ACI Dealing Certificate: Mastering Financial Markets Skills

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Berlin (Germany)



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Why This Course

Financial markets require professionals who understand market structure, trading conventions, financial instruments, risk exposure, and ethical dealing practices. For new entrants and junior dealers, building a strong foundation in foreign exchange, money markets, interest rates, fixed income, derivatives, and market operations is essential for working confidently in trading, treasury, banking, and financial markets roles.

The ACI Dealing Certificate is widely recognized as an important entry-level qualification for professionals entering financial markets. Preparing for it requires both conceptual understanding and practical calculation skills, especially in market instruments, pricing conventions, FX transactions, interest rate products, derivatives, and risk management.

This comprehensive 1-week course is designed to prepare participants for the ACI Dealing Certificate exam while strengthening their practical understanding of financial markets. Through focused explanations, calculation exercises, market scenarios, and exam-oriented practice, participants will gain the knowledge and confidence needed to understand market dynamics and apply core dealing concepts professionally.

What You'll Learn and Practice

By joining this program, you will:

- Understand the structure, purpose, and functions of financial markets.
- Identify key economic agents and their influence on market activity.
- Understand market segmentation and regulatory considerations.
- Apply professional ethics and best practices in financial markets.
- Understand foreign exchange market structure and participants.
- Perform spot FX, forward FX, and FX swap calculations.
- Apply FX conventions, quotations, and market practices.
- Understand money market instruments and interest rate calculations.
- Interpret interest rate conventions, quotations, and yield curves.
- Analyze interest rate risk and forward rate agreements.
- Understand fixed income, currency, and commodities derivatives.
- Apply risk management and position management principles.
- Strengthen readiness for the ACI Dealing Certificate exam.



The Program Flow

Day 1: Financial Markets Environment

- Introduction to financial markets and their functions.
- Understanding the role of markets in funding, investment, liquidity, and risk transfer.
- Economic agents and their impact on markets.
- Market segmentation criteria.
- Overview of money markets, FX markets, bond markets, derivatives markets, and commodities markets.
- Regulatory framework and market ethics.
- Practical exercise: Mapping financial market participants and their roles.

Day 2: Foreign Exchange

- FX market structure and participants.
- Understanding spot, forward, and swap markets.
- Spot FX transactions and calculations.
- Exchange rate quotations, bid-offer spreads, and cross rates.
- Forward FX and swap transactions.
- FX market conventions and practices.
- Workshop: Performing FX spot, forward, and swap calculations.

Day 3: Rates: Money and Interest Rate Markets

- Money market instruments and calculations.
- Deposits, certificates of deposit, treasury bills, commercial paper, and repos.
- Interest rate conventions and quotations.
- Yield curves and interest rate risk.
- Understanding discounting, accruals, and day-count conventions.
- Forward rate agreements.
- Practical exercise: Calculating money market returns and interest rate exposures.

Day 4: FICC Derivatives

- Introduction to derivatives markets.
- Understanding forwards, futures, options, and swaps.
- Fixed income derivatives.
- Currency derivatives.
- Commodities derivatives basics.
- Uses of derivatives for hedging, speculation, and risk management.
- Workshop: Analyzing basic derivatives scenarios and their market applications.



Day 5: Financial Markets Applications

- Asset and liability management principles.
- Managing liquidity, interest rate exposure, and balance sheet risks.
- Risk management in financial markets.
- Trading strategies and position management.
- Ethical considerations and best practices.
- ACI Dealing Certificate exam preparation review.
- Final activity: Solving practical market calculation and exam-style questions.

Individual Impact

- Build a strong foundation in financial markets and dealing concepts.
- Improve confidence in FX, money market, rates, and derivatives calculations.
- Strengthen understanding of market conventions, instruments, and trading practices.
- Enhance risk awareness and decision-making in financial market operations.
- Improve readiness for the ACI Dealing Certificate exam.
- Develop practical knowledge for treasury, trading, and financial markets roles.

Work Impact

- Improve technical capability within treasury, dealing, and market operations teams.
- Strengthen accuracy in financial market calculations and transaction understanding.
- Support better risk management and market decision-making.
- Improve compliance with ethical dealing standards and professional market conduct.
- Build stronger foundational knowledge for junior dealers and financial markets staff.
- Support organizational capability in FX, rates, derivatives, and asset-liability management.

Training Methodology

This program uses a practical and exam-focused approach to help participants understand financial markets concepts and apply them confidently. Learning methods include:

- Interactive explanations and guided discussions.
- Financial market calculation exercises.
- FX spot, forward, and swap practice.
- Money market and interest rate calculation workshops.
- Derivatives case examples and scenario analysis.
- Risk management and position management exercises.
- Ethics and market conduct discussions.
- Exam-style questions, review sessions, and practical feedback.



Beyond the Course

Upon completion, participants will be better prepared to work confidently in financial markets and continue their preparation for the ACI Dealing Certificate exam. They will return ready to:

- Perform key financial market calculations.
- Understand FX, rates, derivatives, and money market products.
- Apply market conventions and trading practices correctly.
- Support risk management and position monitoring.
- Apply ethical standards in financial market activities.
- Approach the ACI Dealing Certificate exam with stronger knowledge and confidence.

