



## ACI Australia Dealing Simulation

Marriott Stamford Hotel & Spa  
Stamford, CT

31<sup>st</sup> August to 03<sup>rd</sup> September 2016



The **FASTEST** Way to Learn the Dynamics of the FX Market

View the Video: [www.aciaustralia.com.au](http://www.aciaustralia.com.au)

Take on the role of Sales, Trading and Inter Dealer Broking, build an understanding of liquidity and execution risk and how to analyse and facilitate customer business

***On The only hands-on Simulated Dealing Course of its kind in the world!***

There are many critical lessons to be learnt to understand the workings of the foreign exchange market – What price should I make? What does my customer need? How do I manage my Customers orders? How do I execute this risk on my customer's behalf? What other risks do I need to understand and manage? Theoretical knowledge can help but practical experience and training is paramount

The ACI Australia Dealing Simulation is the fastest and most effective way to acquire that invaluable practical knowledge. Participants experience real-life simulated market scenarios over four high-impact days.

Run in accordance with the internationally recognised ACI Model Code and updated to incorporate the BIS Global Code of Conduct – that promote and encourage markets best practice, integrity and professionalism in trading the OTC markets.

### Global Sponsors



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## The Course

- **The Dealing Simulation** is designed to teach physical techniques to help you price and manage risk, execute and manage customer requests – the keys to a successful sales or trading career, in a realistic and responsible but controlled environment.
- **No other program** offers such a practical and realistic trading platform, whilst also encouraging teamwork and healthy competitiveness. Participants experience the life of a market participant over several intensive days.
- **Gain experience** in how to price make to customers and the wider market in spot, as well FX options and FX swaps. Learn how to manage a risk position, generate trading and hedging ideas for customers. Understand what drives markets and the importance of eFX technology
- **Experience an exciting and competitive environment**, where teams aim to outperform each other with high performers recognised and rewarded.
- **Learn the role** of a price maker, salesperson, and execution trader and inter dealer broker in our simulated dealing room.

**18 months' market experience in one week** - For those new to the financial markets, sales people wishing to gain an understanding of the mechanics of price making and risk management, as well as technical support or supervisory staff, this dealing simulation equips them with the equivalent experience obtained over the first 18 months of joining a trading business. This unique course will develop and expand skills and knowledge within a safe and responsible environment.

**Access to presenters' invaluable wealth of knowledge and extensive international industry experience** – The ACI Australia Dealing Simulation continues to attract the highest quality speakers from all segments of the industry. The presenters are current and past market participants, who each have in excess of 30 years' industry experience. All this knowledge will be at your fingertips.

**Personalised Performance Report** - At the end of the program, a detailed report is completed by the presenters for each individual. The report highlights delegate's strengths and weaknesses as well as overall commitment to the program, providing invaluable insight to management.

**This course represents a perfect networking opportunity for the delegates** - It will allow them to establish relationships and form alliances early on in their career (with not only other course delegates but also with key active industry players – the course presenters). Such relationships will prove to be invaluable to both the participant and their employers.



The course has been successfully run in Australia and New Zealand by ACI Australia Limited (formerly the Australian Forex Association) for the past 30 years.

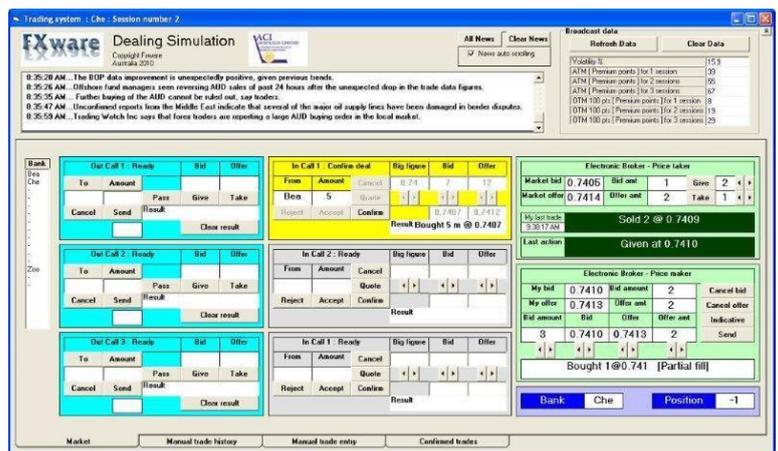
For the past 15 years it has also had international success having been held in Countries that include - 14 courses in the UK, six each in Denmark, South Africa and the Middle East, nine in the USA, as well as other locations in Europe, Asia and Africa.

