

Financial Services eLearning

Knowledge By Design



FINANCIAL MARKETS COURSES

Introduction to Financial Markets

- Financial Markets - An Introduction
- Money Markets - An Introduction
- Foreign Exchange (FX) Market - An Introduction
- Bond Markets - An Introduction
- Bond Markets - Issuing & Trading
- Equity Markets - An Introduction
- Equity Markets - Issuing

Business of Banking

Business of Investment Banking
Business of Retail Banking

Understanding the Corporate Banking Business

- Corporate Banking - An Introduction
Corporate Banking - Marketplace
- Corporate Banking Products - An Introduction
Corporate Banking Relationship Management - An Introduction
- Corporate Banking Relationship Management in Practice

Interest Rate Mathematics

- Interest Calculations **(New)**
- Day Count Conventions **(New)**
- Scenario - Comparing Deposit Alternatives **(New)**
- Present Value & Future Value **(New)**
- Annuities & Perpetuities **(New)**
- Scenario - The Time Value of Money in Action **(New)**
- NPV & IRR **(New)**
- Scenario - Evaluating Investments Using NPV & IRR **(New)**

Building Blocks

Probability
Distributions & Hypothesis Testing
Estimating Volatility
Correlation & Regression Analysis
Calculus
Indices, Exponents, Logs, & Geometric Series

Building Blocks in Excel

- Excel Interactive - Logs
- Excel Interactive - Measures of Central Tendency
- Excel Interactive - Volatility
- Excel Interactive - Normal Distribution
- Excel Interactive - Skewness & Kurtosis
- Excel Interactive - Covariance & Correlation
- Excel Interactive - Regression Analysis

Excel Basics for Bankers

- Excel Interactive - Menus & Shortcut Basics
- Excel Interactive - Basic Formulas & Calculation Functions
- Excel Interactive - More Formulas & Calculation Functions
- Excel Interactive - Naming Cells & Referencing
- Excel Interactive - Basic Formatting

Money Markets

- Interbank Market
- Interest Rates & Benchmarks
- Money Market Securities - An Introduction

- Money Market Securities - Pricing
- Repurchase Agreements (Repos)
- Money Market Funds
- Bank Funding & Position Management
- Scenario - A Day in the Life of a Money Market Trader

Foreign Exchange

- The Foreign Exchange Business
- FX Spot Market - An Introduction
- FX Spot Market - Trading
- FX Forward Market - An Introduction
- FX Forward Market - Calculating Swap/Forward Points & Cross Rates
- FX Forward Market - Uses of Outrights & FX Swaps
- FX Forward Market - Short-Dated Outrights & FX Swaps
- FX Forward Market - Cross-Currency Borrowing & Investing
- FX Forward Market - FX Swap Trading
- FX Forward Market - Non-Deliverable Forwards (NDFs)
- Foreign Exchange - Factors Influencing Exchange Rates
- Scenario - Using FX Swaps & Outrights for Cash Flow Management

Equities

- Equities - Trading
- Dark Pools
- Algorithmic Trading
- High Frequency Trading (HFT)
- Equity Program Trading
- Equities - Research & Valuation
- Equities - Returns-Based Valuation
- Equity Portfolio Management - Indices & Hedging
- Margin
- US Equity Market
- UK Equity Market
- European Equity Markets
- Japanese Equity Market
- Hong Kong Equity Market
- Singapore Equity Market
- Canadian Equity Market

Fixed Income

- Bond Prices & Yields
- Duration & Convexity
- Fixed Income - Credit Risk
- Eurobonds - An Introduction
- Eurobonds - Issuing & Investing
- Floating Rate Notes (FRNs)
- US Bond Market
- UK Bond Market
- European Bond Markets
- Japanese Bond Market
- Canadian Bond Market
- Bond Strategies - Fundamentals

Municipal Bonds (US)

- Municipal Bonds (US) - An Introduction
- Municipal Bonds (US) - Types
- Municipal Bonds (US) - Investing
- Municipal Bonds (US) - Primary & Secondary Markets

Fixed Income Analysis

- Bond Futures
- Bond Futures Basis
- Basis Trading
- Zero-Coupon Bonds
- High Yield Debt
- Bond Hedging with Options
- Bond Hedging with Swaps
- Relative Value Trading - An Introduction
- Relative Value Trading - Strategies & Risks

