to attend Module 1, that they attend Modules 2 and 3 (in that order).

TARGET AUDIENCE

Suitable for corporate banking RMs, front-end sales staff, and any officer (in compliance, middle office, risk departments etc.) keen to have a comprehensive overview of this topic and associated risks for these products. These modules are also relevant for private banking RMs and wealth managers.

COURSE METHODOLOGY

Instructor led facilitation using video based learning, case study discussions, quizzes and exercises.

DERIVATIVES & STRUCTURED PRODUCTS: TECHNICAL ADVISORY SALES SKILLS

COURSE OVERVIEW

This 2-day program will cover the broad range of derivative product set available in the Currency and Equity markets with particular attention paid to options with a focus on more effective advisory of structured products. Examination will focus on the risk and application in a Private Banking context with a focus on the bank's product suite and the market for structured notes. Participants will examine client decision rationale, product risk and best/worst case as well as investigating alternatives and what the advantages and disadvantages of each product are with a view to a holistic approach to portfolio management.

The program covers a wide range of products with the learning strategy involving lecture-based, group exercise and participant presentation to emphasize the learning points. In each case study or exercise, participants will focus on the technical aspects with a view to appropriately conveying the features and risk in a client setting

COURSE OBJECTIVE

- Understand the nature and risks involved in the derivative products used in today's market.
- Position the private bank's investment products to clients of advisory and product selection services
- Intuitively reduce structured investments to their component instruments, recognizing their risk nature
- Recognize fair value proposition for their clients in structured products
- Avoid investments with high implicit

concentrations of risk and leverage within the context of the client's overall asset allocation

- Reality-check risk and pricing implicit in structures
- Adequately identify and explain the risks of structured products to end-user clients in an approachable and non-technical manner.

TARGET AUDIENCE

This course is suitable for front-end sales, client service staff, back-end staff and anyone who is keen to learn more about this topic. Staff who will attend "Role Play" sessions are encouraged to attend the program.

PRE-REQUISITES

Participants must have basic / foundation knowledge of options and structured products.

We suggest some e-learning tutorials for those who need to have a refresher on this topic.

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.



DURATION
(2 DAYS)





DURATION
(1 OR 2 DAYS)



EXOTIC FX PRODUCTS – FEATURES & RISKS

COURSE OVERVIEW

This course is designed to examine Exotic FX Derivative products with an eye to sales, including customer dealing and applications and the value proposition of adding exotic nature to the products.

The program will be based on case studies in Singapore and other SE Asian markets

LEARNING OBJECTIVE

- To understand the link between Spot FX, FX Forward and FX Options
- To understand how Exotic FX Options differ from vanilla Options
- To be able to identify end-user applications of Exotic FX options
- To be able to recognize and communicate the risks in Exotic FX Options
- To be able to compare and contrast the risk and value proposition of Exotic FX Options with Vanilla FX Options
- To be able to recognize “Exoticness” in FX Structured Products and the risk/reward tradeoff in adding exotic features

TARGET AUDIENCE

This course can be customized for private bankers and wealth managers. It is also suitable for treasury, investment bankers and staff from the support departments as well as Corporate Banking RMs. Anyone keen to know more about this topic and who has the prerequisite knowledge and is familiar with these products, can benefit from attending this intensive course as well.

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.

FACTOR INVESTMENT – A NEW APPROACH TO STOCK SELECTION AND PORTFOLIO MANAGEMENT

COURSE OVERVIEW

Factor Investing is an investment process that aims to harvest higher returns, identify portfolio sensitivities and to restructure portfolios through exposure to Investment Factors.

This approach is gaining momentum. Initially associated with Passive Investment, factors have a much wider range of applications and are used extensively as part of actively managed portfolios.

LEARNING OBJECTIVE

- The course will cover the methodology of Factor Investment and why some fund management companies have concluded that it enhances returns.
- Participants will understand the use of FinTech in analyzing individual securities and investment portfolios.
- They will also be able to explain the advantages, and disadvantages, of Factor-based funds as part of an investment portfolio.
- Participants will also learn about the risk management issues arising from applying factors but also how factors can be used to enhance the Risk Management of complex portfolios.
- The course will explain the use of factors but will not cover the detailed mathematics that is used.

TARGET AUDIENCE

This is a 1-day Intermediate Level course designed for:

- Private Banking and Wealth Management advisors
- Equity and bond research analysts and sales
- Fund managers
- Risk managers
- Compliance and audit

PRE-REQUISITES

Participants should have an understanding of equity market beta and bond duration.

COURSE METHODOLOGY

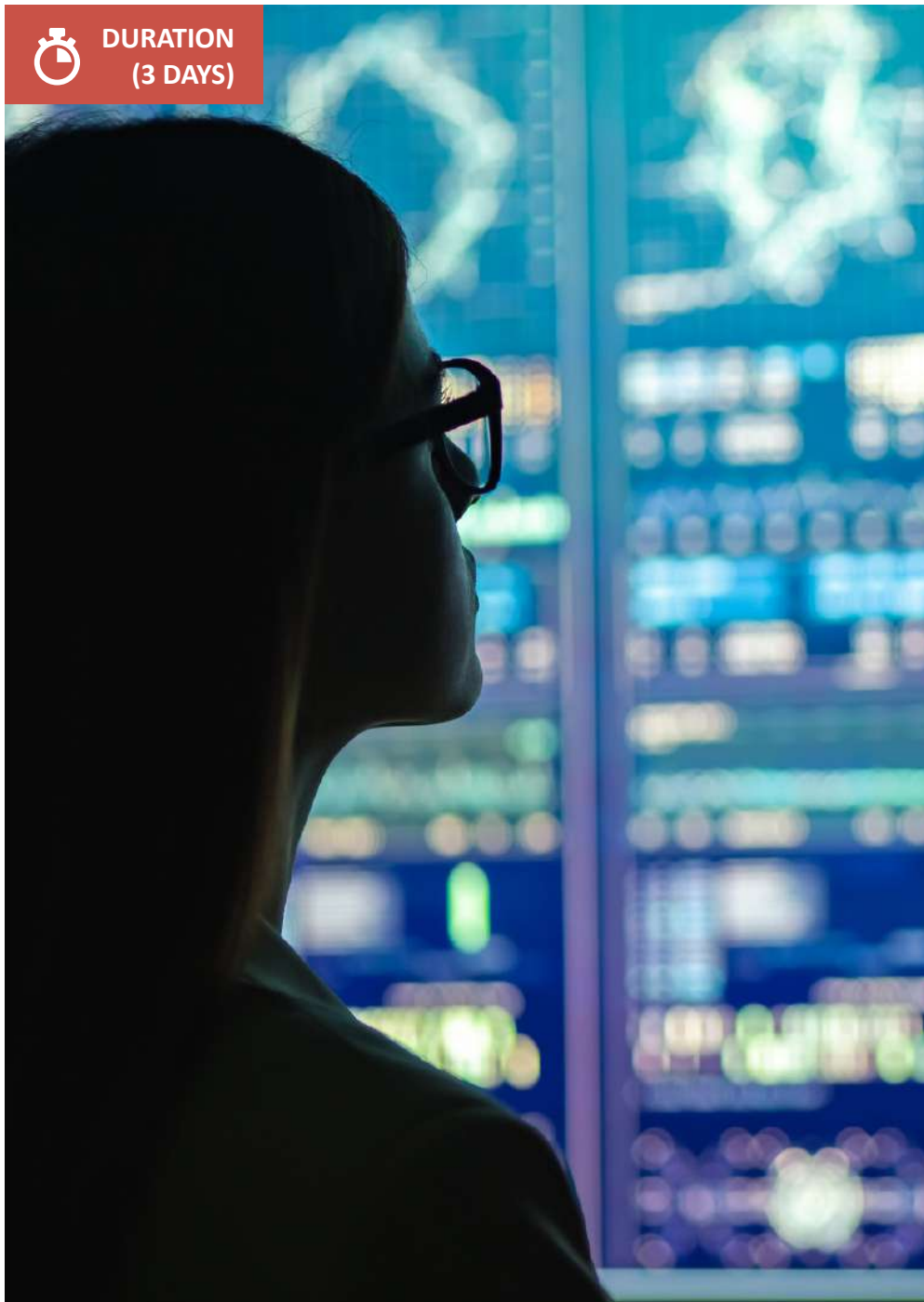
The programme is based around case studies and group discussions in which participants will analyse the advantages and disadvantages of Factor Investment strategies for both investors and Fund Managers and the identification of factors to implement long term and short term market views.

The programme is designed for market practitioners who are not mathematics specialists.



DURATION
(1 DAY)



**DURATION**
(3 DAYS)

FINANCIAL MODELING & ANALYSIS WITH REASON®

COURSE OVERVIEW

This 3-day course works with participants building financial models in excel® in an investment banking context. The workshop will work with participants on the business aspect of financial statements, with a key focus on the insights derived from the statements regarding the company's value creation process. The end product is a financial model built from business and financial logic, supported by evidence.

In addition to financial model building, the spreadsheet-based workshop also works with participants on a variety of excel® tools and skills used in financial modeling. These include not only short cuts that enhance work efficiency, but also techniques that enhance model robustness.

Based on the business understanding acquired and the financial logic established in the resulting model, participants will work on projections based on "assumptions" that are reasonable and acceptable. The projected numbers can then be used for decisions in a variety of situations, from credit to valuation.

