

# Operations in Investment Banking and Securities Markets

## INTERMEDIATE CERTIFICATION

### Program Description

The Intermediate Certificate in Investment Banking and Securities Market Operations is designed to provide professionals with a comprehensive understanding of the techniques and products used by investment banks, and features tools for reviewing market conditions, techniques of portfolio management, and key product knowledge.

### Required Courses Included In Curriculum

- Introduction to Portfolio Management
- Understanding Market Conditions and Indicators
- Fixed-Income Product and Portfolio Analytics
- Cash Flow Forecasting and Analysis
- Managing Credit and Counterparty Risk
- Syndicated Loans and Credits
- Understanding the Public Markets for Debt and Equity
- Prime Brokerage, Institutional Investors, Funds and Fund-of-Funds
- Fundamentals of Risk Management and Hedging
- Option Pricing and Applications
- Operational Controls and Management of Derivative Products
- Legal and Regulatory Issues in Investment Banking and Securities Markets

The Globecon Institute reserves the right to modify, change or substitute Courses or Learning Units at any time, to guarantee a relevant and balanced learning experience.

### Study Requirements and Delivery

Delegates for this certification are expected to undertake between 10 – 12 hours effort per week. This grid below indicates the types of activities that delegates would undertake.

Learning Activity	Time allocated
Online, self study activities / resource room self study	70 hours
Live, in-class lectures and review	24 hours
Online video and/or audio lectures/Webinars	16 hours
Online mentorship and forum participation	10 hours
Assessment preparation	15 hours
<b>Total Hours</b>	<b>135 hours</b>

This certification is a blended education approach combining:

- A comprehensive student manual which serves as the guide for education activity;
- Online self-study materials, exercises, quizzes and learning activities;
- Live, face-to-face lectures and reviews;
- Pre-recorded video and / or audio lectures; and
- Online learning community through facilitated discussion forums, chat rooms and LiveHelp

### **Who Should Enroll**

Middle managers, project managers and staff in traditional finance areas such as investment banking and relationship management, research, structuring, sales and trading, risk management and originations, as well as those in areas such as accounting, audit, legal and compliance, information technology, systems, operations and human resources, whose background is not primarily in finance. In addition, new hire analysts and associates across all functional areas of the financial institution who need an understanding of Investment Banking and Securities Market Operations.

No prior in-depth knowledge of accounting, economics or finance is assumed, though it would be advantageous to have completed the Core Banking & Finance Knowledge Certificate.

### **What You Will Learn**

Upon completion of this certificate program, you will be able to:

- Appreciate the factors which affect the markets, and identify and quantify their effects
- Analyze market conditions using indicators, benchmarks and technical analysis
- Understand interest rate volatility and build and interpret yield curves
- Benchmark performance against the prevailing market
- Have an understand of key markets and products, including equity and fixed income
- Understand portfolio management and its use to mitigate credit risk

### **Certification Assessment**

One or more Mastery Tests and Assessment Activities are required for each subject in this certification. The goal of the tests and activities is to ensure delegates are able to apply their knowledge and skills to real industry situations. Mastery Tests are administered in person. Assessment Activities may include one or more or combination of case studies; exercises; project work; essays; and, reports.

### **Course completion requirements**

Delegates must successfully complete all core subjects (a total of 24 credits) within two (2) years of the initial date of enrolment. Typical delegates can achieve this qualification within 6 – 9 months.

### **Course Admission requirements**

Delegates must have completed the Graduate Certification in the Foundations of Finance prior to registering for this certification.

### **Other Intermediate Certifications**

The Foundations of Finance Certification provides successful delegates the core knowledge required in the financial services sector. Intermediate and Advanced specialized tracks are available to build on this foundation with advanced specialization and certifications.