



Indian
Institute of
Banking & Finance



*Nurturing Markets,
Widening Horizons*

Certified Treasury Dealer

Enhancing Dealing Skills

Certified Treasury Dealer

Outcome from the course :

The course will make available Certified Treasury Professionals in sufficient number, with adequate theoretical knowledge, regulatory requirements, exposure and training to handle the dealing desks at short notice.

Background :

The Institute is offering a Diploma in Treasury, Investment and Risk Management, jointly with FIMMDA, having three papers since 2006. It is supported by dedicated courseware; published in the form of a book prepared by practising bankers and backed by a state-of-the-art e-learning provided by an International e-learning company based in USA. This course has generated much interest among the bankers and 2272 persons have enrolled for the same over the years. In addition, the Institute has introduced modules on Treasury Management and Risk Management in the compulsory paper in CAIIB as also electives on these two subjects separately. Thus the subject of Treasury and Risk Management has been given a lot of emphasis by the Institute.

Further, the Institute has been offering training programmes in the areas of Treasury Management, Risk Management and Compliance function at the Leadership Centre (Kurla, Mumbai) of the Institute. The Institute has also offered customized certification to the relationship managers of a foreign bank in the area of Forex Product advisory. The Institute had also offered a customized e-learning backed certification on Treasury Management to the employees of Reserve Bank of India a few years back.

The above certifications by the Institute can be classified as distance learning programs albeit with latest subject inputs given through e-learning. An improvement over this is the blended learning programs wherein in addition to the courseware (book published by the Institute) and/or e-learning, the Institute also adds classroom learning such that appropriate knowledge and skill inputs in the given vertical can be imparted. The Institute

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offers Project Management, Certified Banking Compliance Professional and Certified Bank Trainer Program in such blended learning methodology. In these courses, the candidate has to complete the courseware, appear and qualify in the examination by scoring the threshold mark or more and then attend the training to complete the course and be awarded the certification. An advantage in this method is that learning is more intense and focused as all candidates possess good knowledge of the subject. The performance of the candidate in the examination and training is evaluated which helps in enhancing the quality of training and makes it more participative. These specialized certificates are more appropriate in areas like Treasury, Training, Risk Management, Compliance, Credit Appraisal and Wealth Management Advisory, where competency in the given area is critical for the effective performance in the job.

In this background, the Institute had discussed the possibility of offering a joint certification cum training programme with FIMMDA for treasury functionaries more particularly dealers working in banks and financial institutions. Currently, the dealers are provided with hands on training within the organization followed by bourse programmes conducted by training bodies. As such, there is no formal qualification offered by any institution in the country. Given the current emphasis on competency based certification, it was felt that it is opportune to launch a blended certificate program for dealers. It is also noticed that in the absence of an appropriate course, the competence level of the dealers vary significantly which at times impact the overall dealing functions in the financial sector.

Course Objective

- To create a cadre of well trained treasury dealers to handle the front office operations in the integrated dealing rooms in banks / financial institutions.

Coverage :

Course will cover the dealing functions in detail under seven modules viz.

- Financial Market & Role of Treasury
- Money Market Operations
- Investments
- Forex Dealings
- Derivatives
- Model Code and Dealing Ethics
- Time value of Money & Interest rate calculation

Target group :

- Newly posted officers in the dealing room
- Persons identified for posting in the dealing room
- People aspiring to become dealers in future

Modalities :

a) Eligibility :

- Member of the Institute
- A graduate in any discipline

b) Course fee :

₹6,000 plus taxes for the online examination. Course fee includes two attempts for the examination. For every additional attempt, the fee will be ₹1,500 plus taxes.

c) Methodology :

Course will have two components viz.

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- An online examination for 100 marks based on a specially prepared courseware on the subject
- A classroom learning of 3 days in Mumbai

d) Mode :

The course will be conducted through distance learning process. IIBF will arrange contact classes subject to availability of sufficient candidates.

e) Study Material :

The study material for the certificate course will be published and will be available across the country.

f) Examination :

The proctored online examination for the certificate course would be conducted by IIBF. Examination will be held twice a year in June and December on a Sunday. Medium of examination will be English.

g) Class room learning :

Class room learning would be imparted at IIBF. The duration of the class room learning will be 3 days. The fee will be ₹10,000/- plus taxes for non residential training, training kit, and access to the Institutes library at the time of training.

- Candidates who score 50% or more marks in the online examination will be eligible to attend the classroom learning
- Training calendar will be announced after the declaration of results. Candidates will have to pay the fees and attend the training
- Training will be done by qualified experts / bankers for a duration of 3 days and will include mock dealing sessions covering treasury functions. Training will include exercises, case studies to evaluate the understanding and application of concepts covered in the written examination. Inputs on various trading techniques, Interpretation of market / economic data, Fundamental Analysis and Technical Analysis will be provided.

h) Certification :

Passing in the online examination and completion of classroom learning is essential for the award of the certificate.