This is an intermediate level course using a variety of financial and business concepts as well as excel® tools and techniques.

LEARNING OBJECTIVE

At the end of the session, participants will:

1. Acquire a strengthened understanding of the inter-relationships among financial metrics
2. Gain insights to the business aspect of financial metrics in modeling
3. Attain the skills to apply Excel® tools that enhances modeling/analysis efficiency
4. Learn Excel® techniques that ensures modeling effectiveness
5. Obtain confidence in handling models, analysis, assumptions and projections.

TARGET AUDIENCE

Investment bankers, corporate finance executives, analysts, financial advisory professionals and any professional who wants to gain a comprehensive understanding of this topic.

PRE-REQUISITE

Participants must have a basic understanding of Excel functionalities.

Note: Participants MUST bring their own laptop for the workshop.

COURSE METHODOLOGY

Participants must have a basic understanding of Excel functionalities.

FX STRUCTURED PRODUCTS MODULE I (DCIS) – VALUE DRIVERS AND RISKS

COURSE OVERVIEW

This course is designed to examine the value proposition of Dual Currency Investments (DCIs) with an eye to responsible sales, including customer dealing and risk identification.

The program will be based on case studies in Singapore and other South East Asian markets.

TARGET AUDIENCE

This course can be customized to suit the training requirements of private bankers and wealth managers. It is also suitable for treasury, investment bankers and staff from the support departments as well as Corporate Banking RMs. Anyone keen to know more about this topic and who has the prerequisite knowledge and is familiar with these products, can benefit from attending this intensive course as well.

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.



DURATION
(0.5 OR 1 DAY)





DURATION
(0.5 DAY)



GREEN INVESTMENT: A GROWING AND INNOVATION INVESTMENT CLASS

COURSE OVERVIEW

Green Investment is a growing asset class with investors wanting to use their investment capital to finance green projects. Green Investments are widely available in the international markets and, recently, a Green Investment has been launched in Singapore.

This course will cover the various opportunities for Green Investment. Using case studies of Green Investments, it will compare their “green credentials” and will analyse their potential Risk and Rewards.

The course is designed to help Wealth Managers understand the products and their suitability for individual clients. It will also consider the potential Legal and Compliance issues arising.

LEARNING OBJECTIVE

By the end of this training program, each participant will be able to:

- Explain the concept of Green Investment
- Discuss the “Green Credentials” of potential investments
- Identify the potential risks in individual potential investments
- Analyse their potential returns
- Compare the Risk/Reward in a Green Investment with conventional alternative investments.

TARGET AUDIENCE

This interactive program is designed to enhance core skills in RMs of all levels.

It is also appropriate for staff in Compliance and Legal, Capital Markets and Sales and Trading

COURSE METHODOLOGY

The course is based around case studies of Green Investments.

Participants will be encouraged to discuss the merits and client suitability of each potential investment.

HOW BANKS WORK, HOW MONEY IS MADE – OLD & NEW STYLES

COURSE OVERVIEW

This program is designed for staff to gain a better understanding of how the financial 'market' operates. The desired outcome is for a participant to understand the functions of a bank traditional and new styles. The course should equip participants with a greater knowledge of the inner workings, key products and services, enabling them to better engage their key contacts.

We explore the key players today and take a look inside a 'typical' bank and the product and services that are offered. The aim is to present the 'story' in plain language and to de-mystify the mythology around some of these products. Comparison and the influence of fintech is a key takeaway. The course is interactive and will involve case studies to illustrate the points being discussed.

LEARNING OBJECTIVE

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

- Describe the structure of the various types of banks
- Understand the various financial instruments being traded in the market
- Explain risks involved in the business and products
- Understand the regulatory and compliance issues facing banks today
- Identify the trends in technology and how banks have responded

TARGET AUDIENCE

This course is aimed at new graduates, support staff and all junior to mid-tier employees.

- New graduates
- Operations & Technology
- Legal and Compliance
- Financial Control, Audit & Accounting
- Project management & Business continuity

COURSE METHODOLOGY

Instructor-led facilitation/flip learning using video, planning exercises, SWOT analysis and use cases.



DURATION
(2 DAYS)



**DURATION**
(2 DAYS)

INTEREST RATES, YIELD CURVES AND DERIVATIVES – SALES & RISK

COURSE OVERVIEW

Interest Rates are the core of all markets products, whether dealing with Bonds and Interest Rate Swaps or Foreign Exchange, Equities or Commodities.

This course examines interest rates, pricing of products and the implications to other markets such as Foreign Exchange. During the programme there will be an extensive examination of yield curves, the pricing principles of interest rate swaps and the risks involved in the products from both a risk management and sales perspective. While the programme is technical in nature, an understanding of the value proposition for clients will be an essential element of the programme.

COURSE OBJECTIVE

By the end of the course participants will understand the pricing of interest rate products, as well as the risk and dynamics of the products and their impact on the pricing of non-rate-based products.

PRE-REQUISITE

An understanding of bonds & other interest rate products, the fundamentals of derivatives including swaps and options, would be required prior to attending this programme. In addition, knowledge of the option risk parameters (greeks) is assumed.

TARGET AUDIENCE

- Front office sales managers.
- Risk staff involved with market and credit risk.
- Legal, compliance and audit staff who deal with market products.

COURSE METHODOLOGY

Role plays, case study discussions, quiz, exercises, hands-on practice, etc

MARK-TO-MARKET

COURSE OVERVIEW

With the growth in Asia of Business Process Outsourcing and also Insourcing, back and middle office operations have been centralised in centres such as Kuala Lumpur.

This practitioner-led programme highlights the development of practical skills for financial institution staff, designed to provide an understanding of the principles and procedures for valuing (Mark-To-Market) traded products which are used by all banks and financial institutions engaging in markets businesses whether exchange traded or over-the-counter products, from FX and bonds, through equities, commodities and derivatives. The emphasis of the programme is on an understanding of the processes including data sourcing and “mark-to-model” approaches to valuation of traded markets businesses.

This intensive 1-day training programme will provide successful delegates, through face-to-face classes, case studies and practical examples, expanding their understanding of the key aspects of trade valuation processes with a case study based around an actual traded market live from the time of the course.

COURSE OBJECTIVES

The workshop is designed to train bankers functioning in support roles to traded markets. Successful course participants will be able to:

- Identify Mark-to-Market values for exchange traded products including Stocks and Futures.
- Analyse interpolation models, recognising the impact and consequences of various models where Price and analyse Money Market instruments, T-Bills, Bonds, as well as other debt securities.
- Deconstruct the yield curve from available data.
- Create a consistent pricing & valuation model for interest rate products within their market.

TARGET AUDIENCE

- Treasury & Capital Markets Middle Office Officers
- Treasury & Capital Markets Operations Managers
- Risk Managers
- IT Staff
- Internal & External Auditors
- Financial Market Regulators

PRE-REQUISITE

A working knowledge of interest rates, fixed income securities, currencies and the principles of Derivatives is expected. Delegates are requested to bring a Financial Calculator to this course and have a basic understanding of how to use its functions.

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.



DURATION
(1 DAY)



**DURATION**
(2 DAYS)

MERGERS & ACQUISITIONS IN SOUTH EAST ASIA

COURSE OVERVIEW

This 2-day course covers Mergers and acquisitions in the Asia Pacific region. In Day 1 we will cover the decision process for M&A, from the bidder's perspective and also from the bidder's shareholders/owners perspective. In Day 2 we will cover the process of making a bid. This will include the regulatory approval process competition approvals and other regulatory issues) and securities laws.

The course will give participants an understanding of the valuation of a company as a bid target, the motivations of the different categories of bidder and the regulatory/legal framework of takeover bids. The course will include numerous case studies of M&A transactions in Singapore and the Asia Pacific region.

COURSE OBJECTIVE

By attending the course participants will be able to

- Identify the rationale for an acquisition and the motivations of the different potential bidders
- Calculate the value of a company as a bid target
- Identify potential regulatory obstacles to completion of an acquisition
- Identify and apply precedent transactions to a proposed merger
- Explain the different potential structures for an acquisition and identify the appropriate bid structure
- Identify issues in the Takeover Code and other regulatory issues
- Develop an estimated timetable for completion of an acquisition.

PRE-REQUISITE

This interactive program is designed for practitioners requiring a detailed overview of takeovers & mergers and from equity research, equity sales, corporate finance, equity capital markets, corporate lending and fund management.

Those with up to 5 years' experience in non-corporate Finance/Equity research roles and for those with up to 3 years' experience in Corporate Finance/Equity roles will find this course most beneficial.

TARGET AUDIENCE

This interactive program is designed for practitioners requiring a detailed overview of takeovers & mergers and from equity research, equity sales, corporate finance, equity capital markets, corporate lending and fund management.

Those with up to 5 years' experience in non-corporate Finance/Equity research roles and for those with up to 3 years' experience in Corporate Finance/Equity roles will find this course most beneficial.

COURSE METHODOLOGY

The course is based around case studies of recent Mergers and Acquisitions in Singapore and APAC. The course will cover all aspects of takeovers and mergers including their regulation (Takeover Codes and Company Law), other regulatory issues (including Competition Approval), the different categories of bidder and the valuation methodologies that they use and the valuation of companies as takeover targets.

OPTION PRODUCTS

COURSE OVERVIEW

Options are one of the fast growing and yet most difficult to understand products in markets today.

