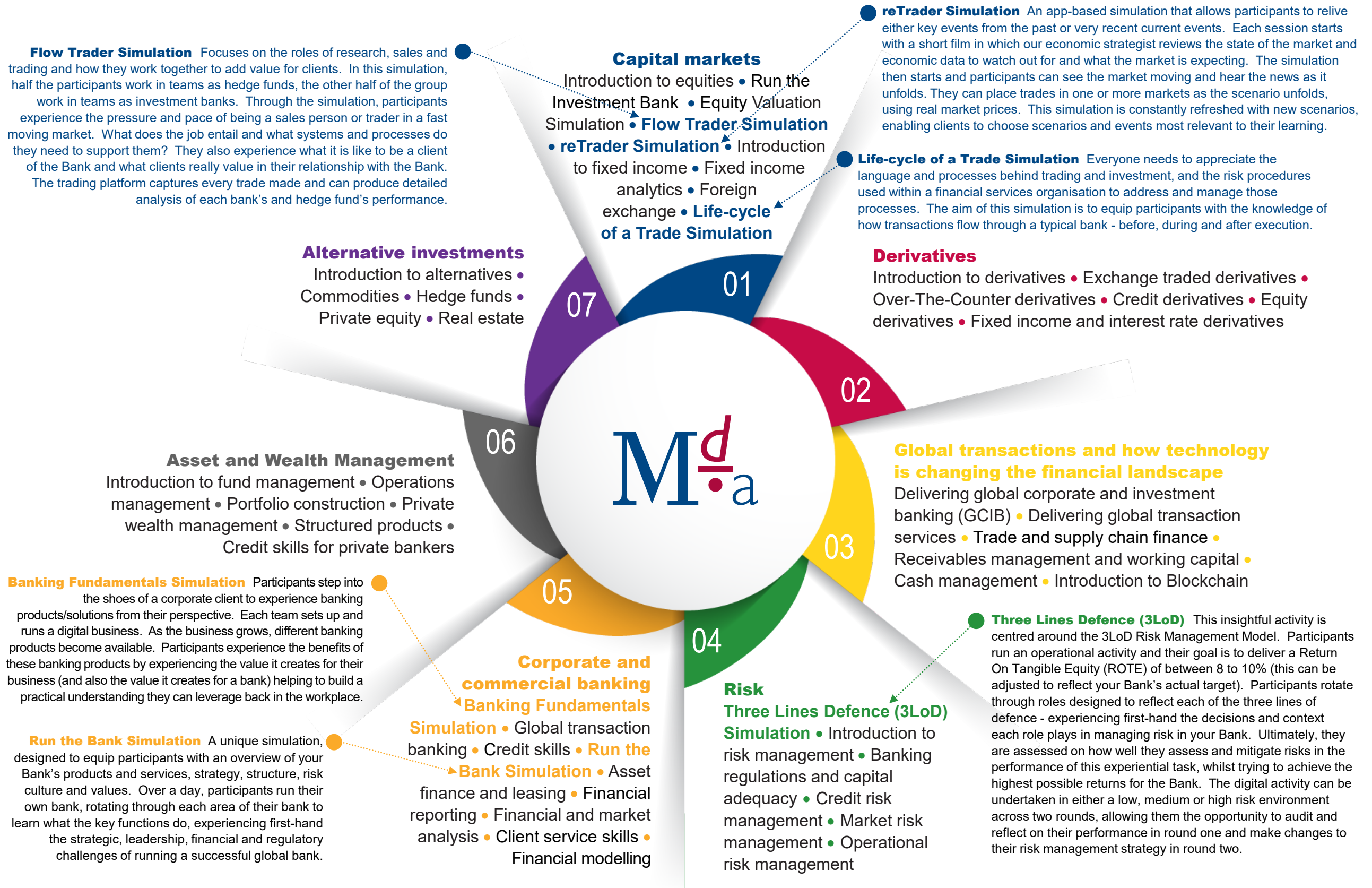


Products and industry skills - virtual workshops and online simulations



Products and industry skills - on-demand, online learning



Building on over 30 years experience of working with the world's leading banks - **MDA Training** are delighted to launch the latest in our digital learning portfolio - **Fmi** (Financial Markets Institute). Fmi offers the same experiential learning that MDA Training is renowned for in the classroom, but in an on-demand, online learning solution designed to provide real flexibility in how your people learn. Fmi has over 100 modules (50+ hours), works across all platforms and smart devices, can be downloaded for offline access through our app, and has assessment throughout.