Proposed Procedure :

1. Admission for the course would be through online mode. Application Forms are to be downloaded from the IIBF's website i.e. www.iibf.org.in. Eligible candidates to join the course by paying the fees which include examination fee for the two attempts.
2. Candidates to study the prescribed courseware procured from the market.
3. Study time : 3 months study time after registration.
4. Candidates to appear for one paper MCQ based Online Exam - 100 Questions including case based questions for 100 Marks in two hours.
5. Passing marks would be minimum 50 marks. In case a candidate is not able to pass the exam within the first attempt, he / she can appear for the second attempt which is covered in the course fee.
 - a. There will be no negative marks for the wrong answers. There is no system of grace marks.
 - b. Examination will be in English and will be conducted on a Sunday, twice in a year in June and December. The examination date will be announced by IIBF at least three months before the examination.

Classroom Learning- Enrolment Procedure :

1. After passing the online examination, candidate has to log on to IIBF website and select his / her convenient slot for class room learning (3 days) from the pre-determined dates and venue put-up on the website by paying the fees for class room learning.
2. Candidates to attend class room learning in IIBF as per the slot selected.
3. Total Marks for class room learning will be 50 and passing marks is 25. Marks for classroom learning will be awarded by faculty based on class room participation, analytical skills, case discussions, dealing ability etc.
4. Candidates, who successfully complete the class room learning, will be eligible for the Course Completion Certificate.

Award of Certificate :

All the successful candidates will be awarded 'Certified Treasury Professional' citation jointly by IIBF and FIMMDA, as mutually agreed.

First examination :

Registration for the examination will commence from July, 2014 and the first examination will be held in October, 2014 (details will be available from-www.iibf.org.in).

For details contact

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www.iibf.org.in

ANNEXURE

Module - I : Financial Markets and Role of Treasury

Financial markets, participants and Instruments, operating environment, regulations and practices. Need for treasury and centralization Treasury management, Treasury organization - Front Office, Back Office and Mid Office. Dealing systems and treasury operations, Treasury as Profit Centre.

Module - II : Money Market Operations

Fund management, CRR maintenance, liquidity management, money market operations, need for centralized funding operations, managing banks' surplus funds, bank level ALM and maturity gap analysis. Market quotes in money market products, trading opportunities in Money market, Repo trading. Arbitrage by running maturity mismatches- role of Treasury in resource mobilizations- Overnight call money market. Repos and Reverse repos, CBLOs, Marginal Standing Facilities, Certificate of Deposits, Inter-Bank Participation Certificate, Refinance as source of funding, export refinance, NABARD refinance, SIDBI refinance.

Module - III : Investments

Objectives of investments, Types of investments, Coupon and YTM concepts, Bond market basics, bond pricing and yield calculation, accrued interest, clean and dirty price, interest rate risk measures like Duration, PV01 and Convexity and hedging products. Trading strategies and portfolio management. Dealing platforms and settlement systems. Regulatory guidelines, maintenance of SLR, investment classifications, valuations and provisioning.

Module - IV : Forex Dealings

Exchange rates and linkage to macroeconomic factors like Balance of Payment, Current Account Deficit, Inflation, Interest Rate etc. Foreign exchange market participants, market quotes – direct and indirect quotations, One way quote and both way quotes, Dealing terminologies, Cash, Spot and forward rates, Concept of premium and discount in currency forward market, handling merchant transaction, cover operations, open positions, gap limits. Arbitrage through currency swaps operations. Dealing platforms and settlement procedures. Currency trading strategies, fundamental analysis, interpretation of market data, technical analysis. Role of brokers. Valuation of forex positions and gaps. Risk management in forex operations observance of NOOP limits, Gap limits, limits on overseas investments/ borrowings, funding rupee gaps through currency swaps, central bank intervention in Forex market.

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Module - V : Derivatives

Derivative: Nature, types, fundamentals, forwards, currency futures and options, interest rate swaps and futures, concept of margins, Interest rate swaps and FRAs. Basic understanding of duration, PV01 of swaps, Option Greeks. Use of derivatives to hedge currency and interest rate risks. Valuation of derivative products, Hedge accounting and Trading position in Derivatives. Credit derivatives - basic concepts and products. Risk managements of Derivative product, current exposure, potential future exposures, hedge effectiveness, RBI / FIMMDA guidelines.

Module - VI : Model Code and Dealing Ethics

Dealer's code of conduct, dealing through brokers, model market practices, dealing ethics. Customer suitability and appropriateness. Code of conduct for contribution to financial benchmarks, Code of Conduct for dealing on NDS-OM and the role of FEDAI and FIMMDA.

Module - VII : Time Value of Money and Interest Rate Calculations

Calculation of present value, future value, discounting, compounding, simple interest, day count conventions, money market and bond market basis, Forward rates, yield curves - YTM, par yield curve.

