# Products and industry skills - virtual workshops and online simulations

Flow Trader Simulation Focuses on the roles of research, sales and trading and how they work together to add value for clients. In this simulation, half the participants work in teams as hedge funds, the other half of the group work in teams as investment banks. Through the simulation, participants experience the pressure and pace of being a sales person or trader in a fast moving market. What does the job entail and what systems and processes do they need to support them? They also experience what it is like to be a client of the Bank and what clients really value in their relationship with the Bank. The trading platform captures every trade made and can produce detailed analysis of each bank's and hedge fund's performance.

#### **Alternative investments**

Introduction to alternatives • Commodities • Hedge funds • Private equity • Real estate

Asset and Wealth Management Introduction to fund management • Operations management • Portfolio construction • Private wealth management • Structured products • Credit skills for private bankers

Banking Fundamentals Simulation Participants step into the shoes of a corporate client to experience banking products/solutions from their perspective. Each team sets up and runs a digital business. As the business grows, different banking products become available. Participants experience the benefits of these banking products by experiencing the value it creates for their business (and also the value it creates for a bank) helping to build a practical understanding they can leverage back in the workplace.

Run the Bank Simulation A unique simulation, designed to equip participants with an overview of your Bank's products and services, strategy, structure, risk culture and values. Over a day, participants run their own bank, rotating through each area of their bank to learn what the key functions do, experiencing first-hand the strategic, leadership, financial and regulatory challenges of running a successful global bank.

#### Capital markets

Introduction to equities • Run the Investment Bank • Equity Valuation Simulation • Flow Trader Simulation • reTrader Simulation • Introduction to fixed income • Fixed income analytics • Foreign exchange • Life-cycle • of a Trade Simulation

01

**Corporate and** 

Financial modelling

05

commercial banking

Banking Fundamentals

Bank Simulation • Asset

Simulation • Global transaction

banking • Credit skills • Run the

finance and leasing • Financial

reporting • Financial and market

analysis • Client service skills •

07

06

04

Risk

Three Lines Defence (3LoD) Simulation • Introduction to

)3

risk management • Banking regulations and capital adequacy • Credit risk management • Market risk management • Operational risk management

**reTrader Simulation** An app-based simulation that allows participants to relive either key events from the past or very recent current events. Each session starts with a short film in which our economic strategist reviews the state of the market and economic data to watch out for and what the market is expecting. The simulation then starts and participants can see the market moving and hear the news as it unfolds. They can place trades in one or more markets as the scenario unfolds, using real market prices. This simulation is constantly refreshed with new scenarios, enabling clients to choose scenarios and events most relevant to their learning.

**Life-cycle of a Trade Simulation** Everyone needs to appreciate the language and processes behind trading and investment, and the risk procedures used within a financial services organisation to address and manage those processes. The aim of this simulation is to equip participants with the knowledge of how transactions flow through a typical bank - before, during and after execution.

#### **Derivatives**

Introduction to derivatives • Exchange traded derivatives • Over-The-Counter derivatives • Credit derivatives • Equity derivatives • Fixed income and interest rate derivatives

