

# MARKETS AT WORK

LEARN THE WAY THE MARKETS WORK



— KNOWLEDGE *for* MARKETS™ —

*A Financial Technologies Group Initiative*



A SPECIAL PROGRAMME  
FOR **YOUNG PROFESSIONALS** IN  
**FINANCE, ECONOMICS AND  
MANAGEMENT**

STUDENTS • EXECUTIVES • INDEPENDENT PROFESSIONALS

Dear Professor,

Re: **MARKETS AT WORK**  
*Learn the way the markets work*  
**A Special Programme for Students of Finance and Management**

Financial Markets in India are growing at a rapid pace. Expanding asset classes, growing investor base, greater participation of domestic and international investors have transformed financial markets into some of the best performing markets globally. Superior quality products, cost-effective technologies and process management have enabled financial markets in India emerge as one among the best in the world in terms of speed, efficiency and productivity.

Financial markets hold great promise for the students of finance and management not only in terms of choosing a career but also enormous business and growth opportunities. In this context, it becomes imperative that students acquire required levels of knowledge and skill-sets relevant to the financial sector.

Generally, a student gets the opportunity to become professional only after joining an organization, which is often quite arduous and challenging. In contrast to this, Markets at Work (MaW) programme can make students professional even when they are studying. More importantly, MaW can provide unique insights on the working and functioning of the financial markets, which can add great meaning and relevance to the academic programme.

MaW, developed by Financial Technologies Knowledge Management Co. Ltd., (FTKMC), brings the essence of the markets directly to students. It covers the working of the major market segments such as equities, equity derivatives, commodities, currencies, and fixed income in terms of policy, regulation, market practice, research, and analysis. It provides useful perspectives on financial markets practice from the point of view of domestic and international financial markets. Simultaneously, the programme provides an important experience of simulated trading, which gives hands-on experience of the functioning of the markets.

We have great pleasure in inviting your institution to enable students to take the benefit of this programme. In return, students will get the real experience of the live markets. Depending upon the need and interest of the students at your institute, further customization of the offerings is possible.

My colleague, Ketul Contractor (ketul.contractor@ftkmc.com | 9930267645) will be happy to provide the detailed session plan, fee structure, and more information for taking forward this unique industry-academia cooperation.

We look forward to hear from you.

Best regards,



Dr. Bandi Ram Prasad  
President  
Financial Technologies Knowledge Management Co. Ltd

## WHAT IS MARKETS AT WORK?

The programme consists of classroom lectures, demonstrations, experience sharing, and simulated trading. It is a highly educative, informative and enjoyable programme that bestows exceptional knowledge and skill among the students pursuing a career in general management and financial markets.

The programme outline includes:

- **Equity Markets**
- **Fixed Income Markets**
- **Reports and Reviews**
- **Commodity Markets**
- **Institutions, Instruments and Investors**
- **Trader's Workstation and Simulated Trading**
- **Currency Markets**
- **Analytics and Research**
- **Certification**

