

FORMATION CATALOG 2020

« Capitalising on knowledge will ever be the best investment »





INTRODUCTION

New Momentum Institute welcomes professionals who want to learn and those who want to share knowledge. Constantly evolving and equipped with modern educational tools (e-learning ...), our goal is to support the needs of professionals according to the situation.

Building professional projects with solid knowledge is an additional guarantee of success.

Regardless of whether you are at the beginning or in the middle of your career, New Momentum Institute has been designed to grow with you, offering you training which ranges from beginner to expert levels.

Customized training

The New Momentum Institute allows you to customize both the content of your training but also its location (in your premises, in our rooms or in our e-center). Any request will be studied by us and a quote will be sent to you before any commitment. We will define each of your needs and propose the best solutions. Our only limits will be yours.

The seminars

The New Momentum Institute also organizes group training sessions or seminars to which you can participate

INFORMATIONS

NEW MOMENTUM INSTITUTE

Institute@New-Momentum.com

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NEW MOMENTUM
INSTITUTE



Our trainers

We are very involved in selecting our trainers, and, first and foremost, we work with professionals with extensive experience in their area of skill. Theory is certainly important, but becomes truly meaningful in its application. Training programs are therefore selected in accordance with their relevance, with a view to providing the practical knowledge necessary for everyday practices.

The backgrounds we look for reflect New Momentum, versatile and come from various different sources.

We are expanding our catalogue as a result of the arrival of carefully selected trainers. These trainers may be former team leaders or they may be professionals who continue to practice, sophisticated technicians or renowned generalists.

Our trainings

The advantages of our training

- ✓ Training provided by experts for professionals
- ✓ A pedagogical approach under real-life circumstances (practical case studies with concrete problems)
- ✓ Flexibility which is adapted to suit the characteristics of the participants
- ✓ Skill-based levels for more efficient training
- ✓ New Momentum Institute is a training institute registered under the declaration number 11995298975

The proposed domains (Non-exhaustive list)

- ✓ Capital Markets (FX, Rates, Shares, Technical Analysis, ...)
- ✓ Ethics & Compliance
- ✓ Accounting Standards
- ✓ Coaching (Financial presentations, speaking in public ...)
- ✓ Your specific requests

Training centers

- ✓ In one of our meeting rooms (address on your summons)
- ✓ Directly in your offices (on-demand), contact our team to organize a tailor-made seminar
- ✓ In our e-center: log in directly from your computer at times previously defined to attend your training (class of several participants or private).

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Registration number 11 99 52989 75 (préfet de région d'Ile de France)



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Capital Markets : Exchange Market

FX-INI: Perceive the Foreign Exchange Market and its Vanilla Products

Trainer:

. FX Options Trader for 15 years with different banks, Former Head of FX Structuring / Continental Europe Solution.
Former professor of options at the Master 203 at the University Paris IX DAUPHINE and at the Master2 Finance / Corporate at the University of RENNES

OBJECTIVES:

- . Understand the fundamentals of the foreign exchange market and related products
- . Present the various actors operating on the foreign exchange market.
- . Present linear products (Spot, Forward) and their operations.
- . Present optional Vanillas products (underlying models, valuation, greeks) and their operations.

ASSETS:

This training brings together the knowledge necessary to apprehend the foreign exchange market. First step towards perfection, its effectiveness near professionals has been acclaimed. We offer complementary modules to personalize your training according to your needs

PROGRAM:

- 1. Presentation of the foreign exchange market**
 1. The main features (OTC / organized)
 2. The different actors and stakeholders
 3. Mechanisms of a trading room
 4. The main currencies and their characteristics (currency commodities, Latam, EMEA...)
- 2. Linear products**
 1. Spot or cash products
 1. Definition
 2. Bid / Ask Concept
 3. Practical Case
 2. Currency Swap
 1. Definition (report/offset)
 2. Bid / Ask Concept in exchange
 3. Calculation of Swap Points
 4. Practical Case
 5. Study of the Swap Points Curves
 3. Forward or future products
 1. Definition (notion of discount factor)
 2. Difference with spot et exchange Swaps
 3. Practical Case
 4. Carry Trade
- 3. Non-linear products: Options (vanilla)**
 1. Black-Sholes formula : assumptions and limits
 2. Market parameters involved in pricing
 3. Volatility surface
 1. Explanation and presentation with a concrete case
 2. Smile of volatility

- 4. CALL / PUT**
 1. Payoffs Analysis
 1. Profile at maturity
 2. Profit / loss area
 2. Presentation of Greeks
 1. Delta, Gamma, Vega
 2. Behaviour
 3. Call/Put Parity
- 5. Case Study**
 1. Case 1: Exporter
 2. Case 2: Importer

All our courses are followed by a satisfaction questionnaire.

