

2012

UK & Ireland Financial Training Calendar



Progress your career to the next level and enhance your potential earnings

Who we are



“Deep and extensive technical knowledge from the tutor has helped me significantly”

Analyst, KPMG



“Very knowledgeable presenters. The info was presented at a good speed appropriate for the entire group”

Past delegate, JP MORGAN

develop your skills in 2012

- **Progress your career** to the next level and enhance your potential earnings
- **Alleviate the stress of your work** by gaining the skills to enhance your productivity
- Network with peers, benchmark your strategies and **uncover what is proving effective for other industry professionals**

10 reasons to choose euromoney financial training uk & ireland

- We have over **24 years experience** and has trained over **100,000 professionals** from the leading financial institutions and corporations.
- **Our clients include: Standard Chartered Bank, European Investment Bank, JP Morgan, Shell & EDF Energy**
- **Instructors/guest speakers are the most reputable in the industry** and have over 15 years of experience
- Group sizes are restricted to ensure **optimum contact time with the facilitator**
- **Courses are constantly reviewed and revamped** to meet the latest legislative and market challenges
- **Gain CPD points** towards your accreditation
- We have been **accredited by the British Accreditation Council (BAC)**
- You will receive an **official prestigious certificate**
- Courses are run in 4-5 star hotels. **Train in complete comfort**
- **Our courses are run in London, the financial hub of the world.** Make the most of your time in London and explore the city

Quote your online Course Code when registering for your chance to win **£50 of Amazon vouchers***

3 Easy steps to register:

1. Select the course(s) you are interested in from the calendar
2. Make note of this course(s) unique “course code” (this can be found on the last column of the calendar on the next few pages. For example EIF1234-W)
3. Visit **www.euromoneytraining.com** and enter your course code (as displayed below)



Register on-line at: www.euromoneytraining.com/events

IMPORTANT INFORMATION - YOUR COURSE CODE:

This is found next to course dates on the following pages. For example:
EIF1234-W

Please ensure you enter your course code when registering and you will be entered into our monthly prize draw to win £50 of Amazon vouchers



If you have any queries please email us at training@euromoneytraining.com or call us on +44 (0)207 779 7391

Courses are held in Central London

ASSET MANAGEMENT

London School of Investment Management <i>Advance your skills to enhance returns, reduce risks as well as attract & retain investor</i>			2-12 July	3-13 Dec	EIF3273-C
Portfolio Management Techniques <i>Managing fixed income, equity and alternative portfolios</i>			16-19 Apr	8-11 Oct	EIF3246-C
Risk Management in Asset Management NEW <i>How to implement a risk management framework within asset management firms</i>	TBC				EIF3364-C
Investing in Alternative Asset Classes NEW <i>Exploring private equity, hedge funds, commodities, real estate, FX and ETFs as asset classes</i>			9-11 May	19-21 Nov	EIF3365-C

AUDITING, ACCOUNTING, COMPLIANCE & OPERATIONS

Accounting for Derivatives <i>The Fundamentals of derivatives and hedging issues and their impact on accounting standards.</i>	29 Feb - 2 Mar		26-28 Sep		EIF3334-C
Back Office Management <i>Streamline front to back operations, optimise STP and settlements and reduce risks</i>	27-30 Mar		11-14 Sep		EIF3279-C
International Financial Reporting Standards <i>Learn how to provide up-to-date, transparent and forthright financial reporting</i>			21-25 May	1-5 Oct	EIF3227-C
IPSAS NEW <i>A complete guide to IPSAS compliance for public sector organisations</i>			9-13 Jul		
Strategic Planning, Effective Budgeting & Cost Control <i>Meeting business needs by effective cost management</i>			11-15 June	3-7 Dec	EIF3307-C
Securities & Derivatives Operations & Processing <i>Clearing & settlement processes for financial instruments</i>			18-20 Apr	12-14 Sep	EIF3331-C