Introduction to Derivatives

- Derivatives - An Introduction
- Derivatives - Markets
- Forwards & Futures - An Introduction
- Swaps - An Introduction
- Options - An Introduction
- Scenario - Using Derivatives in Hedge Fund Strategies

Forwards & Futures

Forwards & Futures - Pricing
Futures Markets
Forwards & Futures - Hedging (Part I)
Forwards & Futures - Hedging (Part II)
Forwards & Futures - Trading
Money Market Futures

Yield Curves

Building a Yield Curve
Futures - Building a Yield Curve (Even Periods)
Futures - Building a Yield Curve (Actual Dates)

Options

Options - Introduction to Option Valuation
Options - Future Asset Prices & Volatility
Options - Replication, Risk Neutrality, & Black-Scholes
Options - Beyond Black-Scholes
Options - Greeks (Part I)
Options - Greeks (Part II)
Options - Trading Strategies
Options - Managing an Option Portfolio

Interest Rate & FX Options

Caps & Floors - An Introduction
Caps & Floors - Pricing
Caps & Floors - Chooser & Double-Strike Structures
Swaptions
Callable Bonds
Bermudan Swaptions
Interest Rate Volatility
Options - Managing an Interest Rate Option Book
FX Option Trading

Exotic Options

Options - Exotic Options
Options - Barrier Options
Options - Average Rate Options
Options - Basket & Spread Options - An Introduction
Options - Basket Options - Evaluation & Evolution

Interest Rate & Currency Swap Fundamentals

Swaps - Applications
Swaps - Applications for Corporates

Swaps - Applications for Institutional Investors
Swaps - Pricing & Valuation (Part I)
Swaps - Pricing & Valuation (Part II)
Swaps - Credit Exposure
Swaps - Documentation & Settlement
Swaps - Book Management

Interest Rate & Currency Swap Structures

Swaps - Currency Swaps
Swaps - In-Arrears Swaps
Swaps - Constant Maturity Swaps
Swaps - Forward, Amortizing, & Zero-Coupon Swaps
Swaps - Asset Swaps - An Introduction
Swaps - Asset Swaps - Pricing
Swaps - Differential Swaps
Swaps - Overnight Indexed Swaps

Equity Derivatives

Equity Derivatives - An Introduction
Equity Derivatives - Types
Convertibles - An Introduction
Convertibles - Introduction to Convertible Valuation
Contingent Convertibles (CoCos)
Warrants - An Introduction
Warrants - Pricing
Equity Derivatives - Equity Index Swaps

Credit Derivatives

- ☐ Credit Derivatives - An Introduction
- ☐ Credit Derivatives - Single-Name CDS
- ☐ Credit Derivatives - CDS Indices
- ☐ Credit Derivatives - CDS Valuation
- ☐ Credit Derivatives - CDS Documentation & Settlement
- ☐ Credit Derivatives - Variations
- ☐ Scenario - CDS Relative Value Trading

Securitization

Securitization - An Introduction
Securitization - Mortgage-Backed Securities (MBS)
Securitization - European Mortgage-Backed Securities
Securitization - Commercial Mortgage-Backed Securities
Securitization - Asset-Backed Securities (ABS)
Securitization - Credit Card ABS
Securitization - CDOs - An Introduction
Securitization - CDOs - Structures & Ratings

Structured Derivative Notes & Swaps

Range Accrual Structures
Inverse FRNs
Capped & Collared FRNs
Trigger Structures
Power Reverse Dual Currency (PRDC) Notes
Target Redemption Notes (TARNs)
CMS Option Structures

Inflation-Linked Instruments

Inflation-Linked Instruments - An Introduction
Inflation-Linked Instruments - Pricing

Corporate Finance

Corporate Finance - An Introduction
Corporate Finance - Measuring Business Performance - Free Cash Flow

Corporate Finance - Measuring Business Performance - Economic Profit
Corporate Finance - Cost of Capital
Corporate Finance - Capital Budgeting
Dividend Policy
Mergers & Acquisitions (M&A)
Corporate Finance - Acquisition Analysis