For any personalized request, please contact our training services.

TO CONTINUE

- . FX-CONF: Mastering the Foreign Exchange Market and Its Related Products
- . FX-EXP: Mastering the vanilla and exotic products
- . VANILLA PRODUCT MODULES
- . EXOTIC PRODUCT MODULES

Registration number 11 99 52989
75 (préfet de région d'Ile de France)

CODE: FX-INI
LEVEL: Consolidation
TARGET: Market Operator,
Corporate Treasurer
DURATION: 2 days

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Capital Market : Foreign Exchange Market

FX-CONF: Mastering the Forex Market and its Vanilla Products

Trainer:

. FX Options Trader for 15 years with different banks, Former Head of FX Structuring / Continental Europe Solution ?. Former professor of options at the
 . Master 203 at the University Paris IX DAUPHINE and at the Master2 Finance / Corporate at the University of RENNES

OBJECTIVES:

- . Master FX market fundamentals and related products
- . Master the linear products (Spot, Forward, NDF), understand how the? risk is covered in the markets, apprehend the differences between currency pairs (liquidity, spreads ...)
- . Master Vanilla currency options (volatility surface concept, smile, DN, etc.), how are risks managed in the market
- . Master the basic strategy module (Straddle, Strangle, Risk Reversal,? Butterflies)

ASSETS:

This training provides strong knowledge of the forex market and Cash, Term or Optional products (Vanilla) and offers all the necessary skills to apprehend most processed vanilla products. Complete this training with one of our modules best suited to your needs.

PROGRAM :

1. Fundamentals reminder

1. Generalities of the Foreign Exchange Market (Operative, Actors, Organization)
2. Linear products (Spot, Forward, exchange swap) and their use.

2. Non-Deliverable Linear Products (NDF)

1. Definition
2. Principle and use
3. Customer side / Market side
 1. Implication Corporate-wise
 2. Market onshore / offshore
4. Term points calculation
5. Presentation of the most treated markets (LATAM...)
6. Practical Case

3. Non-linear products: Options (vanilla)

1. Recall
 1. Black-Scholes Formulas (assumptions and limits)
 2. Market parameters involved in pricing
 3. Call/Put Parity
 4. Call/Put Payoffs
 5. Presentation of Greeks
2. Volatility surface
 1. Explanation and presentation with a practical case
 2. Implicit and historical volatility
 3. Smile of volatility
 1. Presentation of the smile (Involvement with Risk Reversal and Butterflies)
 2. Building the smile
 3. Implication on option pricing

4. Basic strategies module

1. Straddle
 1. Payoff Analysis
 2. Presentation of Greeks
 3. Applications
2. Strangle
 1. Payoff Analysis
 2. Presentation of Greeks
 3. Applications
3. Risk Reversal
 1. Payoff Analysis
 2. Presentation of Greeks
 3. Applications
4. Butterflies
 1. Payoff Analysis
 2. Presentation of Greeks
 3. Applications

5. Case Study

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TO CONTINUE

FX-EXP: Master the vanilla and exotic products

EXOTIC PRODUCTS MODULE

Registration number 11 99 52989
75 (préfet de région d'Ile de France)

CODE: FX-CONF
 LEVEL: Confirmed
 TARGET: Market Operator,
 Corporate Treasurer
 DURATION: 2 days

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Marché des Capitaux : Marché des Changes

FX-EXP: Master vanilla and exotic currency products

Trainer:

. FX Options Trader for 15 years with different banks, Former Head of FX Structuring / Continental Europe Solution ?. Former professor of options at the .
 . Master 203 at the University Paris IX DAUPHINE and at the Master2 Finance / Corporate at the University of RENNES

OBJECTIVES:

- . Master the classic options and their valuations
- . Master the various Greeks (Delta, Gamma, Vega, Vanna, Volga, Rho)
- . Mastering the 1st generation exotic options, their payoffs and the main greeks
- . Master the module structured exotic products
- . Manage a portfolios of foreign exchange options
- . Building a structured product for a particular problem

ASSETS:

This training offers experienced operators the tools to master all of the most commonly processed products. Requiring a good mastery of vanilla products, training is the culmination of learning. Complete it with a customized products module to refresh or reinforce your knowledge.

