



“ Our emphasis lies on teaching people how to do rather than know, so our education emphasizes knowing how more than knowing about. ”

Patrick Pancoast, Chief Learning Officer, Intuition



Intuition
Know-How

E-Learning Library



Our extensive library of premium financial markets e-learning courses addresses introductory to professional know-how requirements. Intuition's commitment to delivering the broadest and most sophisticated financial markets e-learning products ensures our extensive range of products and services are guaranteed to meet your needs.



Always Current

We deliver education that reflects the latest market innovations and practice.

Proven Learning Methodology

Courses ensure learners' connect with core learning concepts.

High Quality Content

Featuring best practice case studies written by experts.

An Involving Media Experience

Interactive simulations, audio highlights and role-playing scenarios aid in capturing the learner's attention.

Financial Markets Courses

Introduction to Financial Markets

Financial Markets - An Introduction
Money Markets - An Introduction
Foreign Exchange - Market Overview
Bonds - An Introduction
Bonds - Primary & Secondary Markets
Equities - An Introduction
Equities - Issuing

Building Blocks

Interest Calculations & Compounding
Present Value, Future Value & Discount Factor
NPV, IRR & Reinvestment Risk
Probability & Expected Return
Distributions & Confidence Levels
Math - Indices, Exponential,
 Logs & Geometric Series
Math - Differentiation & Integration
Interest Rate Volatility
Estimating Volatility

Money Markets

Money Markets - Interest Rates
Money Markets - Call & Fixed Deposits
Money Markets - Certificate of Deposit (CDs)
Money Markets - Bills of Exchange
Money Markets - Commercial Paper (CP)
Money Markets - Treasury Bills
Money Markets - Repurchase (Repo) Agreements
Money Market Calculations - Short Term Instruments

Money Market Calculations - Term Instruments
Money Market Futures

Foreign Exchange

Foreign Exchange - Market Evolution
Foreign Exchange - Introduction to the Spot Market
Foreign Exchange - Introduction to the Forwards Market
FX Dealing - Spot Market
FX Dealing - Forwards Market - An Introduction
FX Dealing - Forwards Markets -
 Hedging & Cash Management
FX Dealing - Forwards Market - Arbitrage & FX Swaps
FX Dealing - Forwards Market - Calculations
FX Dealing - Factors Influencing the FX Market
FX Dealing - The Typical Day
FX Option Trading

Equities

Equities - Valuation
UK Equity Market
US Equity Market
European Equity Markets
Japanese Equity Market
Canadian Equity Market
Singapore Equity Market
Hong Kong Equity Market
Equity Program Trading

Fixed Income

Bond Price & Yield to Maturity
Duration and Convexity

Fixed Income - Credit Risk
Eurobonds - An Introduction
Eurobonds - Issuing & Investing
Floating Rate Notes (FRNs)
UK Bond Market
US Bond Market
European Bond Markets
Japanese Bond Market
Canadian Bond Market
Bond Strategies - Fundamentals

Fixed Income Analysis

Bond Futures
Bond Futures Basis
Basis Trading
Zero-Coupon Bonds
Bond Hedging with Options
Bond Hedging with Swaps
Relative Value Trading - An Introduction
Relative Value Trading - Strategies & Risks
High-Yield Debt

Introduction to Derivatives

Derivatives - An Overview
Forwards - An Introduction
Futures - An Introduction
Futures - Major Futures Contracts
Swaps - An Introduction
Options - An Introduction
Forwards - Pricing & Contract Valuation

New

Futures

Futures - Hedging
Futures - Examples of Hedges
Futures - Trading
Futures - Arbitrage

Options

Volatility
Options - Introduction to Option Valuation
Options - Pricing Models
Options - The Binomial Option Pricing Model
Options - Greeks
Options - Monte Carlo Simulation
Options - Trading Strategies
Options - Managing an Option Portfolio

Exotic Options

Options - Exotic Options
Options - Barrier Options
Options - Average Rate Options
Options - Basket & Spread Options - An Introduction
Options - Basket & Spread Options - Pricing

Equity Derivatives

Equity Derivatives - An Introduction
Equity Derivatives - Equity Index Swaps
Equity Derivatives - Types
Convertibles - An Introduction
Convertibles - Introduction to Convertible Valuation
Warrants - An Introduction
Warrants - Pricing

New

Yield Curves

Building a Yield Curve
FRAs - An Introduction
FRAs - Pricing
Futures - Building A Yield Curve (Even Periods)
Futures - Building a Yield Curve (Actual Dates)

Interest Rate Options

Caps & Floors - An Introduction
Caps & Floors - Pricing

Caps & Floors - Chooser & Double-Strike Structures
Swaptions
Bermudan Swaptions
Callable Bonds
Options - Managing an Interest Rate Option Book

Structured Derivative Notes & Swaps

Range Accrual Structures
Capped & Collared FRNs
Reverse FRNs
Trigger Structures
CMS Option Structures
Power Reverse Dual Currency (PRDC) Notes
Target Redemption Notes (TARNs)