During 2015 all the courses received an average mark of 9.5 out of 10 from the delegates.

### Who should attend?

Any individual whose occupation brings them in contact with the workings of a dealing room environment. The experience gained from this course is also crucial to market participants wishing to increase their knowledge of physical dealing techniques or those wanting to establish a career in OTC financial markets.

- New market entrants and anyone hoping to establish a career in trading within the Financial Markets
- Operations and market risk staff
- Inter-dealer brokers
- Junior salespeople and traders and those with up to two years' experience in a dealing room
- Funds management employees
- Corporate treasury personnel
- Legal and compliance officers
- E-sales and prime brokerage staff
- Programmers and Developers



### LEARNING OUTCOMES

This four day residential program is designed to train participants in the physical attributes of trading and sales. The realistic simulation(s) are balanced by a number of market related lectures. At the end of the course attendees will have gained an understanding of pricing to / dealing with corporations, hedge funds and mutual fund managers as well as using FX options to hedge risk exposures.

### Areas Covered

- Making a price
- Gauging liquidity and market depth
- Customer service – idea generation and execution
- Operational risk
- Markets Best Practice
- The role of brokers
- Method and psychology of trading
- Risk management
- The role of the central bank
- Technical analysis
- The logic behind eFX technology



### How it works

The ACI Australia Dealing Simulation Course offers delegates a chance to step into the mind of a trader in some of the most active markets the world has ever seen. The course offers a valuable learning for those with no experience in financial markets, all the way through to those with two to three years' experience of exposure to financial markets. In addition, sales people, risk managers, support staff, and eFX personnel can all gain valuable experience of what their customers and colleagues encounter each day.

The course uses real-life scenarios, those that have actually occurred in the past, to create a realistic market environment. However unlike other courses, the Dealing Simulation Course is not pre-programmed, it is truly interactive and the delegates themselves, along with the customers, are the market, being split into "Banks" of three or four where each has the opportunity and responsibility to perform the different roles of Chief Dealer, Electronic and Liquidity Trader and Voice Broker.

A scrolling news service operates throughout the course; publicising headlines that can be non-material while at other times trigger price volatility of differing magnitudes. Liquidity is accessed via an electronic RFQ (request for quote) system which enables delegate banks to call each other for prices; an electronic broking system in which delegate banks can place bids and/or offers for public display; and via the voice broker desk.

Into this mix, the banks also have to quote prices in varying amounts to corporate customers, hedge funds and real money fund managers – they also see liquidity from algorithmic trading firms and options desks.

The course is a mix of the live dealing sessions – as described above – and classroom lectures, delivered by market experts, and designed to raise awareness of specific issues that go into creating a good trader.

To stress the interactive nature of the course, the course managers from ACI Australia are able to “dial” up and down the intensity and volatility within any given session, thus ensuring that no delegate is left behind or feeling overwhelmed. That said, this course represents, according to countless feedback from previous delegates, one of the most intense course delegates are ever likely to experience. They are on call 24 hours a day and are often woken during the night to be informed of orders that have been executed, or, in some circumstances to rush to the dealing room to undergo a disaster recovery scenario following events in offshore offices.