This one-day course is designed to give participants the essential elements to be able to understand and converse broadly with management and customers on applications and risk of options. The programme will introduce option terminology and is intended to simplify the complex option theories and risk management strategies to allow appropriate customer advisory, included leading to an understanding when incorporated in Structured Products.

COURSE OBJECTIVES

By the end of the course participants will understand the application, pricing principles and risk of options.

PRE-REQUISITE

Understanding of the fundamentals of underlying instruments, including FX, Stocks and Interest Rate products

TARGET AUDIENCE

- Front office sales and traders, trading or covering clients
- Relationship managers handling preferred and private wealth.
- Operations executives handling derivatives
- Risk staff
- Legal and compliance

COURSE METHODOLOGY

Role plays, case study discussions, quiz, exercises and hands-on practicals.



DURATION
(1 DAY)





DURATION
(0.5 - 1 DAY)

OPTIONS – UNDERSTANDING RISK & THE GREEKS

COURSE OVERVIEW

This course is designed to examine Options and their risk parameters from a trading, risk management and sales perspective. The programme will be based on case studies in Singapore and other SE Asian markets.

TARGET AUDIENCE

This course can be customized for private bankers and wealth managers. It is suitable for treasury, markets bankers, investment bankers and staff from the support departments as well as corporate banking RMs.

COURSE METHODOLOGY

Instructor led facilitation using case study discussions

OPTIONS – VALUE DRIVERS AND APPLICATIONS

COURSE OVERVIEW

This course is designed to examine Options and the value proposition and applications to clients including corporates and investors including fund managers and institutional customers

TARGET AUDIENCE

This course can be customized for private bankers and wealth managers. It is also suitable for treasury, markets bankers, investment bankers and staff from the support departments as well as corporate banking RMs.

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.



DURATION
(0.5 - 1 DAY)





DURATION
(2 DAYS / 4 HALF DAY
SESSIONS)



PORTFOLIO APPROACH TO STRUCTURED PRODUCTS – MAXIMIZING RETURNS WHILE MINIMIZING RISKS

COURSE OVERVIEW

This course is designed to introduce participants to a systematic approach to investing in derivatives and structured products to enhance returns and reduce risks.

Participants will learn to bring together inputs such as market views, client suitability and a set of products into building portfolios that are robust enough to withstand risks.

The above topics are reinforced by means of real deal “caselets” designed to illustrate how problems arise and promote best practice risk management. Caselets are very short case studies based on real market and client situations.

LEARNING OBJECTIVES

- Recap key features of structured products
- Recap key risks of structured products
- Map products on various market conditions and views
- Map products on various client profiles
- Compare and mix products from multiple asset classes
- Build a portfolio of products

TARGET AUDIENCE

Relationship Managers, Investment Advisors, Product Specialists and Asset Class Specialists

PREPARING MILLENNIALS FOR SUCCESSION PLANNING

COURSE OVERVIEW

According to SMU-Deloitte survey in 2015, 85% of the Asian families surveyed are expecting to undertake succession planning within the next five years or less. Some 83% out of 102 families across nine Asian nations were surveyed and they are second and third generation family members.

The survey showed that the families are not fully aware of the different family governance options available. This will impact how these families transfer wealth and their businesses to the next generation. Global statistics have suggested that only about one- third of these high net worth families manage to make this transfer successfully. It is therefore of paramount importance to understand the pitfalls, identify the challenges, learn new skills and knowledge in helping Asian clients to preserve their family wealth.

This intensive ½ day workshop is designed to provide insights to wealth managers on how wealthy business ownerships preserve, accumulate, manage and transfer wealth to the next generation while maintaining their family legacy

LEARNING OBJECTIVES

- Understand the challenges faced by wealthy Asian families
- Enhance knowledge and skills in strategic planning for Asian Family enterprise
- Appreciate the importance of aligning the family vision, mission and values to business goals
- Establish the family enterprise governance framework for effective succession planning using the 6As

TARGET AUDIENCE

Suitable for front end sales/relationship managers, client service staff, back-end staff to increase knowledge in handling family office/ enterprise related work.

COURSE METHODOLOGY

Instructor led facilitation using video based learning, case study discussions, quiz, game and exercises.



DURATION
(0.5 DAY)



**DURATION**
(2 DAYS)

PRESERVING FAMILY BUSINESS AND WEALTH

COURSE OVERVIEW

The 2-day program addresses the special issues of family enterprises, including succession plan, governance, strategy, family characteristics, culture and philanthropy. The course will benefit those from business-owning families who aspired to be their own family wealth manager as well as their financial advisors. This is a highly intensive and practical focus course that will involve lots of case study analysis, group discussions, assignments and presentations on new ideas in family enterprise and wealth.

LEARNING OBJECTIVES

By the end of this training program, each participant will be able to:

- Recognise the rationale of the paradoxes of family enterprises
- Align business strategy to family requirements holistically
- Build a family enterprise wealth management framework for family wealth and business succession planning
- Setup family enterprise continuity plan for legacy and succession purposes
- Assess Family Enterprise Wealth Framework implementation to ensure achievement of successful family wealth and business transition

TARGET AUDIENCE

Risk Management officers and managers, compliance officers and managers, internal auditors

COURSE METHODOLOGY

Instructor-led facilitation using video-based learning, case study discussions, quizzes and exercises.

PRIVATE EQUITY AND VENTURE CAPITAL

COURSE OVERVIEW

Singapore has seen a stream of PE and VC investment. This course shows the investment approaches of PE and VC investors. It is based around “real life” case studies of transactions in Singapore and SE Asia, showing how investment is approached by PE and VC firms, and by different managers

LEARNING OBJECTIVE

- Participants will understand and be able to describe the styles and objectives of PE and VC funds and the differences between them.
- They will be able to explain the advantages, and disadvantages, of PE and VC funds as part of an investment portfolio.
- The course will analyze the investment styles and focus of individual PE and VC funds.
- Participants will also be able to advise companies on the advantages and disadvantages of raising equity through PE investors, VC investors, IPO or remaining private.

TARGET AUDIENCE

- Private Banking and Wealth Management advisors
- Corporate Finance and Capital Markets
- Equity Research and Sales
- Compliance, Legal and Audit

COURSE METHODOLOGY

Instructor led facilitation using video based learning, case study discussions, quizzes and exercises.

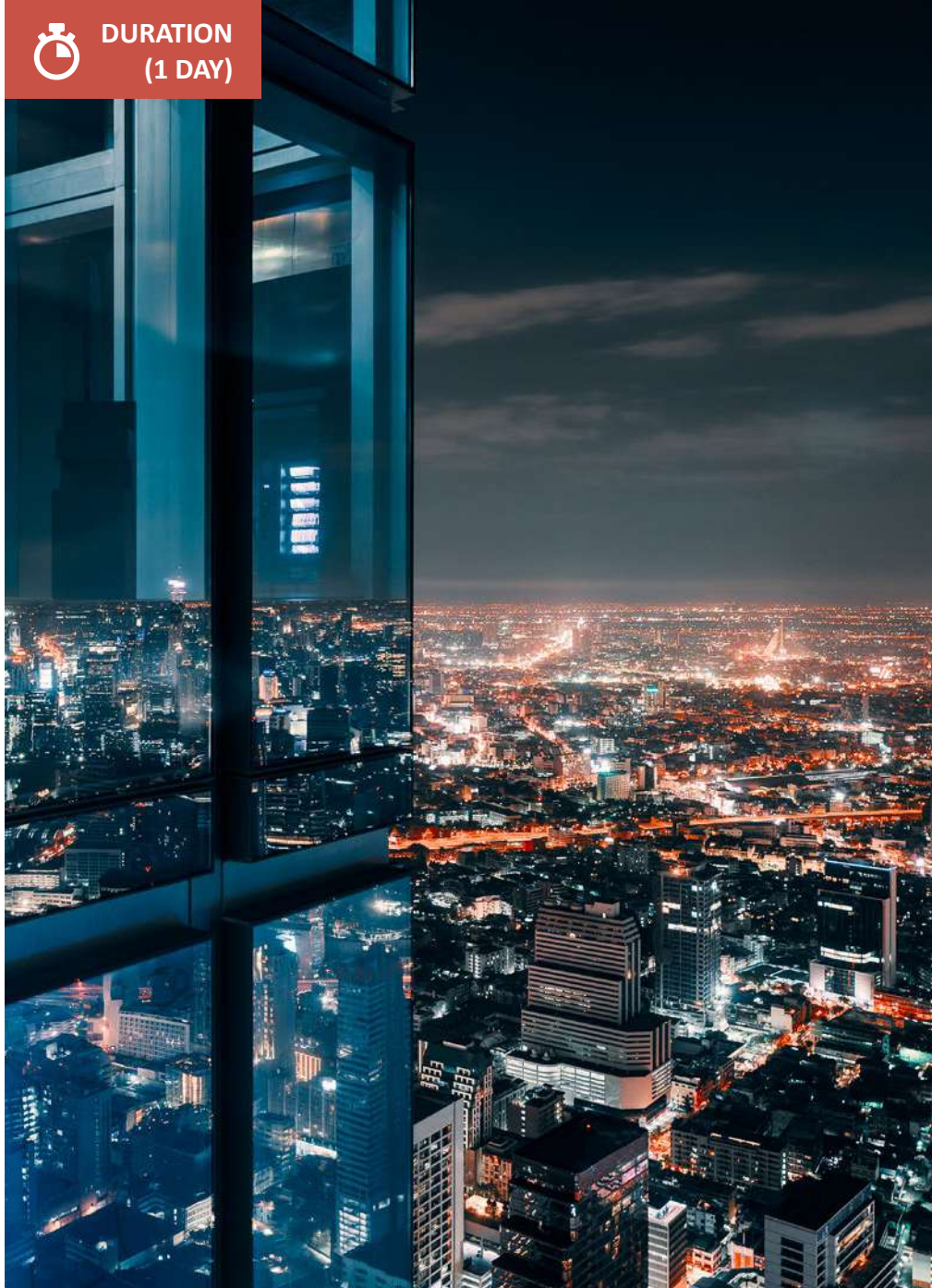


DURATION
(0.5 / 1 DAY)





DURATION
(1 DAY)



PRIVATE EQUITY OVERVIEW

COURSE OVERVIEW

This workshop provides an overview of private equity (PE), what it is, who are the main players, the regulation, the structures and performance measurements. Participants are introduced to the PE market and compare it to other investments. Participants will then explore investment approaches and PE strategies, including venture capital and buyouts. The discussion of buyouts includes a discussion of LBOs, management buyouts, and M&A.