Interest Rate & Currency Swap Fundamentals

Swaps - Applications
Swaps - Pricing & Valuation (Part I)
Swaps - Pricing & Valuation (Part II)
Swaps - Applications for Corporates
Swaps - Applications for Institutional Investors
Swaps - Currency Swaps
Swaps - Documentation, Credit Risk & Termination
Swaps - Book Management

New
New

Interest Rate & Currency Swap Structures

Swaps - Variations
Swaps - In-Arrears Swaps
Swaps - Constant Maturity Swaps
Swaps - Forward, Amortizing & Zero-Coupon Swaps
Swaps - Asset Swaps - An Introduction
Swaps - Asset Swaps - Pricing
Swaps - Differential Swaps
Swaps - Overnight Indexed Swaps

Credit Derivatives

Credit Derivatives - An Introduction
Credit Derivatives - Types
Credit Derivatives - Regulation & Documentation
Credit Derivatives - Uses & Applications
Credit Derivatives - Pricing Methods
Credit Derivatives - Credit Default Swaps
Credit Derivatives - CDS Issues

New

Credit Derivatives - Credit Default Swap Valuation
Credit Derivatives - Total Rate of Return Swaps
Credit Derivatives - Credit-Linked Notes
Credit Derivatives - Credit Spread Options
Credit Derivatives - Basket Default Swaps
Credit Derivatives - Synthetic CDOs
Credit Derivatives - Capital Structure Arbitrage

Securitization

Securitization - Fundamentals
Securitization - Mortgage-Backed Securities
Securitization - European Mortgage-Backed Securities
Securitization - Commercial Mortgage-Backed Securities
Securitization - Asset-Backed Securities
Securitization - Credit Card ABS
Securitization - CDOs - An Introduction
Securitization - CDOs - Structures & Ratings

Inflation-Linked Instruments

Inflation-Linked Instruments – An Introduction
Inflation-Linked Instruments – Pricing

Corporate Valuation

Corporate Valuation - An Overview
Corporate Valuation - Public Comparables Analysis
Corporate Valuation - Acquisition Comparables Analysis
Corporate Valuation - Discounted Cash Flow (DCF)
Analysis
Corporate Valuation - Merger Consequences
Analysis

New

New

Bank Treasury Management

Treasury - Dealing Room Organization & Practices
Treasury Management - The Treasury Department
Treasury Management - The Finances of a Bank
Treasury Management - ALM - Fundamentals
Treasury Management - ALM Issues

Risk Management

Risk Management - An Overview
Risk Management - Categories of Risk
Risk Management - Anatomy of a Deal

Updated



Risk Management - Positions & P/L Calculations
Risk Management - Limits
Risk Management - Liquidity Analysis & Control
Risk Management - Interest Rate Risk Analysis
Risk Management - Int. Rate Risk Control (Case Studies)
Risk Management - Foreign Exchange Risk Analysis
Risk Management - Foreign Exchange Risk Control
Risk Management - Foreign Exchange Risk Revaluation
Operational Risk - An Introduction

Prime Brokerage

New

Regulatory Environment

Central Authorities
Basel II - An Overview
BIS Non Capital Adequacy Guidelines
EU Regulation
Ethics - Securities

VAR

VAR - An Introduction
VAR - Variance-Covariance Approach
VAR - Monte Carlo Simulation
VAR - Historical Simulation & Other issues

Credit Risk

Credit Risk - An Introduction
Credit Analysis
Credit Risk - Modeling - An Introduction
Credit Risk - Modeling - CreditMetrics™
Credit Risk - Modeling - CreditRisk+
Credit Risk - Modeling - KMV & Comparison of Models
Credit Risk - Mitigation

Introduction to Macroeconomics

Macroeconomics - An Overview
Macroeconomics - Measurement of GDP & GNP
Macroeconomics - Determinants of GDP
Macroeconomics - Inflation
Macroeconomics - Unemployment
Macroeconomics - The Balance of Payments
Macroeconomics - Fiscal Policy
Macroeconomics - Monetary Policy

Economic & Technical Analysis

Economic Indicators - Fundamentals
Economic Indicators in G5 Economies
Technical Analysis - An Overview
Technical Analysis - Charting
Technical Analysis - Tools & Techniques

Portfolio Theory

Market Efficiency - The Concept
Market Efficiency - The Evidence
Portfolio Theory - The Markowitz Model
Portfolio Theory - Single-Index & Multi-Index Models
Portfolio Theory - The Capital Asset Pricing Model (CAPM)
Portfolio Theory - Arbitrage Pricing Theory (APT)
Portfolio Theory - Performance Measurement Models

Introduction to Investment

Investment - An Introduction
Portfolio Management - Passive & Active Strategies
Hedge Funds

Mutual Funds

Investment Companies (US) - Fundamentals
Mutual Funds (US) - Fundamentals
Mutual Funds (US) - Prospectus, Quotes, Fees & Income
Mutual Funds (US) - Investing, Services & Taxation