<b>MODULE ONE MARKET DYNAMICS</b> <ul style="list-style-type: none"> <li>➤ Evolution of financial markets</li> <li>➤ Financial markets framework</li> <li>➤ Economic rationale</li> <li>➤ Price discovery and efficiency</li> <li>➤ Principles of regulation</li> <li>➤ Economic indicators</li> <li>➤ Exchange industry</li> <li>➤ Financial markets analytics</li> <li>➤ Skill-sets for financial markets</li> <li>➤ Assignment</li> </ul>	<b>MODULE TWO EQUITY : CASH AND DERIVATIVES MARKET</b> <ul style="list-style-type: none"> <li>➤ Market structure and institutions</li> <li>➤ Product innovations</li> <li>➤ Regulatory framework and compliance</li> <li>➤ Pricing: Fundamental and technical analyses</li> <li>➤ Market operations</li> <li>➤ Trading strategies and investment styles</li> <li>➤ Discussion on equity and equity derivatives</li> </ul>	<b>MODULE THREE COMMODITY: SPOT AND FUTURES MARKET</b> <ul style="list-style-type: none"> <li>➤ Market structure and institutions</li> <li>➤ Regulatory framework</li> <li>➤ Trading mechanism</li> <li>➤ Traders' workstation</li> <li>➤ Market operations</li> <li>➤ Trading strategies for various stakeholders</li> <li>➤ Collateral management</li> <li>➤ Agricultural finance</li> </ul>	<b>MODULE FOUR CURRENCY MARKETS</b> <ul style="list-style-type: none"> <li>➤ Market structure: Institutions and regulation</li> <li>➤ Market operations</li> <li>➤ Currency pairs and pricing</li> <li>➤ Hedging for exchange rate fluctuations</li> <li>➤ Factors affecting currency markets</li> <li>➤ OTC vs. Exchange-traded contracts</li> <li>➤ Treasury operations</li> </ul> <b>FIXED INCOME MARKETS</b> <ul style="list-style-type: none"> <li>➤ Institutional framework</li> <li>➤ Instruments and participants</li> <li>➤ Fixed income analytics</li> <li>➤ Dealing room operations</li> </ul>
<b>MODULE FIVE BANKING</b> <ul style="list-style-type: none"> <li>➤ Banking interface in financial markets</li> </ul> <b>MUTUAL FUNDS</b> <ul style="list-style-type: none"> <li>➤ Regulatory framework</li> <li>➤ Mutual funds analytics</li> <li>➤ Marketing and distribution</li> <li>➤ ETFs</li> </ul> <b>INSURANCE</b> <ul style="list-style-type: none"> <li>➤ Regulatory framework</li> <li>➤ Insurance analytics</li> <li>Discussion on scams and crises</li> </ul>	<b>MODULE SIX PRACTICES IN FINANCIAL MARKETS</b> <ul style="list-style-type: none"> <li>➤ Analytics : Fundamental and technical analyses</li> <li>➤ Integrated treasury management</li> <li>➤ Leveraging and risk management</li> <li>➤ Trading trends</li> <li>➤ Trading strategies for <ul style="list-style-type: none"> <li>- Banks</li> <li>- Corporates</li> <li>- Investors</li> <li>- Traders</li> </ul> </li> <li>➤ Corporate governance</li> <li>➤ Compliance issues</li> <li>➤ Financial engineering</li> <li>➤ Financial markets in strategic framework</li> </ul>	<b>MODULE SEVEN ADVANCES IN FINANCIAL MARKETS</b> <ul style="list-style-type: none"> <li>➤ Advances in derivatives trading</li> <li>➤ Working of algorithmic trading</li> <li>➤ High-frequency trading</li> <li>➤ Structuring and valuing M&amp;A deals</li> <li>➤ Emerging professional careers <ul style="list-style-type: none"> <li>- Treasury operations</li> <li>- Investment banking</li> <li>- Risk management</li> <li>- Marketing and distribution</li> <li>- Compliance</li> <li>- Portfolio diversification</li> </ul> </li> <li>➤ Enterprise creation opportunities</li> <li>➤ Certification familiarization</li> <li>➤ Certification Examination</li> </ul>	<b>PROGRAMME FOCUS</b> <ul style="list-style-type: none"> <li>• Financial markets practice</li> <li>• Simulated trading experience</li> <li>• Insights on career prospects and employment opportunities</li> <li>• Scope for enterprise and entrepreneurial development</li> <li>• Global markets exposure</li> <li>• Examination and Certification</li> </ul>

At the end of the programme, participants have to take a 90-minute test for the Markets at Work Financial Certification issued by Financial Technologies Knowledge Management Co. Ltd. This Certification will be promoted actively among the institutions and professional bodies in the financial sector.

