



ACI Singapore

In association with

ACI Australia Ltd

Is proud to host

ACI SINGAPORE DEALING SIMULATION COURSE

**27 March – 30 March 2012
(Tuesday – Friday)**



ACI SINGAPORE
The Financial Markets Association

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

There are many critical lessons to be learned to successfully trade the financial markets. Theoretical knowledge can help but practical experience and training is paramount.

The ACI Singapore Dealing Simulation Course is the fastest and most effective way to acquire that invaluable practical knowledge. Participants experience real-life simulated trading scenarios over 4 high-impact days.



Global Sponsors



ABOUT THE COURSE

- **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 Chief Dealer, execution trader, broker and sales person 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 to outperform each other with high performers recognised 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 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 25 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 ACI Model Code - 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 in Australia and New Zealand by ACI Australia Limited (formerly the Australian Forex Association) for over 25 years

It has also been presented successfully in many other countries over the past 10 years, including – **11 courses in the UK, five each in USA, Denmark, South Africa and the Middle East, as well as in locations around Asia and Africa.**

During 2011 all the courses received an average rating of 8.9 out of 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 the OTC financial markets.

- New market entrants and anyone hoping to establish a career in Financial Markets Trading
- Junior traders and those with up to three years experience in a dealing room
- Inter-dealer brokers
- Funds management employees
- Corporate treasury personnel
- Legal and compliance officers
- E-sales and prime brokerage staff
- Operations and market risk staff

LEARNING OUTCOMES

This 4 day non-residential program is designed to train participants in the physical side of trading. The realistic simulation(s) are balanced by a number of market related lectures. At the end of the course attendees will have gained an understanding of pricing to / dealing with corporations, hedge funds and mutual fund manager as well as using FX options to hedge exposures / express a view

- Interbank 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
- FX Futures trading

How it all works

The course uses real-life scenarios, some of which have actually occurred in the past, to create a realistic market environment. However unlike other course of this nature, the Dealing Simulation Course is not pre-programmed, it is truly interactive and the delegates themselves, along with the customers, are the market.

Delegates are split into teams of three or four and each will play different roles through the course; Chief Dealer, Electronic and Liquidity Trader, Voice Broker and Options Trader.

A scrolling news service operates throughout the course, pumping out news headlines that often mean nothing to the market; sometimes have a little influence; and other times trigger price volatility of differing magnitudes. Liquidity is accessed via an electronic RFQ (request for quote) system which enables delegate banks to call each other for prices and via the voice broker desk.

Into this mix, the delegate banks also have interaction and have to quote prices in varying amounts to corporate customers, hedge funds and real money fund managers – they also see liquidity from algorithmic trading firms and options desks.

The course is a mix of the live dealing sessions – as described above – and classroom lectures, delivered by market experts of long standing and designed to raise awareness of specific issues that go into creating a good trader. These lectures include (among many others);

- The Method and Psychology of Trading
- The Use of FX Options
- Using Technical Analysis
- Understanding Why Customers Use the FX Market
- Other products used in the OTC markets

To stress the interactive nature of the course, the course managers from ACI Australia are able to “dial” up and down the intensity and volatility within any given session, thus ensuring that no delegate is left behind or feeling overwhelmed. That said, this course represents, according to countless feedback from previous delegates, the hardest, most intense course delegates are ever likely to experience. They are on call 24 hours per day and are often woken during the night to be informed of orders that have been executed, or, in some circumstances to rush to the dealing room to undergo a disaster recovery scenario following events in offshore offices.

To ensure that no course is the same, ACI Australia has a library of “events” that trigger market movements; these can be dropped into the course at any time and as the course progresses, the intensity increases and the delegates are challenged to improve as the week progresses.

In short, delegates can expect to “enjoy” a week of hard trading, quoting customers in amounts ranging from 5 million to 100 million; running option strategies whilst at the same time making prices to three different counterparties – and ensuring they know their position at all times; and laying awake at night waiting for a call on their overnight position. In other words, they get to experience what an experienced trader goes through in ten years, in one week. They also get to test themselves psychologically in stressful situations they are unlikely to have experienced.