CAPITAL, MONEY MARKETS & GLOBAL BANKING

School of Bond and Fixed Income Products <i>Structures and applications of bonds and fixed income products</i>	20-25 Feb		10-15 Sep		EIF3303-C
How the Financial Markets Work <i>Introducing international money and capital markets</i>			11-15 Jun	3-7 Dec	EIF3262-C
Understanding the Trade Lifecycle <i>What IT & Operations professionals need to know about the processes behind trading</i>			2-4 Jul		EIF3329-C
FX & Money Markets <i>Market dynamics, instruments and arbitrage and hedging opportunities</i>			19-22 Jun	04-07 Dec	EIF3305-C
Trading Simulation NEW <i>The reasons why people trade, the techniques they use and the associated risks</i>			18-20 Apr	15-17 Oct	EIF3316-C
Debt Capital Markets <i>Exploring debt financing and the types of borrowers and instruments available</i>	7-9 Mar		17-19 Sep		EIF3216-C
Covered Bonds <i>Learn the new dynamics of the covered bonds market post credit crisis</i>			18-20 Jun	10-12 Dec	EIF3348-C
Integrated Collateral Management NEW <i>Understanding triparty securities lending</i>			TBC		EIF3366-C

CORPORATE FINANCE

London School of Corporate Finance <i>Valuing and structuring all corporate finance transactions</i>			23-27 Apr	1-5 Oct	EIF3218-C
Finance for Non Financial Managers NEW <i>The fundamentals of finance and accounting</i>				TBC	EIF3367-C
Company Analysis: Valuation, Forecasting and Modelling <i>Learn fundamental analysis and forecasting skills</i>	12-16 Mar		2-6 Jul	3-7 Dec	EIF3267-C
Advanced Company Analysis, Valuation & Financial Modelling <i>Advanced fundamental analysis and forecasting skills</i>	20-24 Feb		17-21 Sep		EIF3264-C
Financial Modelling in Excel <i>Constructing financial models and analysing their applications</i>	21-23 Mar		16-18 Jul	12-14 Nov	EIF3223-C
Oil and Gas Valuation <i>Valuing and measuring the performance of oil and gas companies</i>	14-17 Feb				EIF3242-C
IPOs: Managing, Underwriting and Pricing <i>Arranging, managing and pricing successful IPOs</i>			3-6 Jul		EIF3282-C
Mergers and Acquisitions <i>Structuring and financing M&A deals</i>	7-10 Feb		21-24 Aug		EIF3284-C
Mergers & Acquisitions Modelling <i>Valuing, structuring and financing M&A deals</i>			22-25 May		EIF3241-C
Private Equity <i>Analysing, valuing and financing private equity deals</i>			25-27 Jun		EIF3332-C

Feb-Mar 12

Apr-Jun 12

Jul-Sept 12

Oct-Dec 12

Course Codes

Courses are held in Central London

CREDIT

	Feb-Mar 12	Apr-Jun 12	Jul-Sept 12	Oct-Dec 12	Course Codes
London school of Credit analysis <i>Assessing the regulations, debt issues, corporate loan workouts and financial restructuring</i>			9-13 Jul		EIF3344-C
Corporate Credit Analysis and Financial Modelling <i>Analysing corporate credit risk and assessing an appropriate return</i>		16-20 Apr		12-16 Nov	EIF3214-C
Loan Restructuring and Workouts <i>Understanding the syndication of leveraged loans & the loan market</i>		22-24 May		21-23 Nov	EIF3229-C
Syndicated Loans <i>Structuring and pricing syndicated loans</i>	26-28 Mar		26-28 Sep		EIF3288-C
Sovereign Risk Analysis NEW <i>Assess & manage sovereign risks through a wide range of case studies</i>	13-15 Feb				EIF3255-C
Credit Risk Modelling NEW <i>Exploring credit risk models and credit risk management under Basel III</i>		TBC		TBC	EIF3368-C

DERIVATIVES/STRUCTURED FINANCE

London School of Derivatives <i>Pricing, trading and risk management of derivatives</i>			2-6 Jul		EIF3301-C
Euromoney Swaps Masterclass <i>Introduction to structuring and risk management of swaps</i>	13-17 Feb		20-24 Aug		EIF3220-C
Options Workshop <i>Trading and risk management</i>	29 Feb- 2 Mar		10-12 Sep		EIF3269-C
Interest Rate Derivatives <i>Structuring, pricing and hedging</i>		26-29 Jun		17-20 Dec	EIF3322-C
Inflation Linked Products NEW <i>oring Markets, Instruments and Strategies</i>		16-17 Apr		9-10 Oct	EIF3359-C
Equity Structured Products <i>Equity derivatives, structured products and 2nd generation volatility products</i>		2-4 May		21-23 Nov	EIF3271-C
Credit Derivatives <i>Products and strategies post credit crisis</i>		2-4 Apr		24-26 Oct	EIF3318-C
Commodity Markets, Derivatives & Finance <i>The markets, derivatives products and financing structures</i>		21-25 May		26-30 Nov	EIF3212-C
Asset Securitisation Post Credit Crisis NEW <i>Discover the future of securitisation and it's role in the credit crisis</i>	14-16 Mar		24-26 Sep		EIF3299-C
Cashflow Modelling for Securitisation <i>A 4-day practical, computer-based securitisation modelling programme</i>	13-15 Feb		22-24 Aug		EIF3356-C
Energy Derivatives NEW <i>Real options, synthetic and structured products for origination and risk management</i>		24-26 Apr			EIF3345-C