Equities

Equity, shares and ownership • Accounting equity • Market capitalization • Growth versus value stocks • Defensive versus cyclical stocks • Beta • Equity indices



Fixed income fundamentals

Key features of a bond • Issuers • Investors • Types of bonds • Credit ratings • Yields • Price drivers

Fixed income Analytics

Cash flows • Accrued interest • Discounting • Pricing government bond • Pricing a corporate bond • Duration • DV01 • Risk hedge ratio



Derivative fundamentals

Types of markets • What is a derivative contract • OTC versus ETD • Long versus short • What is a future? • What is a forward? • Calls and puts • Types of swaps



FX for markets

Base and pricing currencies • Interpreting spot quotes • FX cross rates • Free floating regimes • Managed and fixed exchange rates • FX forwards



Interest rate derivatives

Interest rate swaps • Market conventions • IRS applications • LIBOR issues • Overnight rates • OIS • Basis swaps • Cleared swap payments • Single and dual curve discounting • CSA discounting



Equity derivatives (coming Q3 2020)

Protection and leverage • Income generation • Historic and implied volatility • Option strategies - spreads • Option strategies - straddles and strangles • Historic and implied volatility • Term structure • Pricing models • The Greeks



Asset management

The role of fund manager, analyst and trader • Single asset and multi asset funds • Passive and active management • Investment risk • Product, distribution and clients • Investment management services and operations



Accounting and financial analysis

The three financial statements • Margin analysis • Performance ratios • Leverage and liquidity ratios • Working capital ratios



Microsoft Office Essentials

A suite of practical modules that provide tools, tips and essential business skills in • Excel modelling • Outlook • PowerPoint

People and interpersonal skills - interactive virtual workshops

Interactive and practical workshops designed to enhance participants personal and interpersonal skills. The modules can be delivered virtually or in-class and include experiential activities, simulations, exercises and group work throughout.



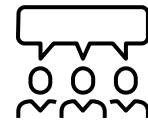
Effective personal impact

Build a brand that helps you grow your career and develop your relationships and network.



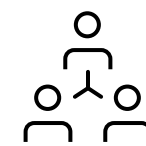
Handling difficult conversations

Handling difficult conversations effectively will improve the performance of all your people - gaining confidence, taking responsibility and accountability for dealing with challenging issues.



Working collaboratively

Creating high levels of ambition and drive around your organisational values, culture and business model is key to ensuring your people work together effectively and conduct themselves in the right way.



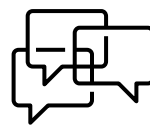
Running effective meetings

This session is designed to develop practical meeting skills that your people can utilise for everyday meetings as well as more formal meetings to ensure successful outcomes are achieved every time.



Presenting in a virtual environment

Develop practical skills and insights to ensure you make a positive impact when meeting, presenting and pitching on a virtual platform.



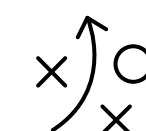
Communicating with impact

Communicate and present information, ideas and vision in a clear, structured and impactful way.



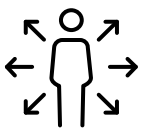
Writing with power and impact

Write in ways that address the original business needs behind each information request, and structured in ways that make the findings clear and the next steps easy to determine.



Influencing and negotiating

Reach effective business solutions by thinking, acting, influencing and negotiating in a collaborative way with colleagues to achieve sustainable success.



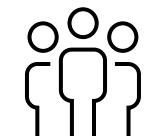
Being at your best

Individual and corporate productivity are improved when your people are at their best most of the time. The ability to be at your best can be life changing for individuals and transformational for organisations.



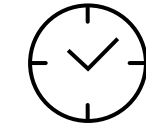
Developing your emotional resilience

Develop your emotional intelligence at work by providing an insight into managing your emotions and behaviour to maximise success in the workplace.



Understanding others better using MBTI

Recognise the differences in the ways people think and react as individuals through MBTI, building interpersonal effectiveness and leading to constructive interactions with clients and colleagues.



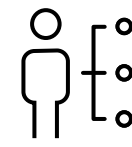
Effective time management

Develop your time management skills, optimising your approach to your efficiency, effectiveness and your environment inside and outside of work.



Managing projects better

Build a practical understanding of the key elements of project management to help everyone to understand their role and impact in a team, and so contribute most effectively to project success.



Effective delegation

Delegation is a fundamental skill that graduates will need as they progress in their careers to prevent them from doing everything themselves, whilst maximising the skills and resources around them.