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 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 about trading.
- 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.
- 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.
- One of the most valuable training sessions I have had. This course gives FX salesmen real time exposure to market movement, liquidity, position and the pain/joy of profit and loss. Really enjoyed the course and think all sale-side people should have some form of training like this.
- I wanted to gain a good perspective on the mindset of traders, brokers, e-trader etc this gave me just that. I am completely satisfied
- My hardest – and best – week at work ever!

ABOUT THE PRESENTERS

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 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 market. Chris is currently a member of the ACI International Board of Education and has also been Chairman of the Education Committee for ACI Australia, Director and Secretary of ACI Australia, Vice President of ACI Singapore and a member of the Strategic Planning Group for ACI International.

Colin Lambert

Colin Lambert is Editor of Profit & Loss, Digital FX and ACI Briefing. Profit & Loss is 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 his time trading spot FX before he moved into 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.

Gary Latner

Gary has been on the broking side of foreign exchange for over 20 years, beginning his career at Astley and Pearce Sydney in 1987. He spent 4 years in Tokyo in the early '90s working on a large international spot broking desk. Gary returned to Sydney at the end of 1994 and continued spot broking until the end of 1996. After 3 years out of the market he returned with Reuters (now Thomson Reuters) on the electronic broking side. Gary has been assisting with the dealing simulations since 2003 and is now Treasurer of ACI Australia.

4 Day Program

DAY 1 – TUESDAY 27 MARCH 2012

- 9:00 Registration & Coffee/Tea
9:30 **Welcome & Opening Remarks**
Mr. Eddie Tan, President, ACI Asia
9:45 **Intro to Spot FX & Dealing Simulation Rules**

11:00 **Introduction to Dealing Simulation**
(Systems, Broking, Dealing, Terminals)

11:30 **Practice Dealing Session**
12:30 Lunch
13:30 **FXware Demonstration**

14:30 **Dealing Session 1 & FXware**
15:30 **Balance Dealing Session 1**
15:45 Afternoon Coffee/Tea
16:00 **Dealing Session 2 & FXware**
17:00 **Balance Dealing Session 2**
17:15 **Recap DS 1 & 2**

17:45 End Day 1
19:00 Pre-dinner Drinks
19:30 Welcome Dinner
20:30 End of Welcome Dinner

DAY 2 – WEDNESDAY 28 MARCH 2012

- 8:00 Registration & Coffee/Tea
8:15 Introduction to Day 2
8:30 **Order Management / Broking**

9:30 **Dealing Session 3 & FXware**
9:45 **Balance Dealing Session 3**
10:45 Morning Coffee/Tea
11:00 **FX Options**

12:15 Lunch
13:00 **Dealing Session 4 & FXware**
14:00 **Balance Dealing Session 4**
14:15 **Trading - Decision Making**

15:00 **Practical - Options Recap**

15:30 Afternoon Coffee/Tea
15:45 **Dealing Session 5**
17:00 **Balance Dealing Session 5**
17:15 **Method & Psychology of Trading**

18:15 **End of Method & Psychology of Trading**
19:30 Dinner
21:00 **Dealing the Old Way Rules**
21:30 **Dealing Session - Dealing the Old Way**
23:00 **Balance Dealing the Old Way**
End Day 2

DAY 3 - THURSDAY 29 MARCH 2012

- 8:15 Registration & Coffee/Tea
8:30 Introduction to Day 3
8:45 **FX Swaps**

10:00 **Dealing Session 6**
11:15 **Balance Dealing Session 6**
11:30 Morning Coffee/Tea
11:45 **Interest Rates & Other Economic Influences**

12:45 Lunch
13:45 **Dealing Session 7**
15:00 **Balance Dealing Session 7**
15:15 Afternoon Coffee/Tea
15:30 **Operational Risk / Risk Management /
New Regulations**

