

Overview of Capital Markets Course Outline – One-day

Date: 19 April 2007 Sydney

Duration: One-day (0900-1700)

Level: Foundation

Pre-Requisites: No pre-course requirements

Fee: AUD 995

Learning in Teams: For every 4 delegates you enroll onto this course, the 5th person attends FREE.

Enrolment Deadline: Monday April 2nd 2007

Venue: Details to be forwarded upon receipt of enrolment. Central Sydney CBD location.

Course Description:

This course is designed for operations, technology, legal, human resource and other support staff in banking whose activities involve the capital markets. This one-day course describes the players, their motivations, and the main instrument types that come together in the various arenas for channeling funding, generally referred to as the capital markets. The course in seminar format is interactive with participants periodically working on short exercises and case studies. It is led by a former practitioner who is now a technical L+D specialist.

Course Objectives:

Successfully attending this course, participants will develop

- Understanding of the markets in financing and the traded instruments arising there from
- Awareness of how major players, including banks, end-users, and regulators function in these markets
- Knowledge of the general categories and organisation of the markets
- Familiarity with basic revenue models in banking

Course Outline:

Session 1: Issuers, Intermediaries, and Investors

- Borrowing and Lending
- Debt and Equity Funding
- Bonds and Stocks
- Underwriting

Case Study: Deciding on financing type and structure

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Session 2: *The Markets for traded products*

- Secondary Markets
- Exchange and Over-the-counter Markets
- Funded and Unfunded Instruments
- Trading Stocks and Bonds
- Secondary Market Protocol and Etiquette
- Dividends and Interest

Exercise – OTC Bond Trade

Session 3: *Intermediary Revenue Models*

- Market Making
- Underwriting
- Client Advisory
- Investment Structuring

Session 4: *Market Supervision*

- Central Banks
- Regulators
- Basel Regulation

Summary Conclusion and Question and Answer Session