02

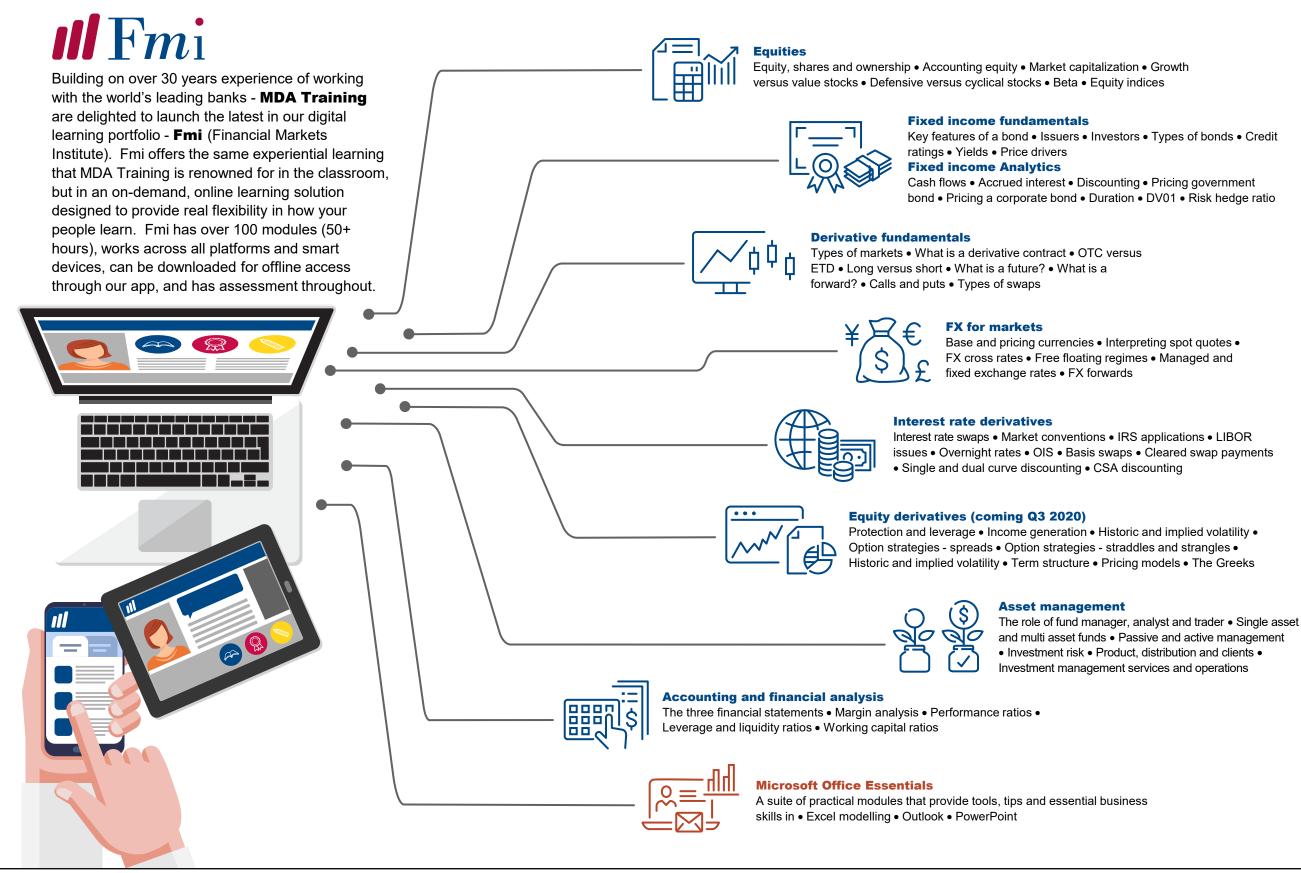
### Global transactions and how technology is changing the financial landscape

Delivering global corporate and investment banking (GCIB) • Delivering global transaction services • Trade and supply chain finance • Receivables management and working capital • Cash management • Introduction to Blockchain

Three Lines Defence (3LoD) This insightful activity is centred around the 3LoD Risk Management Model. Participants run an operational activity and their goal is to deliver a Return On Tangible Equity (ROTE) of between 8 to 10% (this can be adjusted to reflect your Bank's actual target). Participants rotate through roles designed to reflect each of the three lines of defence - experiencing first-hand the decisions and context each role plays in managing risk in your Bank. Ultimately, they are assessed on how well they assess and mitigate risks in the performance of this experiential task, whilst trying to achieve the highest possible returns for the Bank. The digital activity can be undertaken in either a low, medium or high risk environment across two rounds, allowing them the opportunity to audit and reflect on their performance in round one and make changes to their risk management strategy in round two.

## **MDA Training** • Listen, Create, Deliver, Sustain • mdatraining.com

# Products and industry skills - on-demand, online learning



# 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.



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

Effective



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

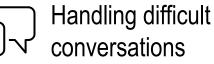


### Being at your best

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.

#### Managing $\mathbf{\nabla}$ 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.



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

Communicating with impact

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

Developing your emotional resilience

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

#### Effective delegation - 0

Delegation is a fundamental skill Ο 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.

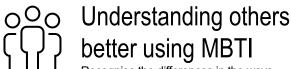


# collaboratively

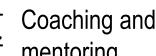
Creating high levels of ambition and drive around your organisational values, culture and business model is key to ensuring your people work together effectively and conduct themselves in the right way.

### 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.



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.



