



## **TRAINING FOR THE FINANCIAL SERVICES INDUSTRY**

### **Introduction to Securities**

#### **An introduction to the Financial Services Industry**

The course is designed for individuals that are new to the Financial Services Industry or are interested in learning more about how Financial Markets work. The course is about 4 ½ hours in total and comprises of six modules presented during morning and afternoon sessions. The course covers a variety of core industry concepts which will be invaluable to new starters or consultants wishing to move into the financial services industry and each sessions has additional time set aside for ‘questions and answers’.

1. The difference between Stocks and Shares – as well as other types of securities  
The difference between Loan Stocks/Bonds and Equities as well as a brief look at Collectives and other types of securities
  
2. The different types of Stock broker and how their businesses operate  
The differences between Agency and Principal Brokers, the services provided by Market Makers, Investment bankers and Private Client brokers with an examination of ‘competing quotes’ as well as the SETs Order book operate
  
3. The concept of Settlement and details of how Crest and Euroclear settle trades  
The nature of how settlement takes place in dematerialised settlement systems such as Crest and Euroclear coupled with an explanation of DVP and FP settlement
  
4. How Options, Futures and Derivatives work  
A look at how Options contracts, Futures and other ‘contracts for differences’ operate and how they are traded in the markets
  
5. The difference between Coupons and Dividends as well as a look at P/E Ratios, Bond and Equity Yields and Average Weighted Duration  
The differences between a coupon and dividend payment and a look at how the ‘Price to Earnings Ratio’ and ‘Average Weighted Duration’ for bonds are calculated
  
6. What ‘Corporate actions’ are and how they affect securities  
A definition of a ‘corporate action’ and detailed explanations of Rights and Bonus Issues, new issues, shares splits and how a takeover is actioned and completed.

Candidates will also be given an opportunity to ask Questions on any aspect of the material following the sessions