PROGRAMME:

- 1. Reminder of vanilla options**
 1. Reminder of the main payoffs (call, put, straddle, strangle, Risk Reversal)
 2. Reminder of the main greeks and their behaviors (Delta, Gamma, Vega)
 3. Reminder of volatility smile
 1. Presentation of smile
 2. Risk Reversal and Butterflies / Smile
 3. Implication on option pricing
- 2. The first generation exotic options**
 1. Single barrier options
 1. Presentation and general operation
 2. Simple barrier
 1. KI-KO barriers
 1. Payoffs Analysis
 2. Presentation of Greeks
 2. Reverse KI-KO barriers
 1. Payoffs Analysis
 2. Presentation of Greeks
 3. Double barriers
 1. Presentation
 2. Particularities
 4. Case study and payoff analysis at maturity
 2. Payout options
 1. European Digitals
 1. Payoff Analysis
 2. Presentation of Greeks
 2. Options Keys and No Keys (and DNT)
 1. Payoff Analysis
 2. Presentation of Greeks
- 3. Exotic structured products module**
 1. KI ou KO Fwd
 2. Forward plus
 3. Range Accrual
 4. Accumulator
- 4. Managing an options portfolio**
 1. Neutral delta management
 1. Involvement of Delta neutre
 2. Difference with or without Delta
 3. Forward or Spot Coverage
 4. Breakeven calculation (neutral)
 2. Gestion gamma management
 1. Apprehension of gamma
 2. Involvement with the market
 3. Ratio Gamma/Theta
 3. Vega Neutral Management
 4. Study of a practical case on the different modes of management
- 5. Construction of a structured product for a particular problem**

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TO CONTINUE

MODULES VANILLA PRODUCTS

MODULES EXOTIC PRODUCTS

Registration number 11 99 52989
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CODE: FX-EXP
 LEVEL: Expert
 TARGET: Market Operator,
 Corporate Treasurer
 DURATION: 2 days

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Capital Market: Foreign Exchange Market

FX-MOD: Complete training with specific product modules

Trainer:

. FX Options Trader for 15 years with different banks, Former Head of FX Structuring / Continental Europe Solution ?. Former professor of options at the Master 203 at the University Paris IX DAUPHINE and at the Master2 Finance / Corporate at the University of RENNES

OBJECTIVES:

- . Complete training with specific products
- . Refine and practice selected products according to your needs
- . Refresh knowledge
- . Apprehend new payoffs by practical cases

ASSETS:

Our modules will complete your training with practical cases. This approach is based on concrete case studies. It is an effective way to consolidate the knowledge acquired in training by applications on products treated daily.

PROGRAM:

Each module takes place in the same way, only the products change:

1. Product presentation
2. Analysis of his payoff
3. Advantages disadvantages
4. Practical case

Our recommendations

Module in a "Market Room" scenario

Products: Spot, Swap, Forward, NDF (offshore / onshore)
 Handling a financial information software
 Early Raising / Postponement
 Recommended level: FX-INI

Basic strategies module

Products: Straddle, Strangle, Risk Reversal, Butterflies
 Recommended level: FX-CONF

Vanilla Strategy Module

Products: Participating Forward, Call / Put Spread, Leveraged Forward, Calendar Spread
 Recommended level: FX-CONF

Exotic structured products module

Products: KI or KO Fwd, Forward Plus, Range Accrual, Accumulator
 Recommended level: FX-EXP

Tailored :

Create your own modules (4 products per module) from the list following products

Vanilla products (recommended level: FX-CONF)