The workshop also explores private equity regulation, the structure of private equity funds, and measurements of performance. Participants will learn about the regulation of private funds, accredited investors, the impact of the Dodd-Frank Act, and private equity secondary markets. Participants will then explore the structure of private funds, the role of limited partnerships, onshore vs. offshore structures, and the role of due diligence. Participants will also be introduced to a variety of performance measures.

LEARNING OBJECTIVES

The purpose of this course is to give a thorough overview and understanding of the private equity market which has become such a large investment class over the last decade. The participants will enjoy a detailed coverage of PE investment approaches and strategies, as well as regulation, structure, investors and performance measurement.

TARGET AUDIENCE

Financial professionals who requires a comprehensive knowledge of Private Equity markets, the main players, regulation, structures and performance measurement.

COURSE METHODOLOGY

Instructor led facilitation using video-based learning, case study discussions, quiz, game and exercises.

STRUCTURED FIXED INCOME PRODUCTS



DURATION
(2 DAYS)

COURSE OVERVIEW

Interest Rate structured products have taken a dominant place in the financial landscape, whether being used as investor product or in reducing the cost of liabilities.

This course explores the most commonly used and most recent innovations in the interest rate structured products markets with numerous cases from recent years including 2016/7. During the programme there will be an extensive examination of the structure, pricing and the risks involved in trading and structuring.

LEARNING OBJECTIVE

By the end of the course participants will understand the most commonly used interest rate structured products including:

- Structuring
- Pricing
- Risk factors

PRE-REQUISITES

Understanding of the fundamentals of derivatives including options, both vanilla and exotic.

TARGET AUDIENCE

- Front office sales and traders, trading or covering clients
- Relationship managers handling preferred and private wealth.
- Operations executives handling structured products
- Risk staff involved with structured products.
- Legal and compliance.

COURSE METHODOLOGY

Instructor led facilitation using case study discussions and exercises.





RISK AND COMPLIANCE

- 45 Anti-Corruption
- 46 Compliance as a Business Advisor
- 47 Holistic Compliance Risk Management
- 48 KYC Due Diligence
- 49 Risk DNA & Root Cause Analysis
- 50 Risk Management: Challenges in The New Era in Banking
- 51 Financial Crime Prevention and International Sanctions
- 52 Combating Trade Based Money Laundering
- 53 International Money Laundering Practices



ANTI-CORRUPTION

COURSE OVERVIEW

The workshop provides an overview of key local and international standards and laws that relate to bribery and corruption. It includes an overview of key policy measures a company can take in safeguarding the organisation – in particular around facilitation payments, and gifts and entertainment. We will analyse effective anti-corruption policies and how these can manage risk and meet stakeholder expectations.

LEARNING OBJECTIVE

By the end of this training program, each participant will be able to:

- Analyse key methods for Corrupt activity
- Examine the changing nature of regulatory frameworks to prevent financial crime activity, and shifting approach of global enforcement
- Understand global Anti-Corruption provisions and look in depth into the Prevention of Corruption Act
- Build an organisational framework to minimise risk related to corrupt activity and financial crime

TARGET AUDIENCE

This facilitated workshop is designed for all bank employees

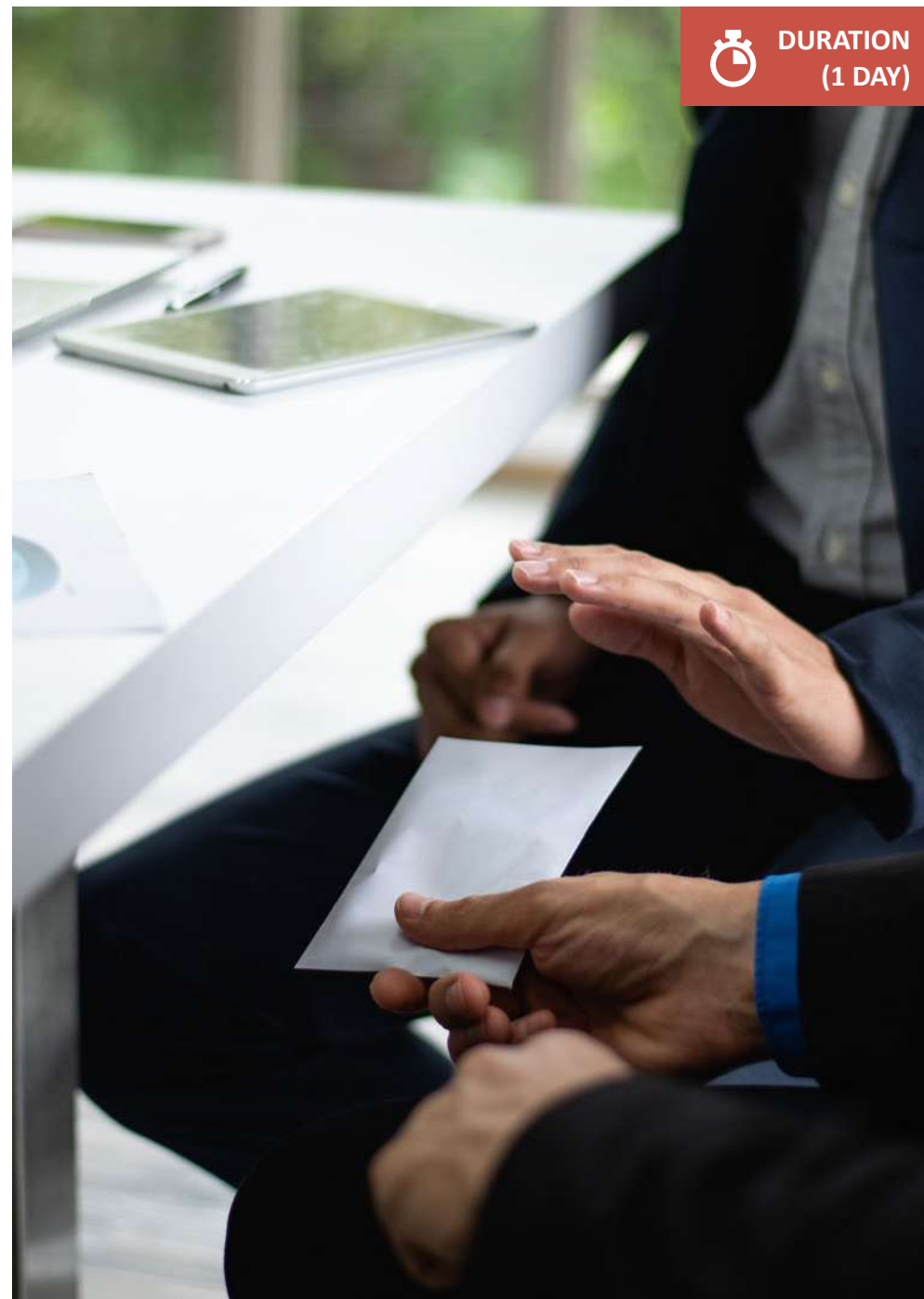
COURSE METHODOLOGY

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Discussion points and simulations, aligned with a structured training plan and real-life scenarios, allow individuals to develop the skills necessary for success. Handbooks will be used, but individuals are encouraged to make use of the sessions to take their own notes, practising the vital audio, visual and kinaesthetic skills which are vital in their role, learning how to process and store information which they will later be required to recall.



DURATION
(1 DAY)





DURATION
(1 DAY)



COMPLIANCE AS A BUSINESS ADVISOR

COURSE OVERVIEW

A mixture of recent real cases and scenario analysis, including previously imposed legal penalties, fines, business limitations, and licence revocations will be discussed and assessed. This will enable a better understanding of the evolving intersection between business and customer empowerment, and ever increasing regulatory scrutiny and expectations.

Based on a shift in the perception and business need of the 'Compliance Professional', we would shift the focus of this workshop towards developing Compliance Business Advisors, moving away from traditional training programs focusing on technical knowledge and check-box compliance, which have ceased to provide a value premium in the modern business environment.

Utilising content and strategies aimed at developing skills which are now a necessity for all compliance and regulatory staff.

LEARNING OBJECTIVE

By the end of this training program, each participant will develop commercial awareness and acumen, communications skills, and an enhanced appreciation of the need for partnership and collaboration.

