mindnudge
learning that works

Domain Matters

Preparing technologists for business

Smarter Employees, Smarter Business

When employees understand business, they make better decisions. When they don't, they either jump ship, or worse, stay and perform low.

Designed for real, sustainable learning

Our learning model breaks all the rules of traditional learning and brings latest insights from cognitive science to corporate training environment. These ground-breaking ideas lift your enterprise knowledge quotient and bottom-line results by driving long-term retention and solid confidence to apply knowledge at work.

All our learning is deployed over a longer time span and reinforced at predefined intervals. This achieves longer-term retention in your employees and better results for your business.

Our learning material is sprinkled with quizzes, assessments, case studies and workshops because active retrieval promotes long-term and meaningful learning.

All our quizzes, assessments, case studies and workshops identify what people know, and how confident they are about their knowledge. It helps us accurately identify knowledge gaps and plug them to create a skilled and confident workforce.

72% CIOs face a dearth of employees who can combine IT savvy with business acumen

-McKinsey Global Survey

Curriculum

Our flexible yet structured curriculum covers Investment Banking front to back. We recommend two core modules for most technologists before they take any other modules.

Course Grid

Investment Banking	360			
Global Financial Markets	361			
	Rates	**Credit**	**FX**	**Equities**
Securities	466*	466*	466*	474
- Types & Characteristics			469*	574
- Market Participants		566**	569*	
- Uses and Applications				
- Primary Markets	469	470	471	
- Secondary Markets	569	570	571	
- Factors affecting valuation				
Regulatory Environment	488 588			
Post-Trade Operations - Trade Support - Trade Confirmation & Allocation (TCA) - Clearing - Transaction Reporting - Brokerage Fees & Commission - Settlement - Corporate Actions	490 590			
Risk Management - Interest Rate Risk - Liquidity Risk - Operational Risk - Environmental, Social & Ethical Risk	482 582			
- Market Risk	483 583			
- Credit Risk	484 584			
Data Services - Static data maintenance - Legal Entity maintenance - Counterparties & SSIs - Product master maintenance - Price maintenance	499			

*Pre-requisite
** Optional

Recommended Core

Investment Banking — **360**

Overview of Investment Banking
- History, business, types of banks, league tables…

Business Environment
- Key environmental factors, central banks, major players, rating agencies, clearing houses, regulators…

Business Functions
- M&A, Advisory, Trading, Research, Underwriting, Asset Management …

Trends in Investment Banking
Technology in Investment M&A

Global Financial Markets — **361**

Introduction to Financial Markets
Introduction to Money Markets
Introduction to Bonds
Introduction to Financial Mathematics
Introduction to Equities
Introduction to Foreign Exchange
Introduction to Derivatives
Introduction to Alternative Assets
Introduction to Risk Management

Electives

	Level I (Essentials)	Level II (Intermediate)
Fixed Income	466 Fixed Income Securities - Types & Characteristics Fixed Income Markets - Issuance, Trading & Funding Bond Prices & Yields Building a Yield Curve Risks associated with Fixed Income Securities Duration, Immunization & Convexity Bond Market Indices	566 An Introduction to Securitization Mortgage-Backed Securities (MBS) Commercial Mortgage-Backed Securities Asset-Backed Securities (ABS) Credit Card ABS CDOs - Structures & Ratings Collateralized Mortgage Obligations
Rates	469 Forward Contracts Forward Rates Forward Rate Agreements Interest Rate Futures Treasury Bond Futures Eurodollar Futures Interest Rate Options Interest Rate Swaps	569 Applications of Swaps Currency Swaps Forward, Amortizing, and Zero Coupon Swaps Overnight Indexed Swaps Constant Maturity Swaps Inflation-Linked Instruments – An Introduction Introduction to Caps and Floors Swaptions
Credit	470 Corporate Bonds Medium Term Notes Credit Spreads and Curves Credit Analysis Ratings Agencies International Bond Market Eurobond Market Emerging Markets Debt	570 Credit Derivatives - Introduction - Types - Regulation (Basel II, III) & Documentation - Uses & Applications - Pricing Methods - Credit Default Swaps - Total Rate of Return Swaps - Credit Linked Notes - Credit Spread Options - Basket Default Swaps - CDS Indices Structured Products - Major Types Structured Products - Valuation & Risks
Foreign Exchange	471 Market Evolution Spot Market Forwards Market - Introduction - Hedging & Cash Management - Arbitrage & FX Swaps Factors Influencing the FX Market	571 Cross currency Swaps Foreign Exchange Options FX - Calculations FX Option Trading Securitization - An Introduction
Equities	474 Primary & Secondary Markets Trading Equity Program Trading High Frequency Trading Dark Pools Equities - Research & Valuation Equities - Returns-Based Valuation Equity Portfolio Management - Risk & Return Equity Portfolio Management - Indexes & Hedging Margin	574 Equity Derivatives - Introduction - Types Convertibles Contingent Convertibles (CoCos) Warrants Equity Index Swaps