CALL	Participating Forward	Dual Deposit
PUT	CALL Spread	
Strangle	PUT Spread	
Straddle	Leveraged Forward	
Risk Reversal	Calendar Spread	
Butterflies	Capped Forward	
Seagull	PAR Forward	
Range Forward	Tracker Forward	

Exotic products (recommended level: FX-EXP)

KI trigger	European trigger
KO trigger	European digitals
RKI trigger	KI Forward
RKO trigger	KO Forward
DKO triggers	Forward Plus
OT	DKI triggers
DOT	Range Accrual
NT	Accumulateur
DNT	Proximity Bonus Forward

FORMS

TRAINING + MODULE
 MODULE alone

Registration number 11 99 52989
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CODE: FX-MOD
 LEVEL: from Confirmed to Expert
 TARGET: Market Operator,
 Corporate Treasurer
 DURATION: ½ day

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Capital Market: Rate Market

RATE-INI: Apprehending the rate markets and its vanilla products

Formateur:

- . Interest Rate Options Trader with over a decade of experience with major international banks
- . With its experience in the trading room, our trainer is also a seasoned pedagogue with several seminars or university courses to his credit.

OBJECTIVES:

- . Understand the fundamentals of interest rate markets and associated products
- . Present the different actors operating on the interest rate markets
- . Present the obligations and their operations.
- . Present the basic rate products and their operations.

ASSETS:

This training gathers the necessary knowledge to apprehend the rate market. First step towards perfection, its effectiveness near professionals has been acclaimed. We offer complementary modules to customize your training to suit your needs

PROGRAM:

1. Presentation of the interest rate markets

1. The main features (OTC / organized)
2. The different actors and stakeholders
3. Mechanism of a trading room

2. The main yield curves and their characteristics

1. EURIBOR
 1. Presentation
 2. Use
2. EONIA
 1. Presentation
 2. Use
3. LIBOR
 1. Presentation
 2. Use
4. EURO SWAPS curve
 1. Presentation
 2. Use

3. The FUTURE contracts

1. SCHATZ
 1. Presentation
 2. Use
2. BOBL
 1. Presentation
 2. Use
3. BUND
 1. Presentation
 2. Use

4. Obligations

1. Zero-Coupon Bond
 1. Definition
 2. Payoffs Analysis
 3. Practical Case
2. Fixed Coupon Bounds
 1. Definition
 2. Payoffs Analysis
 3. Practical Case
1. Variable Coupon Bounds
 1. Definition
 2. Payoffs Analysis
 3. Practical Case

4. Elementary products module

1. Plain Vanilla Interest Rate Swap (IRS)
 1. Definition
 2. Payoffs Analysis
 3. Advantages/ Disadvantages
 4. Practical Case
2. Plain Vanilla Cap
 1. Definition
 2. Payoffs Analysis
 3. Advantages/ Disadvantages
 4. Practical Case
3. Plain Vanilla Floor
 1. Definition
 2. Payoffs Analysis
 3. Advantages/ Disadvantages
 4. Practical Case
4. Plain Vanilla Collar
 1. Definition
 2. Payoffs Analysis
 3. Advantages/ Disadvantages
 4. Practical Case

5. Case Study

1. Cas 1: Borrower
2. Cas 2: Lender

All our courses are followed by a satisfaction questionnaire.

For any personalized request, please contact our training services..

TO CONTINUE

- . RATE-CONF: Master the rate market and its associated products
- . RATE-EXP: Master the vanilla and exotic products
- . PRODUCT MODULES

Registration number 11 99 52989
75 (préfet de région d'Ile de France)

CODE: RATE-INI
LEVEL: Consolidation
TARGET: Market Operator,
Corporate Treasurer
DURATION: 2 days

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Capital Market: Rate Market

RATE-CONF: Master the rate markets and its associated products

Trainer:

. Interest Rate Options Trader with over a decade of experience with major international banks? With its experience in the trading room, our trainer is also a seasoned pedagogue with several seminars or university courses to his credit.

OBJECTIVES:

- . Master the fundamentals of interest rate markets and related products
- . Master the options of smile / surface of volatilities
- . Master the Greeks and their behaviors
- . Provide a solution to a problem of rates

ASSETS:

This training gives a solid knowledge of the rate markets and offers all the necessary skills to apprehend most of the products treated. Complete this training with one of our modules best suited to your needs.