16:15 **Dealing Session 8**
17:30 **Balance Dealing Session 8**
17:45 End Day 3

DAY 4 - FRIDAY 30 MARCH 2012

- 8:15 Registration & Coffee/Tea

8:30 Introduction to Day 4
8:45 **Markets Best Practice - ACI Model Code**

9:45 **Dealing Session 9**
11:00 **Balance Dealing Session 9**
11:15 Morning Coffee/Tea
11:30 **Understanding the Role of the Central Bank**

12:30 Lunch
13:15 **Dealing Session 10**
14:30 **Balance Dealing Session 10**
14:45 Afternoon Coffee/Tea
15:00 **Exam**
16:30 **Awards Presentations**
17:00 End of Course

Please note that the programme is subject to change

REGISTRATION FORM

ACI SINGAPORE DEALING SIMULATION COURSE (Tuesday to Friday, 27 March – 30 March 2012)

PERSONAL DETAILS

Dr Mr Mrs Ms

Full Name _____

Designation _____

Company Name _____

Address _____

Telephone _____ Mobile _____

Email _____ Special Dietary Requirement _____

COURSE FEE PER DELEGATE: S\$4,494 (comprising fee S\$4,200 + 7% GST S\$294) includes course tuition, materials, scheduled activities, tea breaks and lunch breaks.

DECLARATION (This section is to be confirmed by Company's authorized signatory)

I declare that the information provided in this application form are true to the best of my knowledge and belief and that I have not willfully suppressed any material fact. I also understand that if after the approval of the application, it is found that I have made a false declaration or willfully suppressed material facts, the subsidy awarded will be recovered.

Name of Company's Authorised Signatory (Dr/Mr/Mrs/Ms)	
Designation	E-mail
Telephone No	Fax No
Authorised Signature / Date of Approval <i>(unsigned applications will not be processed)</i>	Company Stamp <i>(without company stamp, application will not be processed)</i>

Contact Person of Personnel/Human Resource/Secretary handling this application (Dr/Mr/Mrs/Ms)	
Company name in full (for course fee billing purpose)	
Mailing Address	
Designation	E-mail
Telephone No	Fax No

METHOD OF PAYMENT

Cheque / Bank Draft

A cheque/bank draft made payable to: "**ACI Singapore – The Financial Markets Association**" must be attached to your application and mailed to:

ACI Singapore – The Financial Markets Association
7500A Beach Road
#13-322, The Plaza
Singapore 199591
Attn: The Secretariat

Interbank GIRO

Account No. : 001-001368-8
Bank Account Name : ACI Singapore – The Financial Markets Association
Bank Name/No . : DBS Bank / 7171
Branch Name/No. : Shenton Way / 001

For Interbank Giro, please send us a credit advice once payment has been effected

Delegates' places are not guaranteed until payment has been received by ACI Singapore. An invoice will be issued.

CLOSING DATE

The closing date for submission of the application form is **Wednesday, 7 March 2012**. Applicants are encouraged to submit their application forms early, as places are strictly limited.

CANCELLATION

If the applicant is unable to attend the course, his/her institution may nominate another staff to attend the course in his/her place. The course fee will not be refunded for cancellation. The replacement staff will be screened for eligibility.

ENQUIRIES

For course enquiries, please contact ACI Singapore secretariat:

ACI Singapore – The Financial Markets Association
7500A Beach Road
#13-322, The Plaza
Singapore 199591
Tel 65 +67320430 | Fax 65 +67320425 | Email: enquiry@acisin.com

FUNDING

The Monetary Authority of Singapore (MAS) administers Financial Training Scheme (FTS) grants to financial sector organisations that sponsor eligible Singapore based participants to training programmes that meet qualifying criteria. For more details, please visit www.mas.gov.sg, or contact the MAS via fsdf@mas.gov.sg.

GENERAL INFORMATION

Please bring along a financial calculator as it is required during the training. Smart casual attire is acceptable. Shoes must be worn at all times.

DISCLAIMER

While every effort has been made to organize the course as indicated in this course application form, ACI Singapore reserves the right to make changes, postpone or cancel the Course as it deem fit. For postponement and cancellation, the course fee will be refunded.