

## Understanding the Financial Markets

### Overview

Learn all about money, investing and the financial markets. This course assumes that you know nothing about the financial markets and covers all of the fundamentals of the markets and jargon in plain English. Examples are used that relate to your own life and video is included to reinforce many of the concepts.



The core foundation of the course is to ensure that delegates understand all of the jargon that is used in the financial markets. For delegates who have already attended a course on the financial markets, this course will help them bridge between the academic world and reality. The presenter, will share market experiences (including the concept of the jargon of trading) and will provide easy examples of how many of the financial products relate to your own life.

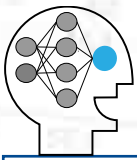
The topics covered include:

- Setting up a business;
- Markets; OTC; The spot convention;
- Book building and road-shows;
- Understanding shares;
- Money Markets, Bonds, Coupons, principal, ratings and Repos;
- Trading and all the trading jargon e.g. yours, mine, long, short, choice etc ;
- Fund management, indices, hedge funds, passive & active management; Unit trusts;
- Retirement funds and what happens when you retire; Retirement annuities;
- Analysis in the markets; Fundamentals, Technicals and Quants;
- Speculation and trading rules;
- Forex and the international currency markets;
- An introduction to Derivatives; forwards, futures and options;
- Settlement and payment Systems, SFIDVP;
- Front office, Back office, Private equity, Merchant banking, the Central Bank;
- Insurance;
- Getting ahead in the markets and personal investing.

Please refer to the agenda attached for more info.

**Delegates who attend this course will receive detailed notes and life time access to the online course.**

***Geometric Progression is a B-BBEE level four contributor.***

**Duration:**

5 Days of 4 hours (including breaks) online.

**Prerequisites**

None.

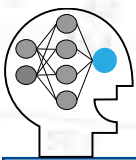
**Suitable for:**

- Everyone!
- All Treasury staff from Back Office through to Front Office
- Business analysts
- Professionals
- Investors
- Traders
- Regulators & Compliance Staff
- Risk Managers
- Fund Managers & Trustees
- Graduates and interns.
- Delegates registered to write CFA® exam, FRM® exam, PRM® exam or RPE.
- Anyone seeking a greater insight into the financial markets.

A certificate is available on request







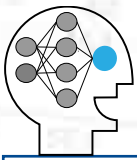
# GEOMETRIC PROGRESSION

CREATIVE DISRUPTION

## Some clients who have attended our Public Training

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## Agenda

### 1. The “Big picture” of the markets

- Understanding money;
- The gold Standard;
- Where Economics fits into the markets;
- GDP and the Budget.
- Fiscal Policy & Monetary Policy
- “Hard” and “Soft” Commodities;
- Spot Trading and the spot convention;
- OTC vs On-Exchange;
- The trade life-cycle;
- Methods of Trading;



### 2. The Capital Markets

- Raising Finance and starting a business;
- Equity: What it is, how it works and making money from Equity including:
  - ◊ Market Value versus Book Value.
  - ◊ Cashing-in versus increasing issuance.
  - ◊ Ordinary shares versus Preference shares etc
- Book-building & Road-shows;
- Money markets including:
  - ◊ Commercial paper,
  - ◊ NCD's; JIBAR & LIBOR, SOFR etc.
  - ◊ Treasury Bills etc;
- Bonds: What they are and how they work including:
  - ◊ Rating agencies,
  - ◊ Yield to Maturity
  - ◊ Coupons etc;
- An introduction to Repos.

This section includes videos on numerous topics.

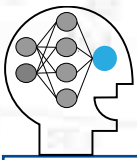
### 3. Trading and all the Trading Jargon

- Agent & Principal;
- Jargon such as “Yours”, “Mine”, “Double”, “Spread”, Choice etc;
- Arbitrage, hedging, speculating, long \ short.
- Delta Hedging in plain english.