	Level I (Essentials)	Level II (Intermediate)
Derivatives	478	578
	Overview of Derivative Instruments Forwards Futures Markets Equity Futures Interest Rate Futures Introduction to Swaps Swap Applications & Non-vanilla swaps Options - Introduction to Option Valuation Options - Future Asset Prices & Volatility Options - Trading Strategies	Forwards & Futures - Pricing Options Pricing Swap Pricing Swaps - Pricing & Valuation (Part I) Swaps - Pricing & Valuation (Part II) Forwards & Futures - Hedging (Part I) Forwards & Futures - Hedging (Part II) Options - Replication, Risk-Neutrality, & Black-Scholes Options - Beyond Black-Scholes Options Greeks (Part I) Options Greeks (Part II) Exotic Options
Economics	464	
	Macroeconomics - Gross Domestic Product (GDP) Macroeconomics - Balance of Payments Macroeconomics - Monetary Policy Money Markets - Interest Rates Macroeconomics - Fiscal Policy Macroeconomics - Inflation Macroeconomics – Unemployment	
Money Markets	467	
	Interest Rates Fed Funds Rate Eurodollar Rate LIBOR Call & Fixed Deposits Treasury Bills Repurchase (Repo) Agreements Money Market Mathematics - Short-term Instruments - Term Instruments	
Alternative Investments	480	580
	Mutual Funds (US) - An Introduction Closed-End Funds & Unit Investment Trusts (US) Exchange-Traded Funds (ETFs) Private Banking & Wealth Management - An Introduction Hedge Funds - An Introduction Commodities - An Introduction Structured Products - An Introduction Real Estate - An Introduction	Mutual Funds (US) - Investing Real Estate - Investing Hedge Funds - Investing Hedge Funds - Styles Private Equity (Part I) Private Equity (Part II)
Regulatory Environment	488	588
	Banking Regulation - An Introduction Financial Authorities - US, UK, Europe, Asia Basel III - An Introduction Dodd-Frank Act - An Overview Foreign Account Tax Compliance Act (FATCA) Markets in Financial Instruments Directive (MiFID) European Market Infrastructure Regulation (EMIR)	Basel II & Basel 2.5 Basel III - An Introduction Basel III - Capital Basel III - Risk Coverage Basel III - Liquidity & Leverage Basel III - Pillar 2 & Pillar 3

	Level I (Essentials)	Level II (Intermediate)
Trade Life Cycle	490	590
	Overview: Challenges & Opportunity Trade Capture Verification & Confirmation Settlement & Netting Reconciliation Accounting Post-Trade Operations	Operations – Wall Street Data flow Operations – Entity Relationships & Semantic Networks Equities Fixed Income Foreign Exchange Options Futures OTC Derivatives Detailed Study of Clearing Architectures Regulation, Compliance and Market Surveillance
Risk Management	482	582
	Risk Management - An Introduction Risk - Measurement & Management Interest Rate Risk - Identification & Measurement Market Risk - Identification & Measurement Liquidity Risk - Identification & Measurement Credit Risk - Identification & Measurement Operational Risk - Identification & Measurement Environment, Social & Ethical Risk Management VAR - An Introduction	Interest Rate Risk - Management Market Risk - Management & Regulation Liquidity Risk - Management & Regulation Credit Risk - Management & Regulation Operational Risk - Management & Regulation VAR - Variance-Covariance Approach VAR - Monte Carlo Simulation VAR - Historical Simulation & Other Issues
Market Risk	483	583
	Essentials of Market Risk Managing Market Risk Managing Interest Rate and Foreign Exchange Risk Managing Equities and Commodities Risk Overview of CEM and Counterparty Risk Managing Market Risk for Credit products Stress Testing	Exposure-based market risk measurement Application of statistics for risk measurement Forecasting probability distributions of market factor changes VAR calculation; Comparison of VAR/COVAR, MC and HC VAR applications; comprehensive measurement of market risk Beyond "normal" VAR Market risk management function
Credit Risk	484	584
	Introduction to Credit Risk Types of Credit Risk Credit Risk - Measurement & Capital Requirements Lessons from the Financial Crisis	Introduction to Credit Risk Management Credit Risk Management Framework Stakeholders Strategic & Business Unit Management Credit Culture Risk & Reward Data & Reporting
Data Services	499	
	Reference Data Services Static data maintenance Legal Entity maintenance Counterparties & SSIs Product master maintenance Price maintenance	
Portfolio Management	494	594
	Asset Management - An Introduction Asset Allocation - An Introduction 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 Portfolio Management - Passive & Active Strategies Strategic Asset Allocation Tactical Asset Allocation Deriving the Optimal Portfolio Bond Strategies - Fundamentals Equity Portfolio Management - Risk & Return Equity Portfolio Management - Indexes & Hedging
Prime Brokerage	498	598
	Introduction to Prime Brokerage Introduction to Hedge Funds Prime Broker - Institution Relationship Trading & Economic Factors Business Environment Trends in Prime Brokerage	Cross-Asset Prime Brokerage Securities Lending Technology in Prime Brokerage

Smarter Companies

RBS

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