

DEALING SIMULATION PROGRAM



ACI Kenya & ACI Australia

Proudly host

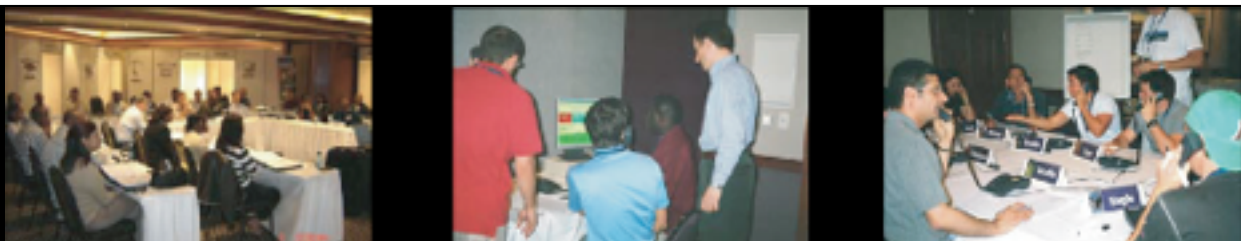
The Dealing Simulation Program 2011

29th August – 2nd September

The *FASTEST* Way to Learn How to Become a Trader or even a Better Trader

The only hands-on SIMULATED Dealing Course of its kind in the world!

ENTER THE EXHILARATING WORLD OF A FINANCIAL MARKETS TRADER



Global Sponsors



There are many critical lessons to be learned to successfully trade the financial markets. Theoretical knowledge can help but direct experience is irreplaceable.

The ACI Australia Dealing Simulation is the fastest and most effective way to acquire that invaluable practical knowledge. Participants experience realistic trading over several high-impact days.

- ◆ **The Dealing Simulation** is designed to teach physical trading techniques, by experiencing the hectic demands of a dealer's job, in a realistic and responsible environment.
- ◆ **Learn the role** of a Treasurer, Trader, Sales and Broker in our simulated dealing room.
- ◆ **Gain insights** into technical analysis, risk management, trading psychology and the OTC financial markets.
- ◆ **Experience the excitement and competitive environment**, where teams aim at outperforming each other and high performers are recognized and rewarded.

The only hands-on simulation dealing course of its kind in the world - No other program currently available offers such a practical and realistic trading platform, whilst encouraging teamwork and healthy competitiveness. Participants truly experience the life of a trader over several intensive days.

1.5 years' trading experience in less than 1 week - For young traders, those new to the financial markets and support or supervisory staff, this dealing simulation equips them with the equivalent trading experience as that obtainable over the first 1.5 years of joining an organisation. This unique course will develop and expand trading skills and knowledge within a safe and responsible environment.

Access to presenters' invaluable wealth of knowledge and extensive international industry experience –

ACI Australia Dealing Simulation 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 20 years' industry experience. All this knowledge will be at your fingertips.

Personalised Performance Report - At the end of the program, a detailed report is completed by the presenters for each individual. The report highlights delegate's strengths and overall commitment to the program, providing invaluable insight particularly for trading desk managers as to the individual's style of trading.

Run in accordance with the internationally recognised dealers' code of conduct - which encourages best practice, integrity and professionalism in trading the OTC markets.

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 (that is, with other course delegates and with key active industry players – the course presenters). Such relationships will be beneficial to both the participant and their employers.

Successfully run by ACI Australia Limited (formerly the Australian Forex Association) for two decades

The course has been successfully presented in other countries over the last five years – BAHRAIN, DENMARK, HUNGARY, KUWAIT, KENYA, MALAYSIA, NEW ZEALAND, SRI LANKA, STH AFRICA, UK and USA.

During 2010 all the courses received an average mark of 8.9 out 10 from the delegates.

Who should attend?

The experience gained from this course will be of great value to market participants wishing to increase their knowledge of physical dealing techniques. This course is also recommended to participants wishing to establish a career in OTC financial markets.

- ◆ New market entrants and anyone hoping to establish a career in securities trading
- ◆ Operations staff
- ◆ Middle-office employees

- ◆ Brokers
- ◆ Junior traders and those with up to five years experience in a dealing room
- ◆ Funds management employees
- ◆ Corporate treasury personnel
- ◆ Legal and compliance officers

LEARNING OUTCOMES

This 5 day residential program is designed to train participants in the physical side of trading. The realistic simulation is balanced by a number of market related lectures. At the end of the course attendees will have gained an understanding of:

- ◆ Trading
- ◆ Operational risk
- ◆ Regulations and compliance
- ◆ The role of brokers
- ◆ Method and psychology of trading
- ◆ Risk management
- ◆ The role of the central bank
- ◆ Technical analysis
- ◆ OTC financial markets

How it all works (excerpt from a past participant's diary)

On day one, we are split into banks and the course instructors introduce themselves. They will manage the course and act as both customers and the central bank under the name Zoo.

Next we are introduced to the trading game in which we will be able to trade in real markets, on their electronic trading platform. Before our first dealing session begins, the organisers outline the dealing simulation rules and we are shown specifically how the market operates, how participants need to operate, what our limits are, quoting procedures and behaviour. This information proves invaluable to us.

Each team has a link to voice brokers and other banks; via telephone or direct dealing machines and during each session one team member will act as a voice broker, one as a position keeper another as the electronic trader and the other as chief dealer. We switch throughout the course to ensure we all play every role.

Although I found this course extremely demanding, tiring and frustrating, I also really enjoyed it and I also got to meet a variety of people I would otherwise never have met. I learnt a lot about spot trading and I now have a better idea of how the market works and how difficult it actually is to be a trader. I was also able to do this in a safe environment.