Collective Investment Schemes (UK)

Collective Investment Schemes
Investment Trusts
Unit Trusts
Open-Ended Investment Companies (OEICs)

Budgeting and Financial Management

Budgeting - An Introduction
Preparing & Controlling a Budget
Credit Management
Financial Planning
Working Capital Management

Corporate Finance

Corporate Finance - An Introduction
Mergers & Acquisitions
Capital Structure
Dividend Policy
Evaluating Capital Investment Decisions
Weighted Average Cost of Capital (WACC)
Cash Management
Capital Budgeting

Commodities

Commodities - An Introduction
Commodities - Trading

Accounting / Valuation

Accounting - An Introduction
Financial Statements - Ratio Analysis
The Balance Sheet
The Income Statement
The Cashflow Statement
Understanding Financial Reports

Trade Processing

Trade Processing - An Introduction
Trade Processing - Fixed Income
Trade Processing - Equities
Trade Processing - Foreign Exchange
Trade Processing - Options
Trade Processing - Futures
Trade Processing - OTC Derivative Products
Trade Processing - Risks & Risk Management

Trade Finance & Letters of Credit

Trade Finance & Letters of Credit - An Introduction
Letters of Credit - Structures & Forms of Payment
Letters of Credit - Types

New

New

New

New

New

New

New

New

New

German Financial Markets Courses (Optional)

Derivate - Grundlagen

Derivate - ein Überblick
Termingeschäfte - eine Einführung
Futures - eine Einführung
Futures - wichtige Futures-Kontrakte
Swaps - eine Einführung
Optionen - eine Einführung

Compliance Courses (Optional)

FSA Regulation Courses

Financial Crime (Fraud & Money Laundering)
FSA Handbook - High Level Standards
Complaints Handling
Financial Resources: Calculating own Funds and Capital Resources
Retail Mediation Activities Return (RMAR)
Individual Capital Adequacy Standards (ICAS)



Data Protection (Optional)

UK Data Protection

Anti-Money Laundering Courses (Optional)

UK - Anti-Money Laundering
US - Anti-Money Laundering
Ireland - Anti-Money Laundering

Updated

Business Skills Courses (Optional)

Awareness

Diversity
Equality

Workplace Bullying
Dealing with Sexual Harassment
Health & Safety

Effective Manager

Effective Decision-Making
Effective Objective Setting
Effective Delegation
Effective Motivation
Effective Coaching
Effective Management of Change
Effective Team Building
Effective Team Leadership
Managing Problem Performance
Effective Time Management
Effective Meetings
Effective Communication

Project Management Fundamentals

Overview of Project Management
Initiating a Project
Planning Project Scope
Planning Project Activities
Planning Project Costs
Executing a Project
Controlling a Project
Closing a Project

Project Management Professional

Integration Management
Scope Management
Time Management I
Time Management II
Cost Management
Quality Management
Human Resources Management
Communications Management
Risk Management
Procurement Management

Sales Skills

Sales - Prospecting
Sales - Selling Value
Sales - Building Rapport & Call Introduction
Sales - Developing a Sales Solution
Sales - Selling the Benefits
Sales - Closing & Negotiating
Sales - After the Sale
Sales - Client Needs & the Sales Cycle

Computer Literacy Courses (Optional)

Microsoft Office Specialist

Word - 2000 and XP Core
Word - 2000 and XP Expert
Excel - 2000 and XP Core
Excel - 2000 and XP Expert
PowerPoint - 2000 and XP
Access - 2000 and XP Core
Outlook - 2000 and XP Comprehensive

**ECDL (European Computer
Driving Licence) Version 4**
**ICDL (International Computer
Driving Licence) Version 4**



New Content coming later this year

Commodities – Precious Metals
Commodities – Base Metals
Commodities – Emissions
Commodities – Oil
Commodities – Gas, Electricity & Coal
Commodities – Agricultural
Corporate Valuation – LBO Analysis
Corporate Finance – Measuring Business Performance (Part I - FCF)
Corporate Finance – Measuring Business Performance (Part II – Economic Profit)
Corporate Finance – Cost of Capital
Corporate Finance – Dividend Policy
Corporate Finance – Acquisition Analysis
Swaps – Credit Exposure
Economic Indicators
Equities – Electronic Trading
Equities – Equity Finance
Equities – Portfolio Swaps
Equities – Retail Products
Equity-Linked Hedge Fund Strategies
Equity Research
Equities – Sector Analysis
Correlation & Regression Analysis

Correlation in CDS-Linked Products
Index-Linked CDOs
Term-Structure Modeling
Hong Kong Anti-Money Laundering
Australia Anti-Money Laundering



Contact

For more information contact us on info@intuition.com or visit www.intuition.com

London

Tel: +44 20 7337 3450

Dublin

Tel: +353 1 605 4300

Singapore

Tel: +65 6827 9644

New York

Tel: +1 212 838 7115

Hong Kong

Tel: +852 2445 0283

www.intuitionknowhow.com

