



The Jamaica Institute of Financial Services (JIFS) in association with  
ACI Australia Limited is pleased to host the



## FX Dealing for Corporations Workshop

*“The FASTEST Way to Learn the Dynamics of the FX Market”*

April 6, 2020

Courtleigh Hotel and Suites  
85 Knutsford Boulevard,  
Kingston 5, Jamaica

**Cost:**  
**USD \$700+gct**





"Learn about the Financial Markets - FX Cashflows for FX Spot, Sales, Forwards, Swaps and Short Dated Interest Rates. Build an understanding of liquidity and execution risk and how to understand and facilitate, customer business."

There are many critical lessons to be learnt in understanding the workings of the FX market – What price should I look for? What are my hedging needs? How do I manage my orders? How do I execute this risk on my Banks? What other risks do I need to manage? Theoretical knowledge can help but practical experience and training is paramount.

The ACI Australia Corporate Dealing Workshop is the fastest and most effective way to acquire that invaluable practical knowledge.

### The Course

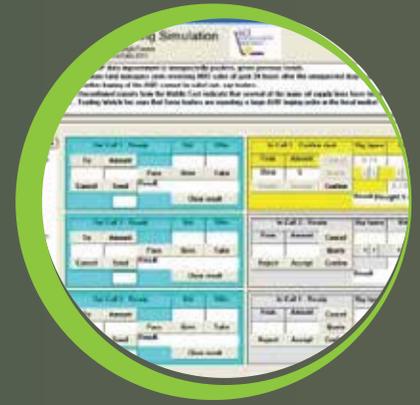
- The Course is designed to teach physical techniques to help you understand and manage risk, execute and manage your orders.
- No other program offers such a practical and realistic trading platform, whilst also encouraging teamwork and healthy competitiveness. Participants experience the life of a market participant over one intensive day.
- Gain experience in how banks price your business and the inter-dealer market in spot, as well forwards and FX swaps markets. Learn how to manage a risk position, generate trading and hedging ideas. Understand what drives markets and the importance of eFX technology
- Experience an exciting and competitive environment, where teams aim to outperform each other with high performers recognised and rewarded.
- Learn about the role of a price maker, salesperson, execution trader, FX Swaps trader.
- Access to presenters' invaluable wealth of knowledge and extensive international industry experience – This course continues to attract the highest quality speakers from all segments of the industry. The presenters are current and past market participants, who each have in excess of 30 years' industry experience. All this knowledge will be at your fingertips.
- This course represents a perfect networking opportunity for the delegates - It will allow them to establish relationships and form alliances early on in their career (with not only other course delegates but also with key active industry players – the course presenters). Such relationships are invaluable to both the participant and their employers.

### Learning Outcomes

This one-day program is designed to train participants in the physical attributes of trading and hedging. At the end of the course attendees will have gained an understanding of hedging their risk exposures.

## Areas to be Covered

- Making a price
- Gauging liquidity and market depth
- Customer service – idea generation and execution Operational risk
- Markets Best Practice – FX Global Code
- The role of brokers
- Method and psychology of trading
- Risk management
- The role of the central bank
- Technical analysis
- The logic behind FX technology



## Feedback from Previous Delegates

“I came away much more confident and well informed on the roles carried out by various market participants.”

“Hands on experience, but we are well supported by the organisers. The passion they have for the course is incredible and the level of teaching and content meant I learnt a huge amount.”

“My objectives were.1-Wanted to become a better, smarter dealer in my current job. 2-Wanted to find out if I was capable and competent in my current role and if financial markets were where I belonged and really wanted to be. 3- Wanted to network and meet new people who worked for different organisations with different backgrounds and experience. So, YES, my objectives were met.”

“While I do not cover FX it was a great basis for understanding interest rates and other financial markets. The skills taught are easily transferrable.”

“Brilliantly run and was made as realistic as possible. Definitely put this course miles ahead of anything else out there. I will definitely suggest for my colleagues to attend this next year.”

“It gave me a better understanding of my client’s day job.”