TARGET AUDIENCE

This facilitated workshop is designed for all bank employees

COURSE METHODOLOGY

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HOLISTIC COMPLIANCE RISK MANAGEMENT

COURSE OVERVIEW

In the post-financial crisis landscape, since 2008, have clearly revealed the non-compliance in many organisations. This oversight of risk is part of the senior management responsibility for supervising the activities of the Executives and establishing boundaries within which the corporation must implement those strategies into process/procedures, whilst managing/protecting themselves with enterprise-wide risk management, from the dire consequences of uncertain and unexpected events. This is to ensure compliance to both latest internal and external policies, regulations, laws, and legislation with effective internal controls and procedures.

This 2-day program participants will learn how to develop and implement processes that identify, measure, monitor, control and mitigate risks across the enterprise, ranging from failures in compliance and risk management of risks emanating from the strategy setting at BOD level, all the way through the risks caused by external and non-controllable events. The workshop will also cover the formation of Compliance Risk Management (CRM) framework that integrates your compliance policies and regulation onto risk management processes for effective strategy execution so that your company can continue to follow highly innovative strategies, while simultaneously anticipating and mitigating the inherent risks arising from non-compliance.

LEARNING OBJECTIVE

By the end of this training program, each participant will be able to:

- Setup a CRM framework for effective risk & compliance monitoring and control
- Align CRM to your corporate strategy for holistic strategic planning Identify, manage and mitigate CRM risks from unexpected and uncontrollable events
- Update of regulation, legislation and laws with regards to both risk and compliance
- Identify, manage and mitigate CRM risks from unexpected and uncontrollable events

TARGET AUDIENCE

Risk Managers, Auditors, Compliance Managers, AML Managers, Compliance/AML Team Lead.

COURSE METHODOLOGY

The program is wholly interactive and you will be fully involved through group discussion, exercises and real-world case studies with implementable frameworks/tools.



DURATION
(2 DAYS)





DURATION
(0.5 DAY)



KYC DUE DILIGENCE

COURSE OVERVIEW

The workshop provides an overview of key concepts with regards to client onboarding. Designed for front line staff, those in client facing roles, and those engaged with client lifecycle management, this session analyses the fundamental ideas and processes behind Know Your Customer and Due Diligence processes and procedures.

The fast-evolving business landscape, coupled with technological advances and shifting client sentiment, have driven the efficiency of on-boarding to be a key element for sustained business success. By considering and implementing a robust, risk-based approach to this element of client understanding, we will endeavour to build an economical KYC framework for clients.

LEARNING OBJECTIVE

Upon completing this briefing, participants will:

- Complete an overview of fundamental KYC concepts which are vital to functioning financial institutions in Singapore
- Be conversant with the changes in Singapore to beneficial ownership requirements linked to the Register of Controllers
- Have discussed the recent financial crime cases from 2018, including Citigroup, Rabobank, and US Bancorp

TARGET AUDIENCE

This facilitated workshop is designed for front line staff in client facing roles and those engaged with client lifecycle management. Also useful for some in second line roles if they oversee elements of onboarding.

COURSE METHODOLOGY

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Discussion points and simulations, aligned with a structured training plan and real-life scenarios, allow individuals to develop the skills necessary for success. Handbooks will be used, but individuals are encouraged to make use of the sessions to take their own notes, practising the vital audio, visual and kinaesthetic skills which are vital in their role, learning how to process and store information which they will later be required to recall.

RISK DNA & ROOT CAUSE ANALYSIS

COURSE OVERVIEW

Regulatory change and shifts in the way banks do business mean that risk awareness and error mitigation are a key business requirement. However many banks are facing issues when encoding risk management into a Firms' DNA and culture. This aspect challenges many organizations and the course focuses on how to build a continuing learning journey for managers in risk awareness and root cause analysis.

We start with building a risk aware culture; this is not easy and takes repeated learning to achieve. Using real risk incidents that have occurred at the bank we then focus on the practical elements of solving errors and planning to get it right first time. MRAT was a focus on risk and control; Risk DNA & RCA is a focus on risk awareness, root cause analysis and the traits needed to build a risk culture

LEARNING OBJECTIVE

By attending the course participants will be able to:

- Display risk & control awareness, with a focus beyond current process
- Understand how to perform Root Cause Analysis, from a practical perspective
- Implement the principle of "Right First Time"
- Understand how workflow and scale affect risk and error rates
- Perfect the escalation and remedial best practices
- Discuss how we can develop a risk culture, personal responsibility
- Demonstrate an ability and willingness to think outside of the box

TARGET AUDIENCE

T&O senior managers and team leads with risk management or supervisory responsibilities.

PRE-REQUISITES

We assume a basic understanding of the financial markets and related common products. Delegates will have attended the Managing Risk Along the TLC course.

COURSE METHODOLOGY

Blended Learning Approach

Blended learning enables an organization to offer multiple learning delivery methods to its employees. This empowers the learner by offering more flexible and diverse study options.

The highly tailored nature of a blended learning program is proven to: improve employee performance, increase knowledge retention, improved learner engagement, facilitates formal learning and informal knowledge sharing

- Instructor led facilitation in team cluster formation
- Video and role-play
- Case study and risk incident exercises used in facilitation



DURATION
(2 DAYS)





DURATION
(2 DAYS)



RISK MANAGEMENT: CHALLENGES IN THE NEW ERA IN BANKING

COURSE OVERVIEW

Following the financial crisis there have been significant changes to the management, measurement and supervision of risk. The recent losses at major investment banks confirm the importance of an effective Risk Management structure and of the analysis of Risk Management failures.

Banks are much more aware of the interface between the various categories of risk: particularly market risk, operational risk and liquidity risk.

Stakeholders are much more aware of the need for effective risk management and adequate capital backing. Although shareholders, bondholders, depositors, clients and staff have different perspectives and requirements; all are much more aware of the importance of a functioning risk management structure.

Regulation and supervision are now much more intensive, and changes in the Minimum Capital Requirement ("MCR") have had a major impact on capital required for risk positions.

The course programme covers Risk Management from three perspectives: Risk Measurement, creating an Integrated Risk Management Framework and Regulation and Supervision.

Risk Measurement is covered in a way that is accessible to market participants. The course is designed for users and market participants who are not mathematics specialists. Although the course is not excel based, participants will look in detail at the issues involved in calculating VaR in each of the standard methods, and will use price and parametric data to calculate VaR for simple portfolios in FX, interest rate and equity markets.

This theoretical framework is made directly relevant

to participants by numerous case studies of recent failures in Risk Management. Participants will be encouraged to analyse the causes of these failures and how an effective risk management structure could have prevented them.

LEARNING OBJECTIVE

At the end of the course, participants will understand the importance of a Risk Management Structure, the importance of active participation in its effective operation, and identify potential weaknesses in it.

Participants will also:

- Understand the risk management process and identify risk reporting and management issues.
- Be able to calculate VaR for simple portfolios.
- Be familiar with, and use, the terminology of financial risk management.
- Be able to interpret and explain risk reports.
- Communicate risk management policies and procedures.
- Analyse the compliance of risk management policies and procedures with external regulation and requirements.

TARGET AUDIENCE

This is an intermediate course applicable to Risk Officers, compliance officers, internal audit, managers requiring a greater understanding of risk management and measurement, technology staff, and mid and back-office functions. It is suitable for associates, analysts up to VP level.

COURSE METHODOLOGY

Lecture, interactive discussion and case studies.

FINANCIAL CRIME PREVENTATION AND INTERNATIONAL SANCTIONS



DURATION
(2 DAYS)

COURSE OVERVIEW

Increased scrutiny from the G20 on Money Laundering Practices, changes to the Financial Action Task Force Recommendations, and an increased appetite for sanctions against offending firms have all contributed to increased regulatory burdens being placed on financial services organisations and their employees.

This advanced level session will give participants an overview of the current risk and liability regime centred on Financial Sanctions (TFS). The rapidly evolving Sanctions regime, with changes to significant directives such as JCPOA and CAATSA, will be analysed with a view on developing control strategies for financial services firms. This will build on an overview of both the Risk Based Approach, as well as understanding of customer types with regards to managing Sanctions for organisations.

This session will develop through real scenarios to see not only the wider business implication of poor analysis and control, but also the individual impact which has, and will continue to be, delivered to offending institutions and their employees. Participants will be given time to ask questions to further develop their understanding, and gain a more detailed understanding of the challenges, complexity, and risks involved in compliance and money laundering today.

LEARNING OBJECTIVE

By the end of this training program, each participant will be able to:

- Learn how to design, develop, and build a leading and effective anti-money laundering framework, with appropriate policies, procedures, and resources in place
- Analyse core elements of a strategic financial crime risk management approach
- Evaluate global development and best practice in financial crime
- Align governance, risk and compliance in the context of your organisation
- Understand, define, and enhance organisational culture as it relates to performance, risk, and compliance

- Implement effective, efficient and strategic AML processes and procedures

TARGET AUDIENCE

This facilitated workshop is designed for:

- Chief Compliance Officers/Heads of Compliance/Governance/Risk
- Compliance Managers and senior GRC staff
- Senior Risk staff
- Managers with Governance responsibility
- Senior Internal and External Audit staff
- Staff dealing with CSR and/or ESG
- Company Secretaries
- Accountants
- Legal Practitioners
- Regulatory Representatives
- Company Directors/Board Members/Executives

COURSE METHODOLOGY

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Discussion points and simulations, aligned with a structured training plan and real-life scenarios, allow individuals to develop the skills necessary for success. Handbooks will be used, but individuals are encouraged to make use of the sessions to take their own notes, practising the vital audio, visual and kinaesthetic skills which are vital in their role, learning how to process and store information which they will later be required to recall.





