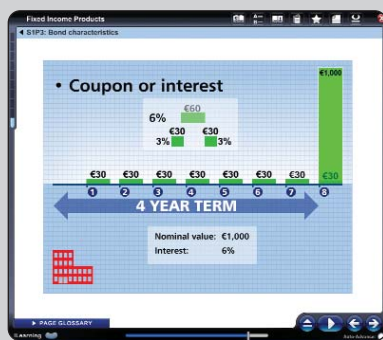


# Fixed Income Products E-learning course

Anyone working or hoping to work in the financial markets, directors and finance staff at corporates and existing and aspiring investors all need to understand fixed income products. CTG's Fixed Income Products e-learning training course provides practical, interactive training that will enable the user to learn about fixed income products in an enjoyable and inspiring way. The course uses voice, animation and exceptional graphics and will take one to two hours to complete, depending upon the capability of the delegate. The topics covered include bond terminology, determinants of the price of a bond, credit ratings, yields and yield curves, and trading strategies. Highlights and innovations include the way the course imparts and reinforces knowledge using a series of interactive questions, plus special features such as the bond 'slider' that enables the users to see what influence changing prevailing interest rates, credit rating and other features will have on the value of a bond. The course ends with a practical exercise that requires the delegate to choose the most appropriate bond for specific investors. All in all, an unrivalled and enjoyable way to discover the intricacies of the fixed income market.



	MOODY'S	STANDARD & POORS	
INVESTMENT Grade	Aaa	AAA	• investment grade
	Aa	AA	
	A	A	
NON-INVESTMENT Grade	Baa	BBB	• non-investment grade • sub-investment grade
	Ba	BB	
	B	B	
	Caa	CCC	
	Ca	CC	
	C	C	

## Target audience

- New starters at banks, asset management companies and other financial institutions
- Experienced staff within the commercial side of business needing to increase their awareness of fixed income products, such as; Board directors, Senior managers, Finance and treasury staff
- Early stage accountancy and MBA students
- Existing and aspiring investors wanting to know more about fixed income

## Learning outcomes

- On completion of this course, the delegate will be able to:
- Explain what a bond is, and why companies use them
  - Describe a bond's main characteristics
  - Correctly identify the factors that influence the price of a bond
  - Explain how agencies assign credit ratings to issuers
  - Explain the relationship between a bond's price and its yield
  - List the main different types of bond
  - Explain what a yield curve is, and why it may have a particular shape
  - Identify the correct bond for a given investor once that investor's preferences have been specified

## Benefits

- Pace of learning is entirely driven by the delegate
- Coverage is practical, interactive and memorable
- Increased knowledge retention
- The ability to revisit the contents
- Accessible from any location
- No associated travel or accommodation costs

## Why e-learning?

Technological developments and advances in instructional design mean that e-learning is no longer just a low-cost alternative to traditional training. In many respects, this course offers training which is actually superior to the majority of available 'classroom' options.

Convenience, cost efficiency and the enhanced effectiveness make e-learning the compelling option for training. Delegates can concentrate their efforts on what they need at any time, and in any place – they can learn at their own pace, repeating each section as many times as necessary for them.

## What's included?

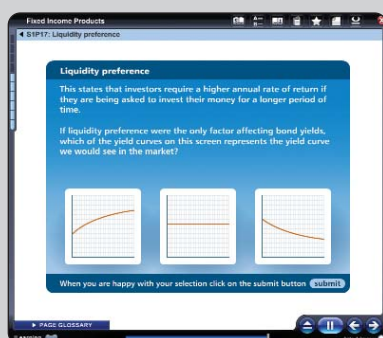
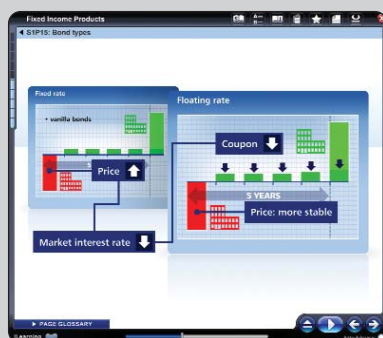
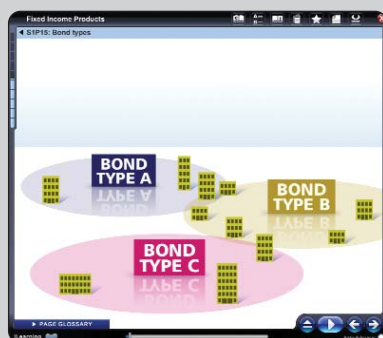
- The full course can be delivered by CD-ROM, network, intranet or hosted by CTG
- Easily digestible modules
- Quality graphics, captivating animations and a professional voiceover
- High degree of interactivity to maintain learner interest
- Special features include a unique bond 'slider' that enables the user to manipulate a number of variables including credit rating, prevailing interest rate and coupon rate and see the impact on the value of a bond. Additionally, the course concludes with an exercise exploring which of six real bonds are most appropriate for specific investors
- Additional features include learning by doing, with many of the concepts introduced and explored using interactive questions and responses
- Sticky notes, a 'favourites' option, simple administrative functionality, review bar and real-time pause are all incorporated into the product
- A comprehensive maintenance service so that the course is kept up to date
- Simple, logical navigation including keyword search



### Minimum Requirements

The course is designed to run on a multimedia PC with Windows, CD-ROM, sound and display resolution of at least 1024 x 768. Apple Mac course options are also available.

# Fixed Income Products Course Synopsis



## • Introduction to the course including navigation and key features

## • Introduction to bonds

> The similarities and broad differences between loans and bonds

## • Bond characteristics

- > Issuer
- > Term
- > Nominal value
- > Coupon

## • Bond factors

- > An interactive outline of the factors that drive the price of a bond

## • Introduction to valuing bonds

- > Outline of the concepts underlying bond valuation

## • Determining the price of a bond

- > The bond 'slider'

## • Bond issuers

- > Credit ratings

## • Yield and price

- > Exploring the relationship between the two

## • Bond types – an outline of the following types of bond:

- > Fixed rate bonds
- > Floating rate bonds
- > Index linked bonds
- > Zero coupon bonds
- > Callable bonds
- > Puttable bonds

## • Yield curves

- > Liquidity preference
- > Interest rate expectations
- > Market segmentation

## • Trading strategies

- > Interactive exercise involving matching investors with the most appropriate bond