

TOPIC-SPECIFIC LEARNING JOURNEY
COURSE PACKAGE:
"MARKETS"

ENTRIMA
LEARNING PLATFORM

ENTRIMA's Learning Platform lists a wide range of courses, all related to markets & trading. Some of these courses have been bundled to form a course package, as they all concerns the same field of expertise.

The Course Package "**Markets**" consists of the following **7** courses:

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1. Fundamentals of markets & trading	3
2. Market design	4
3. Corporate finance & capital markets	5
4. Interest rates & money markets	6
5. Foreign exchange rates & FX markets	7
6. Commodity & energy markets	8
7. Market participants	9

Each of these courses ends with an exam. Upon passing the exam the learner will be certified instantly. The contents, duration and level of each course is set out in the pages hereafter.

Total duration^{*)} of all seven (**7**) courses together: **180** minutes

➤ Study hours:	3
➤ CPD points:	3

^{*)} Excluding examination

COURSE: FUNDAMENTALS OF MARKETS & TRADING

This course sets out the fundamentals of markets and trading. The lessons concern the role of markets, the actors of relevance, including market operators and facilitators, and the place of trading and traders in the markets. Market access is covered, as well as the deal life cycle. Attention is given to the type of agreements, pricing, risk management, and settlement. It is also explained what role technology plays. And, last but not least, it is set out where or how accounting plays a role.

This course covers the following video lessons:

1. The market place
2. Parties & their roles
3. Market working
4. Deal-making
5. Market structures & mechanisms
6. Market access
7. Funding
8. Price drivers & market influences
9. Price formation & indexation
10. Key trading concepts
11. Introduction to trading instruments
12. Deal lifecycle
13. Risk management tools & techniques
14. Trade compliance & surveillance
15. Accounting
16. Trading tools & technology

- A. Examination
- B. Certification

❖ Level:	Basic	No prerequisites
❖ Intensity:	60 minutes	Excluding examination
❖ Language:	Voice & text	English
❖ Including:	Examination	Certification upon passing

COURSE: MARKET DESIGN

This course delves into market design for wholesale commodity and energy markets, covering structures, price formation, risk management, and regulatory frameworks. It highlights renewables integration, trading mechanisms, and emerging trends, offering practical insights through case studies. Professionals will gain essential knowledge to optimise market efficiency, transparency, and resilience in an evolving energy landscape.

This course covers the following video lessons:

1. Introduction to market design
2. Market structures
3. Market participants & roles
4. Price formation & market mechanisms
5. Trading frameworks & mechanisms
6. Incentives & efficiency in market design
7. Risk management in market design
8. Integration of renewable energy & emerging technologies
9. Regulatory & compliance aspects
10. Innovations & trends in market design
11. Case studies & practical applications
12. Implicit versus explicit transactions
13. Use it or lose it
14. Capacity mechanisms, balancing markets & ancillary services
15. Target model

- A. Examination
- B. Certification

❖ Level:	Intermediate	Prerequisite: "Fundamentals of Markets & Trading"
❖ Intensity:	40 minutes	Excluding examination
❖ Language:	Voice & text	English
❖ Including:	Examination	Certification upon passing

COURSE: CORPORATE FINANCE & CAPITAL MARKETS

This course sets out how companies finance their business and how the capital markets allow them to cope with such. It is set out how a firm can get working capital in place to fund the corporate activities. Attention is also given to the role of the treasury function, equity and debt securities, and credit ratings.

This course covers the following video lessons:

1. Capitalisation
2. Asset & liability management
3. Treasury management
4. Money markets & capital markets
5. Loans & the role of financiers
6. Corporate bonds & shares
7. Credit rating

- A. Examination
- B. Certification

❖ Level:	Intermediate	Prerequisite: "Fundamentals of Markets & Trading"
❖ Intensity:	10 minutes	Excluding examination
❖ Language:	Voice & text	English
❖ Including:	Examination	Certification upon passing

COURSE:

INTEREST RATES & MONEY MARKETS

This course covers the money markets. It sets out what interest concerns, how it can be calculated and what conventions apply in the markets. Attention is given to interbank offered rates and interest rate benchmarks, and day count convention. Also covered are related concepts, processes and terminology.