To ensure that no two courses are the same, ACI Australia has an extensive historical library of “events” that trigger market movements; these can be dropped into the course at any time. As the course progresses, the intensity increases and the delegates are challenged to improve as the week progresses. At some stage during the week, FX options are introduced into the course and the delegate banks are able to buy option strategies to complement their cash trading activities.

### Feedback from Previous Delegates

- I came away much more confident and well informed on the roles carried out by various market participants.
- Hands on experience, but we are well supported by the organisers. The passion they have for the course is incredible and the level of teaching and content meant I learnt a huge amount.
- My objectives were. 1/ Wanted to become a better, smarter dealer in my current job. 2/ Wanted to find out if I was capable and competent in my current role and if financial markets were where I belonged and really wanted to be. 3/ Wanted to network and meet new people who worked for different organisations with different backgrounds and experience. So, YES my objectives were met.
- While I do not cover FX it was a great basis for understanding interest rates and other financial markets. The skills taught are easily transferrable.
- Brilliantly run and was made as realistic as possible. Definitely put this course miles ahead of anything else out there. I will definitely suggest for my colleagues to attend this next year.
- I recently commenced a position in FX sales and found the course very helpful in gaining insight into a trading perspective
- The ACI course exceeded my expectations in regards to the level of experience and learning I got out of it. I did not expect to be pushed as much as I was in both an intellectual and emotional way. By far the most worthwhile practical course I have undertaken.



**Any Queries:** Please contact Chris Howlett at ACI Australia Ltd either via fax or email.  
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**OR**

Michael Guarino,  
Managing Director ACI America  
(T) 212 752 2966 (M) 201 739 5006  
Email: [mguarino@aciamerica.us](mailto:mguarino@aciamerica.us)

# Registration form – ACI Australia Dealing Simulation -

The below registration should be sent to the following: Email: [chris.howlett@aciaustralia.com.au](mailto:chris.howlett@aciaustralia.com.au)  
or [mguarino@aciamerica.us](mailto:mguarino@aciamerica.us)

## Personal details

Dr  Mr  Mrs  Ms  Miss

Full Name (surname first) \_\_\_\_\_

Position \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Postcode \_\_\_\_\_

Country \_\_\_\_\_

Telephone \_\_\_\_\_ Mobile \_\_\_\_\_

Fax \_\_\_\_\_ Email \_\_\_\_\_

Special request for food \_\_\_\_\_

## Registration fee:

**STANDARD REGISTRATION FEE INCLUDES:** Course tuition and materials, accommodation food costs.  
The fees do not cover telephone calls, use of bar fridges, room service and incidentals are at delegates' own expense.

**FINANCIAL CALCULATORS ARE REQUIRED SO PLEASE ENSURE YOU BRING ONE**

**Registration fee: USD 3,950.00**

## Method of payment

PAYMENT IS REQUIRED WITH REGISTRATION.

Direct Credit (will send invoice with bank details)

or

Provide credit card details below:

Visa  MasterCard  American Express

Please note a surcharge applies of 3.00% for Credit Card Payments

Cardholders Name \_\_\_\_\_

Total Amount \_\_\_\_\_ CCV Number \_\_\_\_\_

Card Number \_\_\_\_\_ Expiry Date \_\_\_\_\_

Signature \_\_\_\_\_

Delegates' places are not guaranteed until the payment has been received. An invoice will be sent upon receipt of registration with payment details.

**Dress code:** Smart casual dress throughout the course is appropriate

**Visa requirements:** If required, these are the responsibility of the delegate.

**Important notices:** All courses are subject to demand. The Association reserves the right to cancel or postpone courses at short notice at no loss or liability where, in absolute discretion, it deems this necessary

**Cancellation Policy:** A full refund will be given for cancellation requests received in writing up to 20 working days before commencement of the course. A 50% refund will be given for cancellation requests received less than 20 working days before commencement of the course, unless we are able to replace the participant, in which case a full refund will be given. All refunds are subject to a \$250.00 administration fee.