ISLAMIC FINANCE

Islamic Finance - Theory & Practice <i>Interpretations and applications of Shari'ah to financial markets</i>		23-25 May		26-28 Nov	EIF3296-C
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PRIVATE BANKING

London School of Private Banking <i>Asset allocation, estate planning, investment products and business development</i>		21-25 May		10-14 Dec	EIF3234-C
Private Banking increasing client acquisition, retention <i>Enhancing client acquisition, retention and business development</i>	5-7 Mar		19-21 Sep		EIF3210-C

PROJECT FINANCE

Project Finance Workshop <i>Understanding the crucial factors and techniques used in structuring project financings</i>		11-14 Jun		3-6 Dec	EIF3250-C
Advanced Project Finance Workshop <i>Examining the latest structuring, funding and cashflow modelling techniques</i>	20-24 Feb		17-21 Sep		EIF3205-C
Project Finance for PPP Projects <i>Training on project structuring and financing for PPP</i>	14-17 feb		24-27 Sep		EIF3248-C
Modelling for Project Finance <i>Developing sophisticated and robust project finance models</i>	13-16 Mar		21-24 Aug	15-18 Oct	EIF3292-C
Oil, Gas & Power Project Finance <i>Learn cash flow analysis and modeling for oil, gas and power projects</i>		18-20 Apr		17-19 Oct	EIF3244-C
Renewable Energy Project Finance <i>Discussing approaches to financing wind, biomass, solar and other renewable projects</i>		27-29 Jun		17-19 Dec	EIF3289-C
Infrastructure Project Finance <i>Exploring, financing and structuring of infrastructure transactions</i>		TBC		TBC	EIF3049-C

Courses are held in Central London

REAL ESTATE

Real Estate Finance

Understanding the process of real estate investment and finance issues

Real Estate Cashflow and Financial Modelling

Evaluate the financial feasibility of interesting in complex real estate deals

RETAIL BANKING

London School of Retail Banking

Implementing marketing and distribution strategies in global retail banking

Branch Banking Strategies **NEW**

Boosting sales, service and profitability in your branch network

Retail Credit Risk and Credit Scoring **NEW**

The effective use of credit scoring and scorecards in managing credit risk

RISK MANAGEMENT

London School of Bank Risk Management

Overview of modern risk management

Enterprise Risk Management

Constructing and executing an effective ERM framework

Operational Risk Management

Mitigating and controlling operational risk under Basel II

Counterparty Credit Risk and CVA of OTC Derivatives **NEW**

Measuring, pricing, and hedging counterparty credit exposure

Liquidity Risk Management

Measuring and managing liquidity risk and its regulatory regime

"Basel III" and the New Bank Capital Rules **NEW**

Comprehensive update on Basel capital & liquidity reforms for banks

Effective Risk Management Oversight for Board Members and Executives **NEW**

Leveraging risk management in your organisation

STRATEGY & SENIOR MANAGEMENT DEVELOPMENT

London School of Management & Leadership

Innovative leadership & management techniques

Corporate Banking Masterclass **NEW**

Reviewing the main challenges in the post 2008 and 2011 banking crisis environment

Best Practice Management of Banks

Best practice business strategies & management methods adopted by leading banks

Corporate Governance

Examining the current best practices of corporate governance and their implementation

Mastering Financial Negotiations

Mastering skills for achieving win/win financial negotiations

Strategic Marketing in Financial Services

Learn how to develop successful marketing strategies to increase your company's profits

TRADE & COMMODITY FINANCE

London School of Trade Finance

Learn all aspects of international trade and commodity finance in practice

Structured Trade & Commodity Finance

Risk management and financing of commodities and structured approach to trade finance