This course covers the following video lessons:

1. Introduction
2. Basis points
3. Calculations with interest rates
4. Risk-free rate
5. Interest rate benchmarks
6. LIBOR
7. The LIBOR scandal
8. EURIBOR, EONIA & EURONIA
9. Money markets conventions – Day count conventions
10. Interest rate calculation methods – Simple interest rate
11. Interest rate calculation methods – Annually compounding interest rate
12. Interest rate calculation methods – Continuously compounding interest rate
13. Interest rate calculation methods – Natural logarithm & exponential function

- A. Examination
- B. Certification

❖ Level:	Intermediate	Prerequisite: "Fundamentals of Markets & Trading"
❖ Intensity:	20 minutes	Excluding examination
❖ Language:	Voice & text	English
❖ Including:	Examination	Certification upon passing

COURSE:

FOREIGN EXCHANGE RATES & FX MARKETS

This course covers the exchange of one currency for another and the ratio in which this takes place. It is set out how this price of currencies, or foreign exchange (FX) rate, is impacted. The lessons explain the different market conventions in the FX markets and, in addition, attention is given to FX trading.

This course covers the following video lessons:

1. Introduction
2. FX rates & their drivers
3. Spot & forward FX markets
4. Pricing & currency pairs
5. Price quotations
6. Settlement of FX deals
7. ISO codes or SWIFT codes
8. CLS Bank
9. Quotes & market conventions
10. Direct & indirect quoted FX rates
11. Cross-rates – Single crossing
12. Cross-rates – Double crossing
13. Equally quoted currencies

- A. Examination
- B. Certification

❖ Level:	Intermediate	Prerequisite: "Fundamentals of Markets & Trading"
❖ Intensity:	20 minutes	Excluding examination
❖ Language:	Voice & text	English
❖ Including:	Examination	Certification upon passing

COURSE:

COMMODITY & ENERGY MARKETS

This course explains what a commodity or energy markets is and how it can be defined. The crash course includes videos about various ways to classify markets. Attention is given to wholesale and retail markets and the differentials between them. Likewise applies to spot and term contracts, or physical and financial markets. It is also explained what balancing markets concern and what the role of transmission system operators is in that field. Last, but not least, it is set out what granularity concerns, which is specifically applicable for electricity and gas contracts.

This course covers the following video lessons:

1. Commodity markets – Introduction
2. Commodity markets – Overview
3. Commodity markets – Physical versus financial markets
4. Commodity markets – Liberal versus regulated markets
5. Commodity markets – Wholesale & retail markets
6. Commodity markets – Spot & forward markets
7. Commodity markets – Spot markets – Intraday & day ahead markets
8. Commodity markets – Term contracts
9. Commodity markets – Granularity
10. Commodity markets – Balancing markets
11. Commodity markets – Market participants

- A. Examination
- B. Certification

❖ Level:	Intermediate	Prerequisite: "Fundamentals of Markets & Trading"
❖ Intensity:	20 minutes	Excluding examination
❖ Language:	Voice & text	English
❖ Including:	Examination	Certification upon passing

COURSE: MARKET PARTICIPANTS

This course covers the different actors in the commodity and energy markets. It is set out what characterises these parties. In addition attention is given to their objectives and the purpose of them entering the markets.

This course covers the following video lessons:

1. Introduction
2. Commodity trading firms
3. Energy companies
4. Oil & gas companies
5. Coal producers
6. Electricity producers & suppliers
7. Banks
8. Arbitrary naming

- A. Examination
- B. Certification

❖ Level:	Basic	No prerequisites
❖ Intensity:	10 minutes	Including examination
❖ Language:	Voice & text	English
❖ Including:	Examination	Certification upon passing