DURATION
(2 DAYS)

COMBATING TRADE BASED MONEY LAUNDERING

COURSE OVERVIEW

Increased scrutiny from the G20 on Money Laundering Practices, changes to the Financial Action Task Force Recommendations, and an increased appetite for sanctions against offending firms have all contributed to increased regulatory burdens being placed on financial services organisations and their employees.

This advanced session will give participants an overview of the current risk and liability regime centred on Anti-Money Laundering (AML), with a focus on Trade Based Money Laundering. Updated recent information from groups including FATF, BAFT, the Wolfsberg Group, ACIP, APGML, and others, will be reviewed to scrutinise typologies, Red Flags, and response mechanisms to this growing issue for global and regional trade.

This session will develop through real scenarios to see not only the wider business implication of poor analysis and control, but also the individual impact which has, and will continue to be, delivered to offending institutions and their employees. Participants will be given time to ask questions to further develop their understanding, and gain a more detailed understanding of the challenges, complexity, and risks involved in compliance and money laundering today.

LEARNING OBJECTIVE

By the end of this training program, each participant will be able to:

- Learn how to design, develop, and build a leading and effective anti-money laundering framework, with appropriate policies, procedures, and resources in place
- Analyse core elements of a strategic financial crime risk management approach towards trade finance and terrorist financing
- Evaluate global development and best practices in trade financing, both open and closed documentation from a variety of sources
- Understand, define, and enhance organisational culture as it relates to performance, risk, and

compliance

- Implement effective, efficient and strategic transaction monitoring processes and procedures

TARGET AUDIENCE

This facilitated workshop is designed for:

- Chief Compliance Officers/Heads of Compliance/Governance/Risk
- Compliance Managers and senior GRC staff
- Senior Risk staff
- Managers with Governance responsibility
- Senior Internal and External Audit staff
- Staff dealing with CSR and/or ESG
- Company Secretaries
- Accountants
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INTERNATIONAL MONEY LAUNDERING PRACTICES

COURSE OVERVIEW

Increased scrutiny from the G20 on Money Laundering Practices, changes to the Financial Action Task Force Recommendations, and an increased appetite for sanctions against offending firms have all contributed to increased regulatory burdens being placed on financial services organisations and their employees. This advanced session will give participants an overview of the current risk and liability regime centred on Anti-Money Laundering (AML), Counter Terrorist Financing (CTF) and Targeted Financial Sanctions (TFS). Using a mixture of recent, real cases, and scenario analysis, including previously imposed fines, business limitations, licence revocations, and personal punishments, this two-day session will focus on both business and technological financial crime developments across Asia, as well as recent FATF Mutual Evaluations, we will look at recent analyses and changing typologies for financial crime issues.

This session will develop through real scenarios to see not only the wider business implication of poor analysis and control, but also the individual impact which has, and will continue to be, delivered to offending institutions and their employees. Participants will be given time to ask questions to further develop their understanding, and gain a more detailed understanding of the challenges, complexity, and risks involved in compliance and money laundering today.

LEARNING OBJECTIVE

By the end of this training program, each participant will be able to:

- Learn how to design, develop, and build a leading and effective anti-money laundering framework, with appropriate policies, procedures, and resources in place
- Analyse core elements of a strategic financial crime risk management approach
- Evaluate global development and best practice in financial crime, including terrorist financing and proliferation financing
- Updated information on FATF 40 Recommendations and Immediate Outcomes

- Understand, define, and enhance organisational culture as it relates to performance, risk, and compliance
- Implement effective, efficient and strategic transaction monitoring processes and procedures

TARGET AUDIENCE

This facilitated workshop is designed for:

- Chief Compliance Officers/Heads of Compliance/Governance/Risk
- Compliance Managers and senior GRC staff
- Senior Risk staff
- Managers with Governance responsibility
- Senior Internal and External Audit staff
- Staff dealing with CSR and/or ESG
- Company Secretaries
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COURSE METHODOLOGY

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DURATION
(2 DAYS)





TRAINERS' BIO

- | | | | |
|-----------|--------------------|-----------|--------------------|
| 55 | Philip Eden | 58 | Dr Ronald Chung |
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TRAINERS' BIO

PHILIP EDEN

Philip Eden is the EVP (Asia) for Intuition and a Senior Learning Consultant, specializing in capital and wholesale markets. In his EVP role Philip is responsible for leadership and strategy, growing our offering within the region. As a Senior Learning Consultant, Philip creates and delivers courses that are aimed at increasing knowledge and enhancing performance in the workplace. He believes education should be interactive, collaborative, fun and practical.

Philip entered the financial markets in 1979 and has 27 years of front office experience with major banks in London, Sydney, Tokyo and Singapore. His most recent post was as Director of Global Money Markets with CSFB Tokyo & Singapore; prior to that he was Director and Head of Trading, Rates for UBS Singapore and Chief Dealer for Mitsubishi Bank London.

Philip's nearly three decades of experience have covered front office trading and sales, mid office risk functions and back office operations. Philip has direct business know how of a wide product range including foreign exchange, rates and equities (including hybrids), cash and derivatives (vanilla, structured and exotics).

Philip has provided sales and solution coverage to both the buy and sell side- major banks and securities firms, large hedge funds, international mutual funds, asset managers, quasi government agencies, multinational firms and pension funds.

Philip has also undertaken two major restructuring projects of non- performing businesses. This combined risk diagnostics, control issues and managing the human resource.

Philip delivers for a wide range of delegates, from graduates to the c suite. Throughout his career Philip has been involved in sales force training and he was an active senior mentor at both CSFB and UBS. Philip currently trains and provides consultancy services for a broad client segment, including major commercial and wholesale banks, regional banks and regulators in Asia.

Aside from business training, his particular skill is real life application of theory, by teaching complex subject matter in everyday language. Philip also handles trading practicalities, all areas of risk and operations. Recently Philip has developed a set of knowledge programmes aimed at FinTech disruption, FinTech adoption, Agile Thinking, RegTech, and building a FinTech business. Philip was involved in the early implementation of CSFB Primetrade, a FinTech solution (DMA/ECN) for front office trading & sales.

Philip became a member of SGX – Derivatives Trading in 2005 and continues to trade in a proprietary capacity via his own CTA and QROPS.



JAMES BRODIE

James Brodie is a Senior Learning Consultant with Intuition, specialising in Global Financial Markets, Technical Analysis, Behavioural Finance, Algorithmic Trading and Performance Enhancement.

James has over 25 years of front office experience with major investment banks in London, New York, Tokyo and Singapore where he traded Interest Rate Derivatives, Foreign Exchange and Currency Options. He specializes in Technical Analysis and Behavioural Finance, is a Chartered Market Technician (C.M.T.) and a Board member of the Market Technicians Association. He has appeared on Bloomberg television numerous times conducting live interviews on current market themes and trends.

He then became the Chief Investment Officer for The Sherpa Funds; a Singapore based Hedge Fund where he programmed algorithmic trading systems based on rules developed from his technical analysis and trading background. The fund ran 5 fully automated strategies, trading G10 foreign exchange 24 hours per day.

In these roles, James has acquired a great deal of experience training and coaching both front-office and support staff in the technical and business issues of modern banking. As a senior learning consultant with Intuition, James designs and delivers specific courses around; global financial markets, technical analysis, strategic trading, behavioral finance, algorithmic trading, “FinTech” and relevant programs that address knowledge gaps across financial institutions. He also uses live Bloomberg charts to give examples of his topics in the current financial markets. His current clients include; ArcelorMittal, Barclays bank, BP, BSI bank, CIMB, Citibank, Citibank Private Bank, Credit Suisse, Credit Suisse Private Bank, DBS, JP Morgan Asset Management, Julius Baer, Macquarie bank, Malaysian Investment Banking Association, Manulife Asset Management, Noble Group, Nomura, OCBC and RBC Wealth management.

James also rowed for Great Britain and won medals at three consecutive World U23 rowing championships. He is a three time national rowing champion of Great Britain, and now competes regularly in Ironman triathlons around the world.

- 2014 - Present Board member of The Market Technicians Association
- 2011 - Present Senior Learning Consultant, Intuition
- 2011 - 2015 CIO The Sherpa Funds, Singapore
- 2007 - 2010 TD Securities, Singapore-Director and Vice President, Head of STIRT
- 2003 - 2007 Credit Suisse, Singapore- Director STIRT and Global Money Markets
- 1996 - 2003 Credit Suisse First Boston, Tokyo, New York & London- Senior Trader STIRT
- 1994 - 1996 Dai-Ichi Kangyo Bank, London- USD Deposit Trader

PETER CARPENTER

Peter Carpenter is a Senior Learning Consultant with Intuition.

Peter has 34 years of financial markets experience with major banks in Singapore, London, Mumbai, Hong Kong, and Stockholm. Peter has designed two dealing rooms and overseen the complete projects. Peter has been at the forefront of the use of FINTECH in banking services, having first experienced its advantages in the 1980's. Seeing its advantages, Peter has utilised technology to streamline trading tools (including market analysis, order management, execution (algorithms and electronic trading), utilising Fintech to increase product flow and maximise price and service efficiency and provision to clients. Also experienced in using Fintech in Back Office, Risk and Compliance areas to increase speed and robustness of these key areas.