MaW is designed in extensive consultation with market professionals and practitioners to provide a wide range of perspectives and understanding of financial markets. MaW shall develop the much required talent pool for meeting the growing demand for professionals with inter-disciplinary understanding of financial markets ecosystem.

### THE SALIENT FEATURES THAT DISTINGUISH MaW INCLUDE:

- Exclusive focus on practices & policies in financial markets ecosystem
- Close access of FTKMC to the exchange industry & global financial markets
- Delivery of contemporary practice-oriented offerings
- Faculty drawn from industry experts and practising professionals
- Opportunity to explore various professions in financial markets ecosystem
- Interactions with financial experts to open up employment opportunities
- Access to exclusive weekly newsletter on financial markets by FTKMC

### LEARNING OUTCOMES

- Insights into the functioning of financial and commodity markets with global benchmark
- Understanding the inter-linkages amongst the global markets and various asset classes
- Understanding market operations
- Ability to manage multi-asset portfolio
- Skill-sets to design and implement trading, hedging, and investment strategies
- Acumen to spot opportunities for enterprise development
- Competencies for meeting emerging career opportunities in global financial and commodity markets ecosystem

### FEES

MaW will be conducted in colleges/universities/research/institutions/organization as a group exercise. To register for the MaW programme, minimum participation should be 30 students. Depending upon the batch size and the duration of the programme, the fees shall be decided, which shall cover the study material, training, simulated trading, counselling on careers, and MaW Certification examination. Colleges desiring to conduct the MaW programme for their students should confirm the participation at least two months in advance in order to enable us to make required arrangements.

## ABOUT FTKMC

**Financial Technologies Knowledge Management Company Limited (FTKMC)** develops strategies and solutions in knowledge management across all the major asset markets and segments, including equities, commodities, currencies, bonds, debt, banking, and financial services. Its range of services includes financial education and training, certification, consultancy, research and publications, and advisory. A rich blend of conceptual clarity along with a focus on market practice is embedded in the programmes designed by FTKMC, leading to wider acceptance from a cross-section of professionals from policy, regulation, and market intermediation as also the investing community. Knowledge for Markets is the flagship platform of FTKMC.

The focus of FTKMC is centered around six major constituencies: **policy and key decision makers and regulatory authorities** on subjects such as growing importance of financial markets in the economy and aspects of governance and management; **financial institutions** on market development strategies, resource mobilization, and risk management; **corporates and other business entities** on the scope of harnessing and accessing financial markets and issuing securities and other instruments; **intermediaries** on the skill-sets and expertise required to operate in multi-asset-class markets, including trading and settlement; **students** to prepare them with knowledge and know-how to help them with successful careers in financial markets; and **investors** to empower them with

proper understanding and appreciation of the opportunities in the financial markets and risk and rewards associated with financial investments.

In addition to its own development initiatives, FTKMC derives its strength from its close access with the extensive ecosystem of institutions promoted by Financial Technologies, which include **Multi Commodity Exchange of India Limited (MCX)**, India's No.1 commodity exchange; **National Spot Exchange Limited (NSE)** for spot trading in agricultural commodities; **Indian Energy Exchange Limited (IEX)** for trading in electricity; **National Bulk Handling Corporation Limited (NBHC)** for warehousing; **TickerPlant Limited** for financial data distribution; and **Atom Technologies Limited** for mobile payment solutions. Its international ventures include **Singapore Mercantile Exchange (SMX)**, **Global Board of Trade (GBOT)** in Mauritius, **Dubai Gold and Commodities Exchange (DGCX)**, **Bourse Africa** in Botswana, and **Bahrain Financial Exchange (BFX)**. These relationships give FTKMC a unique leverage and advantage in the realm of knowledge management.

FOR MORE INFORMATION PLEASE VISIT

[www.ftkmc.com](http://www.ftkmc.com)

- Registration
- Group enrolment
- Exclusive and customized batch
- Academic partnership
- Institutional alliances

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