### mentorina

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



### 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.



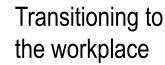
### Influencing and negotiating

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



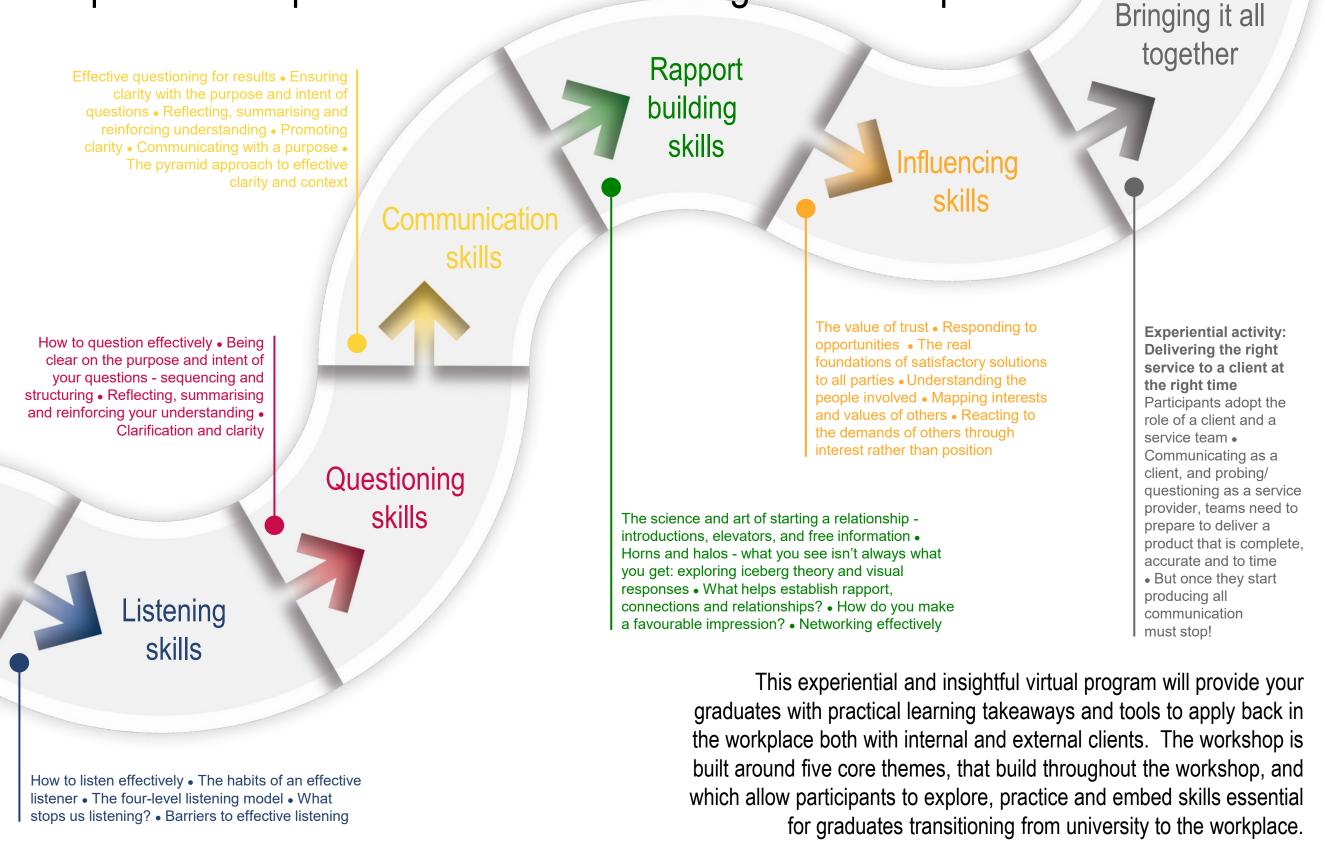
### Effective time management

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



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



# 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

#### 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



 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



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

#### 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

INCOME STATEMENT			PROFIT CAUS	ш.			
Fees in		WAR	14,153	(2.285)	_		
WP no				14,4009			
Revenue		(4,290)					
Solary Co	100	300					
Cross pr		(228)			(5,520)		
Cost of crisings or resource	2203						
Adjusted gross profit Adjusted GM %	11,000						1,104
Adjusted CM % Impact of change of scope	6.522					(5.243)	
Adjusted gress profit	6.348		-				
Adapted GM %	MN.			Resource		Debtors	
Debter management	5.243		Gross profit		Scope		Adj. gross
Adjusted gross profit	1.104						
Adjusted GM %	675						
			IMPACT OF T				
BALANCE SHEET							
			Charged to cite	ant .		1,058	
Bills outstanding	20,095		Cost to the bu			1,344	
			Net contributio	0		(286)	
Cashilyevolving credit)	(18,990)		CSI impact			5%	