Shipping Finance

Recovery strategies for the shipping industry

Trade and Supply Chain Finance **NEW**

Understanding latest trends in an emerging high-value business around trade and trade finance

TREASURY & ALM

London School of Treasury Management

Assessing treasury risk management instruments and their applications

Treasury Products Workshop

Understanding of the products used by banks and corporate treasuries

Treasury Risk Management

Coverage of the techniques available for modern treasury management

Strategic ALM & Capital Adequacy

Understanding the strategic, technical and operational aspects of global ALM

Dec-Mar 12

Apr-Jun 12

Jul-Sept 12

Oct-Dec 12

Course Codes

16-19 Apr

10-13 Sep

EIF3253-C

15-17 Feb

14-16 Aug

EIF3252-C

19-23 Mar

10-14 Sep

EIF3236-C

26-29 Nov

EIF3208-C

24-27 Apr

8-11 Oct

EIF3369-C

21-25 May

12-16 Nov

EIF3230-C

16-19 Jul

EIF3325-C

14-16 May

19-21 Nov

EIF3338-C

14-15 May

5-6 Nov

EIF3336-C

19-21 Mar

26-28 Sep

EIF3320-C

11-13 Jul

EIF3206-C

23-25 Apr

15-17 Oct

EIF3324-C

25-29 Jun

10-14 Dec

EIF3232-C

18-22 Jun

3-7 Dec

EIF3370-C

11-14 Jun

3-6 Dec

EIF3277-C

28-31 May

5-8 Nov

EIF3281-C

28-30 Mar

12-14 Sep

EIF3286-C

23-26 Apr

EIF3256-C

11-15 Jun

10-14 Dec

EIF3238-C

16-19 Apr

26-28 Nov

EIF3294-C

18-20 Jun

EIF3355-C

14-16 May

26-28 Nov

EIF3362-C

25 Jun -
6 Jul

3-14 Dec

EIF3240-C

21-24 Feb

17-20 Sep

EIF3258-C

23-27 Apr

8-12 Oct

EIF3260-C

18-21 Sep

EIF3327-C

What are Euromoney London Schools?

The Euromoney London Schools are a series of training courses carefully designed to cover more in-depth material than a traditional course. These courses run from 5-12 days and have been individually tailored to ensure you get the best mix of theory and practice. Spending more quality time on the course ensure you will have a thorough understanding of the subject matter.

Key reasons to attend one of the Euromoney London Schools:

- **Highly comprehensive and intensive programmes** – designed to give you a thorough and up-to-date learning experience
- **Expert and qualified trainers** – only our best trainers are chosen to deliver these London Schools of Finance, so you can be certain that you gain maximum value
- **Unique in their approach** – these courses are packed with practical examples, workshops, exercises, real-life case studies guaranteeing complete relevancy
- **Practitioner guest speaker presentations** – learn from an industry specialist who will provide you with a multi dimensional perspective to the challenges you face
- **Limited spaces and customised service** – by attending one of the London Schools of Finance you benefit from tailored presentations and a personal approach to tuition
- **The London Schools of Finance' has an international reputation for providing best-in-class training** – we have successfully trained financial professionals from all over the world for the past 24 years



You are close to the Capital's entertainment and attractions



“ Perfect trainer, loved his way of presenting...there were a lot of practical examples”

Director, Royal Bank of Scotland



An opportunity to network with industry peers

Euromoney London Schools

Our Schools run from 5-12 days and have been individually tailored to ensure you get the best mix of theory and practice. These comprehensive programmes cover more in-depth material than a traditional course.