PROGRAM:

1. Fundamentals reminder

1. Generalities of interest rate markets (Functioning, actors, organization)
2. The main yield curves and their characteristics
 1. EURIBOR
 2. EONIA
 3. LIBOR
 4. EURO SWAPS courbe
3. FUTURES contracts
 1. SCHATZ
 2. BOBL
 3. BUND
4. Obligations
 1. Zero-Coupon Bound
 2. Fixed Coupon Bound

2. Black&Scholes and Greeks Formula

1. The model
 1. Presentation
 2. Historical
 3. Limits
 4. Market parameters involved in pricing
 5. Market Evolution
2. Greeks
 1. Presentation
 2. Delta
 1. Definitions
 2. Use
 3. Gamma/thêta
 4. Vega
 5. Rho
3. The smile
 1. Volatility surface presentation
 2. ATM approach

4. Analyzes of products and their behaviors

1. Plain Vanilla Interest Rate Swap (IRS)
 1. Payoffs Analysis
 2. Greeks Analysis
 3. Practical Case
2. Plain Vanilla Cap
 1. Payoffs Analysis
 2. Greeks Analysis
 3. Practical Case
3. Plain Vanilla Floor
 1. Payoffs Analysis
 2. Greeks Analysis
 3. Practical Case
4. Plain Vanilla Collar
 1. Payoffs Analysis
 2. Greeks Analysis
 3. Practical Case
5. European Swaption
 1. Payoffs Analysis
 2. Greeks Analysis
 3. Practical Case

5. Case Study

1. Case 1: Borrower
2. Case 2: Lender

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TO CONTINUE

- . RATE-EXP: Master the vanilla and exotic products
- . PRODUCT MODULES

Registration number 11 99 52989
75 (préfet de région d'Ile de France)

CODE : RATE-CONF
NIVEAU : Consolidation
CIBLE : Opérateur de Marché,
Corporate Treasurer
DUREE : 2jours

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Capital Market: Commodities Market

COM-INI: Appréhender les bases du marché des matières premières et les spécificités de chaque classe d'actifs

Trainer:

. Trader for 15 years with different banks specialized in the market of Raw Materials (Precious Metals). Former professor of options at the Master 203 at Paris IX DAUPHINE University and at the Master in Finance at EDHEC Business School.

OBJECTIVES:

- . Become familiar with the commodity market
- . Understand the differences between each type of raw material
- . Understand the functioning of the commodities market (operations, price formation, market and trend indicators)
- . Become familiar with derivatives in the commodities market

ASSETS:

This training brings together the knowledge necessary to understand the commodities market. First step towards the improvement, its effectiveness with professionals was plebiscite.

PROGRAM:

1. Introduction

1. What is a commodity?
2. What is the difference between the commodities market and other markets?
3. What is the role of commodities in the financial market?

2. The different asset classes on commodities

1. Agricultural raw materials
 1. Description and Examples
 2. Market and trend indicators
 3. Graphical analysis
2. Base metals
 1. Description and Examples
 2. Market and trend indicators
 3. Graphical analysis
 4. Market Tools
3. The Energy sector
 1. Description and Examples
 2. Market and trend indicators
 3. Graphical analysis
4. Intangible raw materials
 1. Carbon emissions
 2. Climate Derivatives

3. Focus on the Energy sector: Oil

1. General principles
2. Supply and demand
3. Market and trend indicators
4. Graphical analysis
5. Price formation
6. Term structure of oil prices (Contango / Backwardation)
7. Exercises for setting up covers

4. Focus Focus on the Precious Metals sector: Gold

1. General principles
2. Supply and demand
3. Price formation
4. Gold Loan Market
5. GOFO
6. Options on Gold
 1. Vanilla options
 2. Call / Put Parity
 3. Initiation to the Greeks

All our courses are followed by a satisfaction questionnaire.

For any personalized request, please contact our training services

Registration number 11 99 52989
75 (préfet de région d'Ile de France)

CODE: COM-INI
LEVEL: Initiation
TARGET: Market Operator,
Corporate Treasurer
DURATION: 2 days

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INITIATION MARKETS

Formateur:

. Trader for 15 years with different banks specialized in the market of Raw Materials (Precious Metals). Former professor of options at the Master 203 at Paris IX DAUPHINE University and at the Master in Finance at EDHEC Business School.