Coaching and mentoring

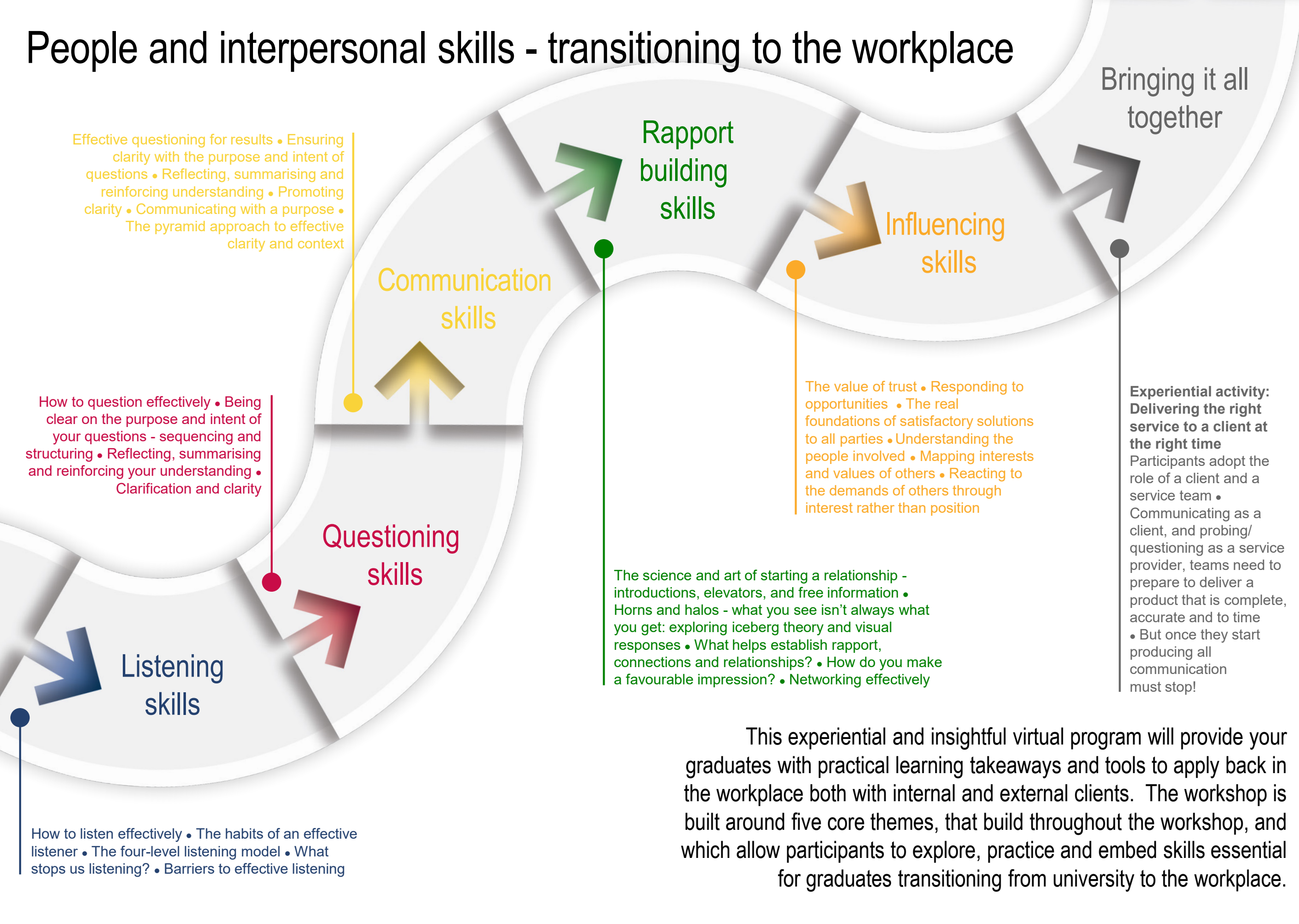
Effective coaching and mentoring will transform the talent in your organisation by inspiring and motivating your people. Experience a step change through this session



Transitioning to the workplace

The workshop is built around five core themes, that build throughout the workshop, and which allow participants to explore, practice and embed skills essential for graduates transitioning from university to the workplace.

People and interpersonal skills - transitioning to the workplace



This experiential and insightful virtual program will provide your graduates with practical learning takeaways and tools to apply back in the workplace both with internal and external clients. The workshop is built around five core themes, that build throughout the workshop, and which allow participants to explore, practice and embed skills essential for graduates transitioning from university to the workplace.

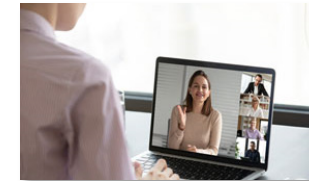
People and interpersonal skills - presenting in a virtual environment

This practical, hands-on workshop blends facilitator-led inputs with interactive exercises and experiential activities designed to engage participants throughout. Participants come away with practical tools and tips they can apply immediately.