	Feb-Mar 12	Apr-Jun 12	Jul-Sept 12	Oct-Dec 12	Course Codes
LONDON SCHOOLS OF FINANCE					
London School of Credit Analysis <i>Assessing the regulations, rating agencies, debt issues, corporate loan workouts & financial restructuring</i>			9-13 Jul		EIF3344-C
London School of Derivatives <i>Pricing, trading and risk management of derivatives</i>			2-6 Jul		EIF3220-C
School of Bond & Fixed Income Products* <i>Structures and applications of bonds and fixed income products</i>	20-25 Feb		10-15 Sep		EIF3303-C
London School of Corporate Finance <i>Valuing and structuring all corporate finance transactions</i>		23-27 Apr		1-5 Oct	EIF3218-C
London School of Bank Risk Management <i>Overview of modern risk management</i>		21-25 May		12-16 Nov	EIF3230-C
London School of Investment Management <i>Advance your skills to enhance returns, reduce risks as well as attract & retain investors</i>			2-12 Jul	3-13 Dec	EIF3273-C
London School of Management & Leadership for Bankers & Financial Managers <i>Innovative leadership & management techniques</i>		25-29 Jun		10-14 Dec	EIF3277-C
London School of Private Banking <i>Asset allocation, estate planning, investment products and business development</i>		21-25 May		10-14 Dec	EIF3234-C
London School of Retail Banking <i>Implementing marketing and distribution strategies in global retail banking</i>		19-23 May	10-14 Sep		EIF3236-C
London School of Trade Finance <i>Learn all aspects of international trade and commodity finance in practice</i>		11-15 Jun		10-14 Dec	EIF3238-C
London School of Treasury Management <i>Assessing treasury risk management instruments and their applications</i>		25 Jun - 6 Jul		3-14 Dec	EIF3240-C

*Denotes a fully residential training course (all meals and accommodation are included)

“I took away a lot of valuable information that I intend to implement across the board”

Past delegate

Fidelity Bank Plc

“What a difference a 3-day course can make! I am already beginning to see the improvements”

Past delegate

HSBC Bank





Watch our new video online



Never been on our training courses before? Get a feel of what it's like by watching our recently produced video. Euromoney Financial Training UK & Ireland offers you high quality training that can be applied immediately upon your return to work, but don't take our word for it. Visit: www.euromoneytraining.com/london and watch a short video clip of what some of our past delegates have said about us.

Register on-line at: www.euromoneytraining.com/events

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If you have any queries please email us at training@euromoneytraining.com or call us on +44 (0)207 779 7391

Group booking discounts** (Valid across all our courses)



2 delegates - 5% discount



3 delegates - 10% discount



4 delegates - 12% discount



5 delegates - 15% discount

**Available for delegates from one organisation attending the same course

Euromoney Financial Training have been accredited by the



- ✓ The highest and most recognisable standard for educational training
- ✓ UK Border Agency Approved



Continuing Professional Development (CPD) accreditation represents a commitment to structured skills enhancement and personal or professional competence. Gain CPD points towards your professional accreditation.

- 2 Days = 12 CPD hours/credits
- 3 Days = 18 CPD hours/credits
- 4 Days = 24 CPD hours/credits
- 5 Days = 30 CPD hours/credits

Data protection

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data as within the European Union.

By submitting your details, you will be indicating your consent to the use of your data as identified above. Further information on our use of your personal data is set out in our privacy policy, which is available at www.euromoneyplc.com or can be provided to you separately upon request. If you object to contact as identified above by telephone , fax , or email , or post , please tick the relevant box. If you do not want us to share your information with other companies (including the sponsors) please tick this box.

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Registration No. 5935420 England

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Cancellation or transfer requests must be made in writing (letter or fax) and reach this office 20 working days before the course commencement date. A full refund less a £100 administration fee will be given. Delegates who cancel less than 20 days before the course commencement date, or who do not attend, are liable to pay the full course fee and no refunds will be granted. If you wish to transfer to a different course within a six month period, and you have paid your course fee in full, you will be invoiced a 25% additional charge to transfer your registration and any difference in course prices. You will not incur any additional charges if you wish to send a replacement delegate and your registration meets the above terms.

Incorrect mailing

Please accept our apologies for mail which is incorrectly addressed. Should you wish to amend the address/addressee details, please send or fax us a copy of the relevant mailing label (on the envelope or brochure) and we will update our records accordingly.

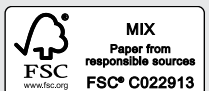
* VAT

Under UK Excise regulations delegates from all countries are required to pay VAT on all courses taking place in the UK. Would you like to claim back the VAT paid on this course? (Please check our website to see which countries / companies are eligible to claim this back at www.euromoneytraining.com/VAT)

All legible applicants can either:

1. Contact our partner company 'Cashback Consultants' who will deal with the entire process. For more information email

info@euromoneytraining.com or download an application form from www.euromoneytraining.com/VAT.
2. Contact HM Revenue and Customs directly by completing several forms. For copies of these application forms email info@euromoneytraining.com or download them directly using the above web address.



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