“I recently commenced a position in FX sales and found the course very helpful in gaining insight into a trading perspective”

“The ACI course exceeded my expectations in regard to the level of experience and learning I got out of it. I did not expect to be pushed as much as I was in both an intellectual and emotional way. By far the most worthwhile practical course I have undertaken.

## ABOUT YOUR PRESENTERS:



**CHRIS HOWLETT** has over 30 years’ experience in the OTC markets, trading out of the main financial centres (London, Singapore and Sydney). His extensive experience ranges across the trading, broking, sales and education of all OTC products. In his current role as Director and COO of ACI Australia, Chris’ prime responsibility is organising and presenting ACI Australia’s Dealing Simulation (developed by Chris in 1985) to other associations globally as well as helping these associations and their local Central Banks with the Licensing and Accreditation of their OTC markets. Chris has also been Chairman of the Education Committee for ACI Australia, Director and Secretary of ACI Australia, Vice President of ACI Singapore and Member of the Strategic Planning Group for ACI International.



**COLIN LAMBERT** is Editor of Profit & Loss magazine, a monthly publication that studies the impact of new trends and practices on the FX and OTC derivative markets. Colin joined P&L in August 2001 as Deputy Editor, after a 21year trading career in the foreign exchange industry. During this time, he spent the majority of time trading spot FX before he moved into a proprietary trading role. He finished his dealing career at British Petroleum. During his trading years, he spent time working in London, New York, Singapore, Tokyo and Toronto and held several senior posts including that of Chief Dealer, FX and Deputy Treasurer. Colin is an honorary member of ACI Australia and ACI UK – both affiliated to ACI – The Financial Markets Association and is the author of “Once A Dealer – 50 years of ACI”, a history of the Association.



**JON MARSDEN** leads business development of new screen based solutions and partnership initiatives globally, for S&P Global Platts - the leading commodity price reporting agency. Prior to S&P Global Platts, Jon had a 30+ year career as a broker in England, Japan, Australia, Denmark, Germany and the United States. He brings a wealth of experience, having brokered spot foreign exchange, currency & commodity options, US treasuries, interest rate swaps, forward rate agreements and physical crude oil.



**ALAN CLARKE** has over 35 years’ experience in a variety of front office FX roles. He was part of the Global Markets business at HSBC where he held a number of management roles that included an eight-year period as a trader of Spot, Forwards and Emerging Markets, before moving into a Sales role in 1989. He was initially Chief Dealer of FX Sales in London, before becoming Head of FX Sales pan Europe, a role he held for over 5 years. In 1999 Alan was instrumental in the creation of the e-commerce unit at HSBC, and during that period became a founder board member of multi-bank platform FXall. After leaving HSBC Alan joined the Spanish Bank BBVA in 2011 with a goal of creating a global FX business that encompassed Trading, Sales and e-commerce, and as the Global FX Product Manager his role

## Workshop Outline

### FX DEALING FOR CORPORATIONS MONDAY 06 APRIL 2020

08:30	<b>WELCOME AND OPENING REMARKS</b>
09:00	Introduction to the FX spot market: market structure, liquidity, trading, why markets move
10:15	<b>COFFEE BREAK</b>
10:30	Introduction to money markets: market structure, liquidity, trading
11:30	Introduction to FX forwards and swaps
12:30	<b>LUNCH</b>
13:15	Money markets vs FX swaps and when to use them?
14:15	Decision making: what goes into the decision to trade, what instruments to use (with case studies)
15:00	<b>COFFEE BREAK</b>
15:15	Introduction to systems
15:45	Trading session – FX spot, forwards and swaps
16:30	Cash Flow management and hedging techniques
17:15	Recap on day – how did we do?
17:45	<b>END OF COURSE</b>

### Contact Information

For further information contact: Jamaica Institute of Financial Services  
(D) : +1 876 754 5051/2  
Email : info@jifsjm.org

Dress code: Smart casual dress throughout the course is appropriate

Visa requirements: If required, these are the responsibility of the delegate.

Important notices: All courses are subject to demand. JIFS reserves the right to cancel or postpone courses at short notice at no loss or liability where, in absolute discretion, it deems this necessary.