OBJECTIVES:

- . Understand the evolution of the financial markets during the 20th century and its globalization through the various major financial crises
- . Understand the financial markets, their trades, their functioning, their role, the products treated and the factors of influence on prices
- . To be able to anticipate market variations according to a given economic scenario
- . Know the different regulations in force in the banking world and on the financial markets
- . Understanding the dematerialization of the market

ASSETS:

This training gathers all the necessary knowledge to start working on the financial markets and to have an analytical mind on the behavior of the financial markets.

PROGRAM:

1. History of financial markets and financial crises

1. The historic start of the financial markets
2. The first banking and economic crises of the 20th century
3. The energy crises of the 70s
4. The crisis of the emerging countries of the 80s and 90s
5. Stock market and real estate bubbles of the 90s and 2000s
6. The subprime crisis and the consequences for sovereign debt
7. Localization of crises - local or global impact
8. Markets Impacted by Crises - One or More Underlyings

2. The different trades of the financial markets

1. Investment Banking professions
2. Asset Management Trades
3. Business Cash Flow Trades
4. Articulation of trades and roles during a market operation

3. The different markets today (Functioning, Actors, Role, Products, Classic Strategies)

1. Equity market
2. Rate market
3. FX Market - FX
4. Commodities Commodities Market
5. Credit market

4. Market analysis

1. CAC 40 case study over the last 3 years
2. Anticipation exercise on future market developments

5. Banking and market regulations

1. Glass-Steagall Act
2. Basel 1, Basel 2 and Basel 3 agreements
3. MIFiD I / MIFiD II / MIFIR
4. Dodd-Frank Act
5. Volcker Rule
6. EMIR

6. Dematerialization of the financial markets

1. Hedge Funds
2. Electronic trading
3. Systematic / algorithmic trading
4. Case study of the creation of a trading robot on the CAC 40
5. Robot Creation Exercises on EUR / USD and GBP / USD

All our courses are followed by a satisfaction questionnaire.

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INFORMATIONS



Coaching: Financial Presentation in English

COACH-ANG: Apprehending the expression mechanisms in English for presentations

Trainer:

- Recognized French-English journalist, TV presenter, specialist reporter
- After a decade of experience in the field, our trainer has established itself as a communication consultant to many business leaders.

OBJECTIVES:

- Improve the writing of a financial presentation in English for an audience?
- Improve the writing of a financial presentation in English for a report
- To understand the fundamentals of verbal expression in English
- To understand the fundamentals of body expression

ASSETS

This training brings together the knowledge and experience needed to speak in financial presentations to the public. First step towards perfection, its effectiveness near professionals has been acclaimed. We offer complementary modules to customize your training to suit your needs

PROGRAM :

1. Journalistic writing of a presentation

1. Presentation of ideas
2. Hierarchy of ideas
3. Practical advice from a communication professional for writing a presentation

1. Differences between a written presentation and an oral presentation

1. English lexicon for oral presentation
2. English glossary for written presentation
3. Idea Coordination Lexicon
4. Difference of approach in both cases
5. Scenario

1. Study of Anglo-Saxon financial articles and analysis of specific communication mechanisms

1. Mechanisms of constructing a text from a given subject
2. Presentation of the various communication tools
3. Analysis of press articles (positive and negative points)
4. Scenario

4. Study of Anglo-Saxon Financial Presentation Videos

1. Fundamental mechanisms of expression
2. Analysis of the positives and negatives
3. Application with a concrete case of the student
4. Fundamental mechanisms of body expression in front of cameras or videoconference
5. Analysis of the positives and negatives
6. Application with a concrete case of the student

4. Implementation on a defined topic with the student

1. Preparation of the presentation with the help of a communication professional
2. Presentation in real condition of the presentation with video
3. Analysis and conclusion

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Registration number 11 99 52989
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CODE: COACH-ANG
LEVEL: Consolidation
TARGET: CFO, Corporate Treasurer
DURATION: 20 h

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Global financial solutions



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