He is experienced in FX, FX Options, Interest Rates and Derivatives, Equities and Equity Derivatives, Fixed Income and Money Market products. He has set up and managed numerous trading teams and he has trained many traders and held courses for staff and clients.

In his last role he was Regional Treasurer and Head of Capital Markets for Asia, based in Singapore. He is also very experienced in Wealth Management having working for a PB in a senior role. Pete has also extensive experience in most aspects of financial products including market making, proprietary risk, sales, advisory and Treasury management.

He has experienced many extreme crisis situations, both within his institution and market wide, where he has had to exhibit deft crisis management and deal with and manage regulators and institutions.

He has spent 23 years working in Asia.

- 2016-2017 EFG Head of Global Mkts SG
- 2010-2016 BSI Asia. Head of Global Mkts and Treasurer
- 2009-2010 Meridian SG
- 2003-2008 AMEX Bank. Head of Trading. Rates, Asian FX, FI Trading in SG and India
- 1999-2002 Keppel Tatlee Bank (AIB). Head of Regional trading
- 1993-2003 AIB Bank. London and SG. Various Senior trading roles
- 1992-1993 Chuo Trust. Head of FX
- 1986-1992 Hill Samuel. Senior Trader London, HK
- 1983-1986 Lloyds Bank, London. Spot FX and Emerging Markets Products



VINIT SARANGDHAR

Vinit is an investor and trader by profession. He has over twenty years of experience in financial markets in the areas of trading, investments, products and training.

Vinit is based in Singapore and is the Founder and Managing director of an independent asset management firm. He works with HNW and UHNW investors in Asia to manage their wealth. His work includes managing strategic and tactical multi-asset class portfolios, providing access to unique opportunities in various markets and in alternatives such as leveraged trading, macro and arbitrage hedge funds, private equity, venture capital, trade finance.

Before setting up his own firm, he worked in various banks in both sell side and buy side. He started in India as a currency trader and worked in financial institutions such as IDBI Bank, Citibank, Standard chartered. He then shifted to Singapore and worked in Citibank, Deutsche Bank and BSI Bank in various roles such as FX Advisor, Investment Advisor and Head of Structured Products.

Key areas of his experience and expertise include:

- Trading, Sales and Advisory
- Economic and Market Analysis
- Asset Allocation and Portfolio Management
- Derivatives and Structured Products
- Behavioural Finance
- Technology and Innovation

Vinit has amassed experience in analysing markets, identifying opportunities and making money by navigating the markets through multiple ups, downs and crises in the last over twenty years. His investment methodology has evolved based on lessons not only from financial markets but also from principles extracted from various walks of life. It is his ability to translate these lessons into useful guidelines that give him the edge when it comes to trading and investing.

Vinit has conducted several trainings for investment professionals over the last few years on various topics in markets, investments and strategies. He has also conducted preparatory sessions for CACS examinations.

A keen learner himself, Vinit places importance on both developing wholistic understanding of the subject as well as translating it into application. He engages the participants in an interactive manner and enables them to acquire essential skills which they can apply in day to day work.

Vinit has a Masters in Physics from University of Pune and Masters in Management Studies (Finance) from University of Mumbai.

ANDREW DOYLE

Andrew has over 25 years of international financial markets and training experience in Asia and Australia.

Andrew is based in Singapore and is one of Intuition's associate trainers. He remains active in the areas of equity, currency, interest rates, credit and derivative trading and marketing as well as operational and technological support providing advice to governments, banks and corporations, including many in Greater China.

His previous experience includes being Regional Marketer for Derivatives at ABN AMRO Bank in Singapore. His responsibilities included structuring and pricing complex derivative risk management solutions for bank, corporate and government customers as well as training and new product development. These products covered the entire scope of the bank's suite including Spot and Forward Currency and Money Markets, Non Deliverable Forwards (NDFs) Fixed Income, Forward Rate Agreements, Convertible Bonds, Asset and Liability Swaps, Interest Rate and Cross Currency Swaps, Interest Rate and Currency Options, Equity and Fixed Income Derivatives and Exotic Options. He was the driving force behind ABN Amro's development of swap trading books in Indian Rupee and New Taiwan Dollars and was a pioneer in the development of the derivatives markets in both countries.

Before joining ABN AMRO, Andrew was the Manager for Australian and New Zealand Dollar Bond Options at BZW (Barclays), Sydney. His responsibilities included price making, risk management and strategic marketing of Australian and New Zealand Bond options globally. During his time there, he grew the business of BZW to be both the largest Bond option business in Australia as well as the largest within the Barclays group. Andrew began his professional career at the State Bank of New South Wales (now part of the Commonwealth Bank of Australia) as a Treasury Manager in Interest Rate Options and Foreign Exchange where he gained broad experience in Foreign Exchange and Interest Rate markets. He has extensive trading experience in FX, Interest Rate, Equity and Commodity Markets for his own account as well as professionally.

Andrew has conducted assignments in Australia, Cambodia, Hong Kong, India, Indonesia, Japan, Malaysia, The Philippines, Singapore, South Africa, South Korea, Thailand, Taiwan and Vietnam as well as in the United States and Europe. His areas of expertise cover all aspects of banking, risk management and treasury and capital market products with focus on option and other derivative pricing, valuation, risk management and trading strategies.

He remains an active option trader for his own account and runs his own fund specialising in strategic currency transactions, hybrid debt/equity securities and private placements (venture capital). Andrew holds degrees in Finance, Economics and Psychology.



DR CHRISTOPHER GOH

DBA Doctoral Research Programme in Design Thinking for Holistic Enterprise Risk Management, Poland, Doctor of Philosophy in Behavioral Finance for Family Office, UK, MBA, PGDMS, PGDMktg, AFP, MFP, CIMCA, FPMA, FAAF, MSIM, MCIM, ACTA

Dr Christopher is a professional with over 25 years of extensive experience in risk management, design thinking, compliance, anti-money laundering, strategic planning, exotic options, behavioural finance, and structuring products using derivatives. In particular to enterprise risk management where he spent more than 15 years in this area, as a pioneer in risk management, since 1989.

Prior to being a learning consultant with Intuition, he held the title of Chief Risk Officer for Asia Pacific and established holistic enterprise risk management and compliance framework, which includes anti-money laundering, sanctions, compliance and governance, and spearheaded the implementation enterprise risk management process for 3 International banks in Asia Pacific.

As a Senior Learning Consultant, he is passionate in the financial market and has a wealth of technical knowledge especially in exotic derivatives, enterprise risk management capabilities, compliance, anti-money laundering, sanctions, ethics and governance. He had implemented enterprise risk management and compliance framework through practical experience gained through various diverse economic cycles and had worked for 6 different banks over a period of 25 years across 6 different cultures, business practices and management styles. This had given him a very deep knowledge in handling clients and management of staff from diverse cultural background.

Dr Christopher had conducted many in-house corporate seminars for the past 13 years, training international and central bankers from Asia regions; Malaysia, Indonesia, Taiwan, China, Singapore, South Korea, Thailand, Hong Kong, Vietnam, Myanmar, Philippines, and to International regions; London, Vienna, Jeddah, Kuwait, Johannesburg, Lagos (Nigeria), Accra (Ghana), Nairobi (Kenya), Dubai, Lesotho, Moscow and Ulaanbaatar (Mongolia). He had since travelled to over 38 cities to conduct workshops and consultancies globally.

His seminars and consultancy works are mainly focused on Governance, Risk and Compliance, Design and Agile Thinking for Bankers and Non-bankers, Enterprise Risk Management, Setting KPIs with Enterprise Balanced Scorecard, Organisational Development Audit/Assessment, Compliance Risk Management, Operational Risk and Compliance Management, and Transforming Strategy into Business Results.

He had published over 20 Risk Management, Strategy and Technopreneurship articles. He had most recently co-authored 2 books published in 2017:

a) Design Thinking for Management, Leadership and Technopreneurship, TWAN Pte Ltd, 1st Edition, ISBN: 978-981-11-4217-8, published in December 2017

b) Technopreneurship: in Industry 4.0, TWAN Pte Ltd, 1st Edition, ISBN: 978-981-11-3875-1 published in December 2017

c) Design Thinking for Enterprise Risk Management, TWAN Pte Ltd, 1st Edition, ISBN: 978-981-11-4832-3,

published in 2nd quarter 2018

Dr Christopher is also an Adjunct Visiting Faculty to some foreign universities namely: Shanghai JiaoTong University, Central University of Finance and Economics (Beijing), Harbin Institute of Technology (Harbin), S.P. Jain (Singapore and Dubai campus) on a yearly basis on banking certification courses and/or EMBA courses.

DR RONALD CHUNG

Dr. Ronald Chung is part of Intuition's core Associate Trainer faculty. He is a leading expert in financial markets and has close to 20 years of experience conducting trainings for private bankers (Wealth Management and Financial Derivative Products,) as well as investment bankers (Valuation and Financial Modeling) and analysts (Financial Modeling and Derivative Products,) and portfolio and asset managers (Portfolio Management.)

Prior to returning to Asia, Dr. Chung served as Director of Research for Credit Research Foundation, USA and Senior Consultant for Treasury Management Association (now Association for Financial Professionals,) USA.