Financial Statement Analysis

- ☐ Accounting - An Introduction
- ☐ Scenario - Accounting Mechanics
- ☐ Balance Sheet - An Introduction
- ☐ Balance Sheet - Analysis
- ☐ Income Statement - An Introduction
- ☐ Income Statement - Analysis
- ☐ Statement of Cash Flows - An Introduction
- ☐ Statement of Cash Flows - Analysis
- ☐ Three-Statement Modeling

Corporate Valuation

- ☐ Corporate Valuation - An Introduction
- ☐ Corporate Valuation - Trading Comparables
- ☐ Corporate Valuation - Transaction Comparables
- ☐ Corporate Valuation - DCF Analysis
- ☐ Corporate Valuation - LBO Analysis
- ☐ Excel Interactive - Building an LBO Model
- ☐ Corporate Valuation - Merger Analysis
- ☐ Excel Interactive - Building a Merger Model

Bank Treasury Management

Treasury - Dealing Room Organization & Practices
Treasury Management - The Treasury Department
Treasury Management - The Finances of a Bank
Asset & Liability Management (ALM) - An Introduction
Asset & Liability Management (ALM) - Interest Rate Risk
Asset & Liability Management (ALM) - Options, FTP, & Firm Value

Banking Risk Management

- ☐ Primer - Risk (**New**)
- ☐ Risk Management - An Introduction (**New**)
- ☐ Risk Management - Risk Types & Measurement (**New**)
- ☐ Risk Management - Risk Modeling (**New**)
- ☐ Risk Management - Business Strategy & Risk Decision Making (**New**)
- ☐ Risk Management - Tools & Techniques (**New**)
- Stress Testing - An Introduction

Market Risk Management

Interest Rate Risk - Identification & Measurement
Interest Rate Risk - Management
Market Risk - Identification & Measurement
Market Risk - Management & Regulation
VAR - An Introduction
VAR - Variance-Covariance Approach
VAR - Monte Carlo Simulation
VAR - Historical Simulation & Other Issues

Liquidity Risk Management

Liquidity Risk - Identification & Measurement
Liquidity Risk - Management & Regulation

Counterparty Credit Risk Management

Counterparty Credit Risk (CCR) - An Introduction
Counterparty Credit Risk (CCR) - Measurement
Counterparty Credit Risk (CCR) - Management

Operational Risk Management

Operational Risk - Identification & Measurement
Operational Risk - Management & Regulation

Introduction to Credit Risk

- ☐ Credit Risk - An Introduction
- ☐ Credit Risk - Types
- ☐ Credit Risk - Measurement & Capital Requirements
- ☐ Credit Risk - Lessons from the Financial Crisis

Credit Risk Management

- ☐ Credit Risk Management - An Introduction
- ☐ Credit Risk Management - Framework
- ☐ Credit Risk Management - Stakeholders
- ☐ Credit Risk Management - Strategic & Business Unit Management
- ☐ Credit Risk Management - Credit Culture
- ☐ Credit Risk Management - Risk/Reward
- ☐ Credit Risk Management - Data & Reporting

Credit Risk Appetite

- ☐ Credit Risk Appetite - An Introduction
- ☐ Credit Risk Appetite - Customer & Industry Risk
- ☐ Credit Risk Appetite - Product & Country Risk

Credit Risk Measurement

- ☐ Credit Risk Measurement - An Introduction
- ☐ Credit Risk Measurement - PD & Risk Rating
- ☐ Credit Risk Measurement - EAD & LGD
- ☐ Credit Risk Measurement - Capital Calculations
- ☐ Credit Risk Measurement - Models

Credit Risk Customer Management

- ☐ Credit Risk Customer Management - An Introduction
- ☐ Credit Risk Customer Management - Credit Facilities
- ☐ Credit Risk Customer Management - Structuring Credit Facilities
- ☐ Credit Risk Customer Management - Covenants & Credit Decisions

Credit Analysis

- ☐ Credit Analysis - An Introduction
- ☐ Credit Analysis - Balance Sheet Analysis
- ☐ Credit Analysis - Income Statement Analysis
- ☐ Credit Analysis - Cash Flow Analysis
- ☐ Credit Analysis - Performance & Other Measures
- ☐ Credit Analysis - Forecasting
- ☐ Credit Analysis - Other Factors
- ☐ Scenario - Performing a Credit Analysis