It also gave us a realistic representation of how trading is done in the real world and the amount of stress that one has to cope with. We were also given very informative presentations from current and past market participants each with years of industry experience. I also was able to meet people in the market and to establish relationships with other course delegates. Everyone I spoke to after the course said that they had had a brilliant time and that they now felt more confident about taking the leap into trading."

Feedback from Previous Delegates

- ▶ I really, really recommend that everyone working in the FX space should do this course at some point. It's not easy - we were doing a face-to-face dealing session in the bar at midnight and then were woken up at 4:30am to trade because of an event in Asia - but I was amazed at the speed in which I learnt and on the last day of trading found myself ripping my hair out at my broker (or was it vice versa?) because she wasn't responding quick enough!
- ▶ Hands on experience, but we are well supported by the organizers. The passion they have for the course is incredible and the level of teaching and content meant I learnt a huge amount.
- ▶ I will definitely let other aspiring dealers know about this wonderful course and encourage them to attend.
- ▶ I think the course is fantastic; it is a great way to teach newcomers to the markets in an intense environment. Very informative, covering every aspect of trading.
- ▶ Great course! Was extremely beneficial and I will take away a lot from this week. Thanks very much.
- ▶ My hardest – and best – week at work ever!

Venue

KSMS

Cost

\$2,300 Inclusive of Tax

The cost includes:-

- *Training materials*
- *Accommodation*
- *Meals and drinks*
- *Transfers from Airport*

Registration closes on 15th July 2011 and 10% discount is offered for full payment by closing date.

For further information and registration for the course please contact:

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Or visit our website: www.acikenya.net

5 Day Program

DAY 1 – Monday 29th August

- 09:30 Delegates arrive, morning tea
- 11:00 **Welcome & Opening Remarks**
- 11:30 **Introduction to Spot FX & Dealing Simulation Rules**
- 12:30 Lunch
- 13:30 **Introduction to Dealing Simulation (Systems, broking, dealing, terminals)**
- 14:15 **Practice Dealing Session**
- 15:30 Afternoon Tea
- 15:45 **Voice & Electronic Broking**
- 16:30 **Dealing Session 1**
- 17:30 **Balance Dealing Session 1**
- 19:30 Pre-dinner drinks
- 20:00 Opening Dinner & Official Welcome

DAY 2 – Tuesday 30th August

- 08:00 Breakfast
- 09:00 Introduction to Day 2
- 09:15 **Dealing Session 2**
- 10:15 **Balance Dealing session 2**
- 10:30 Morning Tea
- 10:45 **Interest Rates & Other Economic influences**
- 12:00 Lunch
- 12:30 Team Building / Free Time / Sports
- 14:30 Dealing Session 3
- 15:30 Balance Dealing Session 3
- 15:45 Afternoon Tea
- 16:00 **FX Strategy**
- 17:00 **Dealing Session 4**
- 18:00 **Balance Dealing Session 4**
- 19:30 Dinner

DAY 3 – Wednesday 31st August

- 08:00 Breakfast
- 09:00 Introduction to Day 3
- 09:15 **Method & Psychology of Trading**
- 10:30 Morning Tea
- 10:45 **FX Options (Part 1)**
- 11:30 **FX Options (Part 2)**
- 12:15 Lunch
- 13:00 **Dealing Session 5**
- 14:00 **Balance Dealing Session 5**
- 14:15 **FX Swaps**
- 15:30 Afternoon Tea
- 15:45 **Dealing Session 6**
- 16:45 **Balance Dealing Session 6**
- 17:00 **Technical Analysis**
- 18:00 **Rules for Dealing “The Old Way”**
- 19:30 Dinner
- 21:00 **Dealing Session 7 “The Old Way”**
- 22:30 **Balance Dealing Session 7**

DAY 4 – Thursday 1st September

08:00	Breakfast
09:00	Introduction to Day 4
09:15	Understanding the Buy Side
10:30	Morning Coffee
10:45	Bonds & Repo's
12:00	Lunch
13:00	Dealing Session 8
14:00	Balance Dealing Session 8
14:15	Any Questions
14:30	Dealing Session 9
15:30	Afternoon Tea
15:45	Balance Dealing Session 9
16:00	Risk Management
17:00	Dealing Session 10
18:00	Balance Dealing Session 10
19:30	Dinner & Movie

DAY 5 –Friday 2nd September

08:00	Breakfast
09:00	Intro to Day 5
09:15	Regulations and Your Responsibilities (ACI Model Code)
10:00	Morning Coffee
10:15	Dealing Session 11
11:15	Balance Dealing Session 11
11:30	Understanding the Role of the Central Bank
12:15	Lunch
13:00	Review Course Notes – Study Time
14:00	Examination
16:00	End of course
19:00	Closing Dinner and Presentation

Please note that the program is subject to change.

FACILITATORS

CHRIS HOWLETT



Chris Howlett has over 28 years experience in the OTC markets, trading out of the main financial centres (London, Singapore & Sydney).

His extensive experience ranges across the trading, broking, sales & education of all OTC products. In his current role as Director & COO of ACI Australia, Chris' prime responsibility is organizing 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\ market.

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



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 – with a particular emphasis on e-FX. Formed in 1999, P&L has led the debate over the impact of the electronic channel on trading activities at banks, corporations and money managers.

Colin joined P&L in August 2001 as Deputy Editor, after a 21 year 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.

Registration form – ACI Kenya/Australia Dealing Simulation –

Personal details

Dr **Mr** **Mrs** **Ms** **Miss**

Name _____ Surname _____

Position _____

Company Name _____

Address _____

City _____ State _____ Postcode _____

Country _____

Telephone _____ Mobile _____

Fax _____ Email _____

Special request for food _____