### 4. Market Indices & Portfolio management

- Investment versus Speculation;
- Fund Management and the jargon that goes with it;
- The portfolio management process;
- Collective Investment Schemes / Unit Trusts;
- Institutional Funds;
- Hedge funds;
- Indices & how they work;
- Passive and Active investing;
- A brief look at Alpha and Beta
- A brief look at Unit trusts and ETF's.





## 5. Retirement Funds.

- Pension and provident funds – what you need to know about retirement!
- Why Retirement Funds are so important in the marketplace;
- Retirement annuities and the latest Government Proposals.

Activity: Delegates will be able work out how much they personally need to retire.



## 6. Market Analysis

- Intrinsic Value & Surprises;
- Investing in Equities and Bonds;
- Introduction to Fundamental analysis, Technical analysis, Quantitative analysis, Economic analysis & Legal analysis;
- Some Speculation rules.

## 7. FOREX

- The jargon of the Forex market and how it works;
- Balance of payments;
- Base, terms and pips;
- Quoting conventions and the crosses;
- Nostro & Vostro.

## 8. Derivatives

- Understanding volatility;
- A review of all the derivatives in plain English;
- Understanding Forwards, Futures and Options;
- Why Derivatives are so important to the Financial Markets.
- Applications of derivatives and hedging.

## 9. Settlement & Securities Operations

- SWIFT and Settlement Jargon;
- Bilateral versus multilateral net settlement.
- What happens after a trade is made.
- The role of the Front Office middle office and back office.
- Trade enrichment, Trade validation & Trade reporting.
- Custodians/ CSDPs.
- Settlement instructions.
- SFIDVP / PVP.
- SAMOS & STRATE.

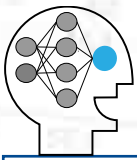
## 10. Banking & Insurance

- Commercial Banks;
- Investment Banks & niche banks;
- The Reserve Bank And the Basel Accord;
- Monetary Policy Repos;
- A brief explanation of insurance, assurance and policies.

## 11. Getting ahead in the financial markets

- Incorporating the markets into your personal lives;
- Common sense investing that is not so common;
- The next steps.

Activity: Delegates will be able to put together a personal investment plan.



## Tutor: Mark Raffaelli CFA,FRM

Mark is a practising CFA Charterholder and fellow member of the Global Association of Risk Professionals (FRM). Mark's extensive experience includes:

- Development of quantitative financial models for surveillance, performance attribution, price validation, price models, risk and automation.
- Developments of Apps for the investment and insurance industry.
- Machine Learning and Deep Learning with Sklearn and Tensorflow in the Financial Markets for Banks, Asset Managers and general business.
- Trading in Spot & Derivative Products professionally.
- Fund & Bank consulting regarding valuations, curves, Var, surveillance and market abuse.
- Mark programs in: Python, Javascript (including Angular and Ionic), Php, Excel VBA, JAVA & ".net".



Those who have attended Mark's courses will know about his passion and ability to cut through jargon, simplify technical issues and provide real life examples.



## What makes Geometric Progression different from other providers:

- We don't regurgitate traditional textbooks; instead we share real life experiences.
- We explain all the products as they relate to your own lives in plain English.
- We practice what we preach.
- We love multimedia and include video and film in all our courses.
- We are one of the few providers that offer advanced courses relating to the financial markets, modelling and implementation.

## Things delegates have said about this course:

- "This is the only course I have attended where the financial markets have been explained in plain English that everyone can understand."
- "Mark gets 11 out of 10 for passion, energy and enthusiasm!"
- "Brilliant, Brilliant, Brilliant"
- "I wish I attended this course straight after school".
- "I liked the way Mark explained the markets in terms that I could relate to."
- "The way Mark shares his knowledge and experience in the financial markets is inspiring!"
- "I have attended many courses about the markets and this is the one that I want to send my kids on when they are old enough."
- "This course will help me to do my job better. Thank-you!"
- "The course is fun, intense and the notes are detailed. Well done!"