Credit Risk Mitigation

- ☐ Credit Risk Mitigation - An Introduction
- ☐ Credit Risk Mitigation - Collateralization
- ☐ Credit Risk Mitigation - Other Types of Mitigant
- ☐ Credit Risk Mitigation - Management & Realization

Problem Credit Management

- ☐ Problem Credit Management - An Introduction
- ☐ Problem Credit Management - Early Stage Problem Credits
- ☐ Problem Credit Management - Late Stage Problem Credits

- ☐ Problem Credit Management - Accounting for Problem Credits

Corporate Banking Products (Credit)

- ☐ Corporate Banking Products - Short-Term Finance
- ☐ Corporate Banking Products - Accounts Receivable Finance
- ☐ Corporate Banking Products - Term Finance
- ☐ Corporate Banking Products - Asset-Based Finance
- ☐ Corporate Banking Products - Trade Finance

Corporate Banking Products (Non-Credit)

- ☐ Corporate Banking Products - Cash Management
- ☐ Corporate Banking Products - Payments
- ☐ Corporate Banking Products - Risk Management
- ☐ Scenario - Managing Interest Rate Risk for Corporate Banking Customers
- ☐ Corporate Banking Products - Advisory & Other Services

Bank Lending

Syndicated Lending
Loan Trading

Project Finance

Project Finance - An Introduction
Project Finance - Deal Structuring

Trade Finance

Trade Finance - An Introduction
Open Account Trading
Documentary Collections
Letters of Credit - An Introduction
Letters of Credit - Types
UCP 600
Export Finance
Structured Trade Finance
Trade Finance Security
Incoterms 2010

Life of a Trade

- ☐ Life of a Trade - An Introduction
- ☐ Life of a Trade - Pre-Trade
- ☐ Life of a Trade - Execution
- ☐ Life of a Trade - Clearing & Settlement
- ☐ Life of a Trade - Ongoing Position & Risk Management
- ☐ Scenario - The Trade Lifecycle in Action

Custody

Role of a Custodian
Role of a Custodian in Trade Processing & Settlement
Corporate Actions - An Introduction
Corporate Actions - Major Types
Registrar & Transfer

Prime Brokerage

Prime Brokerage - An Introduction
Prime Brokerage - The Prime Broker's Viewpoint
Prime Brokerage - The Institution's Viewpoint

Commodities

- ☐ Commodities - An Introduction
- ☐ Commodities - Trading
- ☐ Commodities - Gold & Other Precious Metals
- ☐ Commodities - Oil
- ☐ Commodities - Natural Gas

- ☐ Commodities - Coal
- ☐ Commodities - Electricity
- ☐ Commodities - Non-Ferrous Metals
- ☐ Commodities - Ferrous Metals
- ☐ Commodities - Grains & Oilseeds
- ☐ Commodities - Livestock
- ☐ Commodities - Softs
- ☐ Commodities - Emissions

Regulatory Environment

- Banking Regulation - An Introduction
- Basel II & Basel 2.5
- Basel III - An Introduction
- Basel III - Capital
- Basel III - Risk Coverage
- Basel III - Liquidity & Leverage
- Basel III - Pillar 2 & Pillar 3
- Financial Authorities (US)
- ☐ Financial Authorities (UK) - PRA & FCA
- ☐ Financial Authorities (UK) - Bank of England
- Financial Authorities (Europe)
- Financial Authorities (Asia)
- Markets in Financial Instruments Directive (MiFID)
- ☐ Primer - MiFID II/MiFIR
- Dodd-Frank Act - An Overview
- Foreign Account Tax Compliance Act (FATCA)
- European Market Infrastructure Regulation (EMIR)
- Undertakings for Collective Investment in Transferable Securities (UCITS)
- Alternative Investment Fund Managers Directive (AIFMD)

Islamic Banking & Finance

- ☐ Islamic Banking & Finance - An Introduction
- ☐ Islamic Banking & Finance - Financial Instruments
- ☐ Islamic Money & Capital Markets
- ☐ Sukuk Market
- ☐ Islamic Banking & Finance - Wealth Management