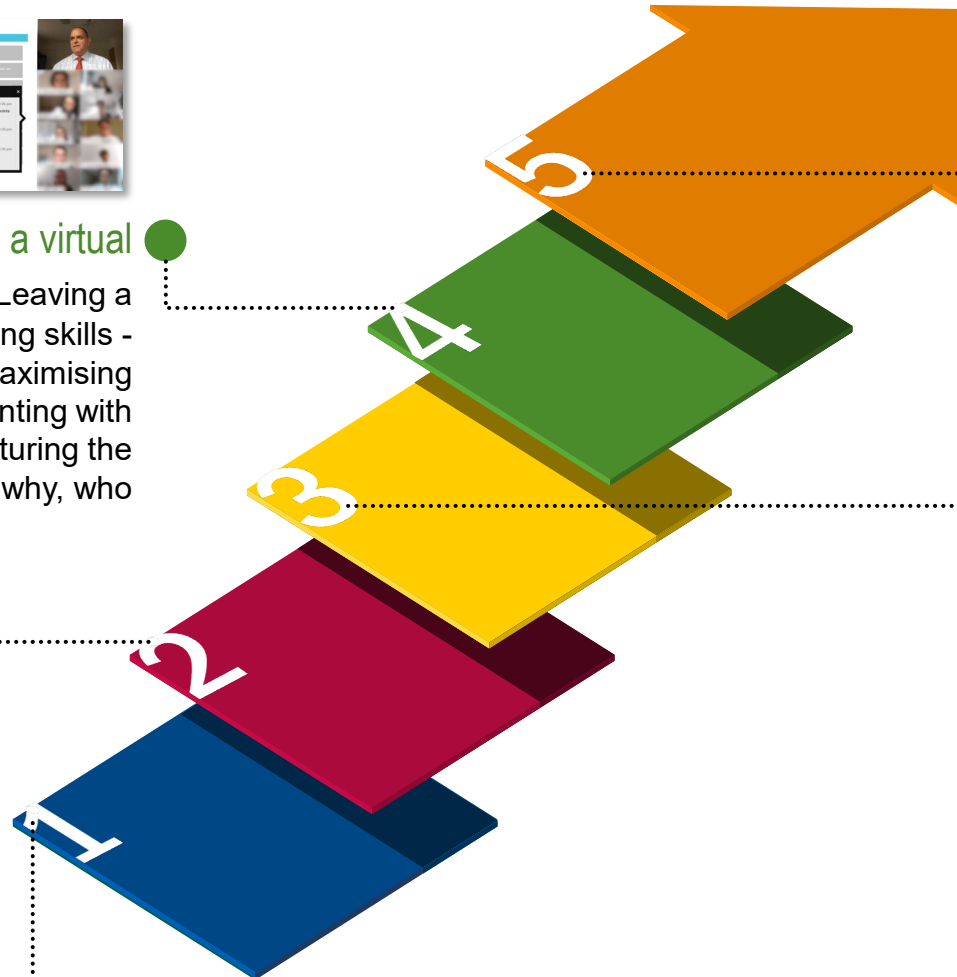
4) Presenting and pitching in a virtual environment

- The value of trust
- Leaving a lasting impression
- Effective listening skills - The Four-Level Listening Model
- Maximising impact with the 5 Senses
- Presenting with impact - passion and purpose
- Structuring the presentation - what, how, why, who



5) Virtual forum theatre

- We will work with you to create business-specific scenarios that explore key challenges your people experience in virtual presentations, pitches and meetings
- The forum theatre, role played by the two presenters, will allow participants to see and experience both 'good' and 'not so good' virtual behaviours and practice playing out
- Participants can engage with the role plays to help direct the outcomes and make them more effective
- The session will allow participants to apply their learning, supported by tutor-facilitated discussions



2) Welcoming clients into your virtual office

- Creating the best environment for your client
- Best practice for your conference call settings
- Sending the invite
- Setting up your virtual venue
- Video and lighting
- Managing the audio experience
- Curating a professional background

3) Managing the meeting

- Sharing your documents and your presentation
- Dividing the roles and working with others - presenter and hosts
- Making it interactive
- Managing transitions
- Communicating with your team during the meeting
- How to question effectively



1) Knowing your venue

- Tips & tricks and pros & cons of Google Hangouts, Microsoft Teams, Zoom and WebEx Meetings
- How best to use break-out rooms / large and small groups / media sharing