Since returning to Hong Kong in 1999, Dr. Chung has worked with multinational financial institutions including:

- Barclays Bank (BarWealth: Private Banking Group,)
- DBS (Graduate program, Hong Kong, Singapore and Shanghai)
- HSBC (Private Banking, and IT groups)
- Lehman Brothers / Nomura (Middle and back office groups)
- Morgan Stanley (Graduate program)
- Standard Chartered Bank (Graduate program)
- UBS (private bankers, 2nd generation of key clients and Investment Banking group.)
- China Construction Bank (US banking practices)
- Korean Stock Exchange (2008, 2009)

Dr. Chung is a Fellow Member of The Hong Kong Institute of Directors (HKIoD) and an APEC Certified Business Consultant. He has published two books, Euro 2000 and Beyond: Value Creation Strategies for International Business, 1998 (published in the U.S.), and VAC Change Management Strategies for CEOs, 2005 (published in H.K.), and is the author of many articles. He received his B.A. from Stirling University in the U.K., and his M.B.A. and Ph.D. in finance from Drexel University, USA.



PETER PONTIKIS

Peter Pontikis is a Director of New Business for An Australian based Fintech involved in Treasury & Wealth Management Services as well as Investment director (and investor) in a Mid-Cap Indian equity Fund. Immediately previously served as a Director (Private Wealth Services) for BT Private Wealth with more than three decades of investment, corporate dealing, trading and research experience in currencies and global money markets. Peter also consults for the Australian Financial Markets Association (AFMA) and CPA Australia in the area of treasury and treasury derivative accounting and up until recently sat on their national Treasury and Finance centre of excellence committee where he wrote a regular monthly column for their journal "In the Black"

Peter's previous roles have also included between (2008-2012) at ANZ Trustees as their Investment Specialist for WA/NT and QLD, Group Treasury Strategist for Suncorp Banking, Head of Trading & Research for a boutique Australian hedge fund and Senior Financial Markets Strategist for Westpac Investment Bank. Until 2008 he also ran a consultancy advising Asian central banks and fund managers. Peter is a past president of the Australian Professional Technical Analysts Association (APTA) and a past Treasurer of the International Federation of Technical Analysts (IFTA). A Fellow of CPA Australia, Peter has served on FINSIA's International Advisory Committee where he is a senior Fellow and remains on their Financial Advisory council.

Specialties: Include, Technical Analysis, Capital Markets and Treasury Products, Derivative Accounting, Portfolio Management, Private Banking and Wealth Management.

Peter holds a Bachelor of Arts (Honors) – University of New England and Master of Arts (Sydney), and is a Fellow CPA of CPA Australia, a Graduate Diploma in Applied Finance- Securities Institute of Australia and a Bachelor of Economics- University of Sydney. He is also an accredited AFMA securities dealer. He recently authored a chapter on advanced Inter-market technical analysis techniques, a book on foreign exchange and helped produce a mandarin language 5 CD set on trading financial markets for the Chinese mainland market.

RICHARD WADDINGTON

Richard Waddington is a 25-year veteran of the financial industry, has been a trader, product innovator and global business head in London, New York, Tokyo & Singapore.

Intuition is working with Richard to create and deliver specific Asset Management related programs that address changes in the industry and explore the role of FinTech in portfolio management. These programs are targeted at all levels of Portfolio Managers, Fund Managers, Distribution and RMs, as well as Risk, Control and support function staff.

Richard's current position is as the CEO of the Sherpa Funds Technology, a Singapore based FinTech company that is enhancing and optimizing portfolio returns for their clients. He currently has many well known multi-Billion Asset Managers & Funds as clients, mainly based in Asia. Richard is also a Responsible Officer for a HK Type 9 licensed Asset Manager and the CEO of a Singapore based RFMC Asset Manager that both use Fin-Tech to create customized portfolios for clients.

Prior to this Richard ran the Global Derivatives EM Trading for Barclays Capital, working in London and Singapore.

This role involved managing change across the firm, with particular emphasis on Risk, IT and Control functions. The new option products and structures required the support of all areas, and Richard built that support by building understanding and trust through explaining the products and risks and bringing people to the discussion as equals.

Richard had responsibility for risk and teams of Traders in London, New York and Singapore covering FX Options, Interest Rate Options and Credit Hybrid products.

Richard has taught courses on derivatives, product structuring and risk in London, Asia and the Middle-East, as well as worked as an expert witness in finance related court cases.

Richard has a BA (Hons) & MA from Cambridge University, U.K. where he read Physics and Engineering.



RAJAT BHATIA

Mr. Rajat Bhatia is a veteran of the global financial markets with nearly 30 years of very broad based experience in Investment Banking, Corporate Finance, Derivative Products, Risk Management, Proprietary Trading, Alternative Investments, Hedge Funds and Actuarial Sciences. He is the Founder and CEO of Neural Capital- a boutique firm that specialises developing quantitative trading strategies for the global financial markets and also in raising venture capital and private equity for early stage and growth stage firms.

Rajat is also the Dean of the Indian Institute of Quantitative Finance and the Chairman of the Board of Advisors of Invenzo Labs. He has also consulted to hedge funds, Wall Street banks, money managers and strategy consulting firms on a wide area of the financial markets.

During his professional banking career, Mr. Bhatia worked with many international banks and consulting firms including Citibank Alternative Investment Strategies, London, Lehman Brothers International, London, Merrill Lynch Capital Markets, Hong Kong, Booz.Allen & Hamilton, Sydney and Citicorp Investment Bank, India.

He has a wide range of experience in the global financial markets that includes proprietary foreign exchange trading, hedge funds, Collateralized Debt Obligations, debt capital markets, quantitative financial modelling, neural networks based trading systems, statistical arbitrage strategies, derivatives structuring & marketing, corporate finance, M&A and raising capital from venture capital and private equity funds.

Rajat has designed and taught courses on Data Analytics, Business Analytics and Financial Analytics at major banks and at universities. He has considerable experience with Descriptive, Predictive and Prescriptive Data Analytics in the financial markets and in the banking industry.

Rajat earned a Master's degree in International Banking and Finance from Columbia University, New York where he was a Dean's Fellow at the School of International Affairs from 1991 to 1992. He also earned an MBA with a major in Finance & Information Systems from the Indian Institute of Management, Ahmedabad (1985-87) and a first-class honours degree in Economics from St Stephen's College, Delhi (1982-85).

He has published papers in the Hedge Fund Journal, London, the Financial Express and the Economic Times and has taught courses on Hedge Fund Strategies, Derivatives and the Bourse Game in the Middle East and in Singapore.

He has taught extensively in New York and Asia at major global fund managers and banks covering topics across a very wide range of areas in the Global Capital Markets, Financial Markets, Commodity Markets and Investment Banking. He is also an invited speaker and chairman of panel discussions at the Asia Pacific Fixed Income Leaders' Summit and at the Trade Tech Foreign Exchange conference in Singapore.

MASON TAN

Mason Tan is the CEO and Co-Founder of Garden Impact Investments Pte Ltd. Since its inception in late 2013, Mason provides strategic vision making investments in sustainable in scalable social enterprises in South East Asia, primarily in the sectors of Agriculture and Food, Community Inclusion and Services.

Prior to Garden Impact, Mason had more than 25 years of global working experience in various sectors, including public accounting in the US, a financial brokerage firm in Indonesia, as a Corporate Finance and Investor Relations Manager for a NYSE-listed company, a Chief Financial Officer of an internet venture in Singapore, and as an Owner/Operator for a US Food & Beverage Master Franchise for Singapore, Malaysia and China.

Mason currently serves as the Vice Chairman of Transformational Business Network Asia ("TBN Asia"), a non-profit association headquartered in Singapore that promotes fighting poverty through business enterprises in South East Asia. His passion is to help others to make their dreams come true.

ABOUT INTUITION

OUR SERVICES

Intuition is a truly international, professional education business with a proven track record in developing learning solutions for Fortune 500 organizations around the world.

We are highly attuned to our clients; sensitive to the requirements of globalized businesses, as well as their local needs. Intuition is unique in having real expertise and competence in all areas of learning design and delivery, as well as deep domain knowledge in financial services – providing our banking clients with complete end-to-end solutions.

OUR GLOBAL PRESENCE

Established in 1985 and headquartered in Dublin, Intuition has sales and client service locations in London, Abu Dhabi, New York, Hong Kong, and Singapore.

Intuition's global presence allows us to support our clients' needs across all regions with Learning Consultants, Subject Matter Experts, Instructional Designers, and Project Managers located worldwide.

OUR EXPERTISE

Our expert consultants and faculty are selected to meet Intuition's high standards, both in practice and financial industry experience. With a wealth of finance-specific knowledge, all our instructors hold a combination of recognized qualifications, facilitation experience, and senior-level corporate backgrounds.

OUR RELATIONSHIP WITH YOU

We work in different ways with different clients. With all of our clients, we like to be a trusted, collaborative co-worker.

In other words, we will work with you to figure out what the best way forward is. Whether it's a standalone intervention or a fully integrated, end-to-end solution, we help you decide on the right fit for your business.

OUR COLLABORATION WITH YOU

Today, there are many solutions and technologies at our fingertips to bring about learning and change: short videos, distributed learning, mobile learning, instructor-led workshops, knowledge portals, eLearning modules, game-based learning... but we pride ourselves on never being in thrall to the medium. It is always about choosing the best solutions for individual needs and balancing the entire system of resources in a way that provides greater support overall.

So when you have any learning requirements in the future, talk to us at asiainfo@intuition.com. We look forward to hearing from you.

INTUITION PERSPECTIVE APP

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