Introduction to Macroeconomics

Macroeconomics - Gross Domestic Product (GDP)
Macroeconomics - Monetary Policy
Macroeconomics - Fiscal Policy
Macroeconomics - Inflation
Macroeconomics - Unemployment
Macroeconomics - Balance of Payments

Economic & Technical Analysis

Economic Indicators - An Introduction
Economic Indicators - National Accounts
Economic Indicators - Business Cycles
Economic Indicators - Inflation & Employment
Technical Analysis - An Overview
Technical Analysis - Charting
Technical Analysis - Tools & Techniques

Introduction to Asset Management

- ☐ Investment - An Introduction
- ☐ Asset Management - An Introduction

Portfolio Theory & Practice

- ☐ Risk & Return - An Introduction **(New)**
- ☐ Risk & Return - Portfolios **(New)**
- ☐ Risk & Return - Efficient & Optimal Portfolios **(New)**

- ☐ Capital Asset Pricing Model (CAPM) **(New)**

- ☐ APT & Factor Models **(New)**
- ☐ Primer - Factor-Based Investing

- ☐ Efficient Markets **(New)**

Portfolio Theory - Performance Measurement Models
Portfolio Management - Passive & Active Strategies

Asset Allocation & Portfolio Construction

- ☐ Asset Allocation - An Introduction
Strategic Asset Allocation
Tactical Asset Allocation

Asset Classes

- ☐ Primer - Asset Classes **(New)**
- ☐ Asset Classes & Investing **(New)**
- ☐ Asset Classes - Types **(New)**

Understanding Private Wealth Management Business

- ☐ Private Wealth Management - An Introduction
- ☐ Private Wealth Management - Clients
- ☐ Private Wealth Management - Ultra-HNWIs & Family Offices
- ☐ Private Wealth Management - Client Investment & Wealth Allocation
- ☐ Private Wealth Management - Client Acquisition & Relationship Management
- ☐ Private Wealth Management - Becoming a Trusted Advisor
- ☐ Private Wealth Management - Behavioral Finance
- ☐ Private Wealth Management - Compliance Considerations

Private Wealth Management Products & Services

- ☐ Private Wealth Management - Banking & Deposit Services
- ☐ Private Wealth Management - Credit & Lending Services
- ☐ Private Wealth Management - Investment Services
- ☐ Private Wealth Management - Alternative Investments
- ☐ Private Wealth Management - Financial Planning
- ☐ Private Wealth Management - Estate Planning
- ☐ Scenario - Managing a High Net Worth Client **(New)**

Exchange-Traded Funds (ETFs)

- ☐ Exchange-Traded Funds (ETFs) - An Introduction
- ☐ Exchange-Traded Funds (ETFs) - Types
- ☐ Primer - Smart Beta

Investment Companies (US)

Mutual Funds (US) - An Introduction
Mutual Funds (US) - Investing
Closed-End Funds & Unit Investment Trusts (US)

Collective Investment Schemes (UK)

- ☐ Collective Investment Schemes (UK)

Alternative Assets

Alternative Assets - An Introduction
Structured Products - An Introduction
Structured Products - Major Types
Structured Products - Valuation & Risks
Liquid Alternatives

Hedge Funds

- ☐ Hedge Funds - An Introduction
- ☐ Hedge Funds - Investing
- ☐ Hedge Funds - Strategies

Private Equity

- ☐ Private Equity - An Introduction **(New)**
- ☐ Private Equity - Investing **(New)**

Real Estate

- ☐ Real Estate - An Introduction
- ☐ Real Estate - Investing
- ☐ Real Estate - Valuation

Budgeting & Financial Management

Budgeting - An Introduction
Preparing & Controlling a Budget
Cash Management
Credit Management
Financial Planning
Working Capital Management

Emerging Markets

Emerging Markets - An Introduction
Emerging Markets - China

Securities Lending

Securities Lending - An Introduction
Securities Lending - Structures, Risks, & Documentation

Transaction Banking

- ☐ Transaction Banking - An Introduction
- ☐ Transaction Banking - Payments Services
- ☐ Transaction Banking - Cash Management Services
- ☐ Transaction Banking - Regulatory Influences

Corporate Governance

Corporate Governance - An Introduction
Corporate Social Responsibility (CSR) - An Introduction

Socially Responsible Investing (SRI)

Socially Responsible Investing (SRI) - An Introduction
Green Investing - An Introduction