Recommended reading - compulsory			
No.	Title	Authored by	Published by
1.	Treasury Management	Indian Institute of Banking & Finance	Macmillan ₹385/-
2.	The Handbook of Fixed Income Securities	Frank J. Fabozzi	Tata McGraw Hill ₹950/-
Additional readings (optional)			
No.	Title	Authored by	Published by
1.	Treasury Management	Steven M. Bragg	
2.	Currency Exposures and Derivatives	A. V. Rajwade	McGraw Hill
3.	Treasury Management in India	V. A. Avadhani	Himalaya Publishing House
4.	Options, Futures and Other Derivatives	John C. Hull	Prentice Hall India ₹350/-
5.	Technical Analysis Explained	Martin J. Pring	McGraw Hill ₹1075/-
6.	Security Analysis and Portfolio Management	Falguni H. Pandya	Jaico ₹525/-
7.	Commodity Derivatives	Indian Institute of Banking & Finance	Macmillan ₹345/-
8.	Fixed Income Securities : Valuation, Risk and Risk Management	K. N. Mukherjee	NIBM, 2014
9.	Emerging Money Market in India : Instruments, Participants and Regulatory Framework	S. V. Kuvalekar	NIBM, 2007

About FIMMDA

The Fixed Income Money Market and Derivatives Association of India (FIMMDA), an association of Commercial Banks, financial Institutions and Primary Dealers, was incorporated as a Company under section 25 of the Companies Act, 1956 on June 3rd, 1998.

FIMMDA is a 90 member strong representative body for the bond, money and derivatives market players in India. Its membership includes Public Sector, Private Sector, Foreign Banks, Financial Institutions and Life Insurance Corporation of India.

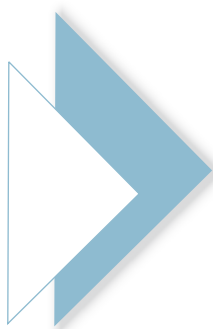
MISSION

FIMMDA represents Market Players and aids the development of the bond, money and derivatives markets. Dovetailed with this mission are specific objectives such as :

- To function as the principal interface with the regulators on various issues that impact the functioning of these markets.
- To undertake developmental activities, such as, introduction of benchmark rates and new derivatives instruments, etc.
- To provide training and development support to dealers and support personnel at member institutions.
- To adopt / develop international standard practices and a code of conduct in the above fields of activity.
- To devise standardized best market practices.
- To function as an arbitrator for disputes, if any between member institutions.
- To develop standardized sets of documentation.
- To assume any other relevant role facilitating smooth and orderly functioning of the said markets.

With the objective to educate the market participants FIMMDA conducts regularly trainings and seminars on contemporary topics and issues.

(www.fimmda.org)



About IIBF

Indian Institute of Banking & Finance (formerly Indian Institute of Bankers) was established on 30 April 1928 as a professional body of Banks and Financial Institutions in India on the initiatives of eminent bankers, businessmen and leading industrialists. Over the years, IIBF has become the premier Institute for developing and nurturing competent bankers and financial professionals in Banking & Finance, through a process of education, training, examination, research, consultancy and continuing professional development programmes.

Currently, the Institute has 5,01,095 individual members and 701 institutional members. During the year 2012-13, 2,98,000 candidates appeared for JAIIB / CAIIB / DB&F and other certificate / diploma examinations. The Institute is the largest of its kind in the world.

The pedagogy of Distance Learning offered by the Institute comprises : publishing specific courseware and work books, holding classroom learning through accredited institutions, organizing contact classes, conducting video classes, offering e-learning through portal, organizing campus training etc.

The state of the art Leadership Centre located in the Institute's Corporate Office complex has well designed classrooms, breakaway rooms, seminar hall and a library. The ambience is conducive for effective learning. Courses currently on offer are given separately.

Various courses offered by IIBF

A. Flagship Courses

- JAIB
- CAIB
- Diploma in Banking & Finance

B. Specialised Diploma Courses

- Diploma in Treasury, Investment and Risk Management
- Diploma in Banking Technology
- Diploma in International Banking and Finance
- Advance Diploma in Urban Co-operative Banking
- Diploma in Commodity Derivatives for Bankers
- Advanced Wealth Management Course
- Diploma in Home Loan Advising

C. Certificate Courses (For Bankers)

- Certificate in Trade Finance
- Certified Information System Banker
- Certificate in Anti-Money Laundering / Know Your Customer
- Certificate in Quantitative Methods for Bankers
- Certificate in Credit Cards for Bankers
- Certificate Examination in Banking Oriented Paper in Hindi
- Certificate Examination in SME Finance for Bankers
- Certificate Examination in Customer Service & Banking Codes and Standards
- Certificate Examination in CAIB - Eleven Elective Subjects
- Certificate Examination in IT Security
- Certificate Examination in Rural Banking Operations for RRB Staff
- Certificate Examination in Prevention of Cyber Crimes and Fraud Management
- Certificate Examination in Foreign Exchange Facilities for Individuals
- Certificate Examination in Microfinance

D. Certificate Courses (For IT Companies)

- Certificate Examinations in Basics of Banking / Credit Cards / Functions of Banks for employees of IT Companies

E. Certificate Courses (For Others)

- Certificate Course for Business Correspondents / Business Facilitators
- Certificate Examination for Debt Recovery Agents

F. Specialised Certificate Courses

- Certified Bank Trainer
- Certified Banking Compliance Professional
- Project Finance Management blended Course with IFMR, Chennai

G. Management Course

- Advanced Management Programme

H. MBA Course

- CAIB linked MBA with IGNOU.

Awards won by IIBF in 2013-2014