Global Financial Crisis

The Financial Crisis

OTHER COURSES (OPTIONAL)

Consumer (Retail) Banking

Consumer Banking - An Introduction
Consumer Banking - Products
Branch Banking
Banking Channel Management
Consumer Banking - Marketing
Consumer Banking - Selling
Consumer Banking - Customer Service
Consumer Payments - An Introduction
Advanced Payment Methods
Card Issuing - An Introduction
Cards & Payments - Merchant Acquiring
Cards - Marketing

Dodd-Frank Act

Dodd-Frank Act - New Offices Created
Dodd-Frank Act - Capital Requirements & Prudential Standards
Dodd-Frank Act - The Volcker Rule
Dodd-Frank Act - Registration Requirement for Advisers to Private Investment Funds
Dodd-Frank Act - Credit Rating Agencies
Dodd-Frank Act - Securitization
Dodd-Frank Act - OTC Derivatives

UK Compliance

- ☐ UK Anti-Money Laundering (AML)
- ☐ UK Conduct Regime
- ☐ UK Individual Accountability Regime (IAR) - Certified Persons
- ☐ UK Market Abuse
- ☐ UK Data Protection
- ☐ UK Cybercrime
- ☐ UK Anti-Bribery & Corruption (ABC)
- ☐ UK CASS Regime

Other Regulation/Compliance

- US Anti-Money Laundering
- Ireland Anti-Money Laundering
- ☐ Singapore Anti-Money Laundering
- ☐ Hong Kong Anti-Money Laundering
- ☐ Solvency II
- Data Protection (Ireland)
- Combating Rogue Trading

Asset Management

Intuition has a comprehensive series of tutorials that will equip learners with the practical skills to succeed in the asset management world.*

Finance for Non-Financial Managers

This course provides a comprehensive overview of all aspects of finance relevant to the management and evaluation of a business enterprise. It is designed in particular for non-financial specialists who require a solid grounding in finance to complement their managerial experience.*

*For more information about these courses, please contact your local regional office.

Professional Skills

Awareness

Diversity
Equality
Dealing with Sexual Harassment
Workplace Bullying
Health & Safety

The Effective Manager

Effective Decision Making

Effective Objective Setting**
Effective Delegation
Effective Motivation**
Effective Coaching**
Effective Management of Change**
Effective Team Building**
Effective Team Leadership
Managing Problem Performance
Effective Time Management**
Effective Meetings
Effective Communications

**These tutorials are also available to purchase in Spanish (Colombian/Argentinian), Portuguese (Brazilian), Dutch, and Italian.

Project Management Fundamentals

Overview of Project Management
Initiating a Project
Planning Project Scope
Planning Project Activities
Planning Project Costs
Executing a Project
Controlling a Project
Closing a Project

Project Management Professional

Integration Management
Scope Management
Time Management I
Time Management II
Cost Management
Quality Management
Human Resources Management
Communications Management
Risk Management
Procurement Management

Sales Skills

Sales - Prospecting
Sales - Selling Value
Sales - Building Rapport & Call Introduction
Sales - Developing a Sales Solution
Sales - Selling the Benefits
Sales - Closing & Negotiating
Sales - After the Sale
Sales - Client Needs & the Sales Cycle



Available on iPad, Android tablets and desktop



INTUITION

The ABC of MiFID II

MiFID II is one of the most ambitious and transformative pieces of legislation introduced by the EU in response to the 2008 financial crisis. Given its breadth and complexity, firms need a robust framework for educating employees on what it means for the organization and their own roles.

Following extensive consultation with our regulatory and financial clients, Intuition has developed the following solution to help firms prepare for the January 2018 deadline:



Awareness

A primer video that can be delivered to all staff to improve understanding of MiFID II



Business Line Application

An eLearning tutorial on MiFID II (coming summer 2017) covering the core principles that can be customized to meet the specific requirements of individual business





Certification

As part of suitability and appropriateness obligations, Intuition can help firms use *Know-How* to create role-specific learning paths for client-facing staff, as a means of both upskilling and certifying competency across the products they are selling

For further information, please contact your **local Intuition Account Manager** to discuss how we can support the integration of *Know-How* in meeting your organization's regulatory requirements.

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