

e-Learning and reference solutions for the global finance professional

**KESDEE** is the world's largest financial e-Learning company

# **Valuable Digital Learning Assets**













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# **KESDEE** at a Glance:

KESDEE is the world's largest financial e-learning company.

KESDEE's e-learning catalog consists of 750 accredited e-Learning courses on various topics in following areas:

- 1. Banking
- 2. Finance
- 3. Accounting
- 4. Risk Management
- 5. Insurance
- 6. Financial Planning/Wealth Management

In addition, KESDEE offers eCoaches, the web-based Tutorials for Certification Exams in Risk Management and Financial Analysis.

KESDEE's e-learning solutions are relevant for the providers of financial services, as well as for users, regulators and advisors of financial services. KESDEE's e-learning courses are relevant for educational institutions in their certificate/ diploma/ degree programs.

KESDEE's clients are from the following verticals:

- Banking and Financial Services Industry
- Regulators Of Financial Services
- Large Corporations
- Small and Medium Enterprises
- Consultancy firms
- Technology companies
- Educational Institutions
- Professional Associations (of Banking, Finance, Accounting, Risk Management and Insurance)

KESDEE e-learning solutions are also available in Spanish.

Hull on Derivatives course Library is available on our portal "John Hull e-learning from KESDEE"

KAPLAN/KESDEE web based exam preps are available for Insurance Achievement Content.

For more details, please visit www.kesdee.com

# **Enterprise Licenses for KESDEE eLearning Solutions**

- **1. KESDEE eLearning catalog and KAPLAN/KESDEE Insurance Achievement** portals:
- Valuable Multimodal Learning Assets
- eLearning
- eBooks
- Videos
- Diagnostic Exams
- Interactive Infographics

#### 2. Branded Portals

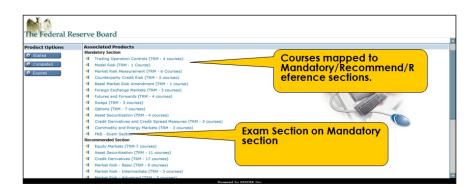
The Federal Reserve Board	
Online Learning Domain for Trading Risk Management (TRM)	
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In addition to branded portals, we can create sub brands for an institutions' different business units.

- 3. Personalized Learning Paths
- For different functional roles
- For different user groups
- For different skill levels
- You can create by using KESDEE's eLearning catalog
- You can create by using KAPLAN/KESDEE Insurance and Wealth Management courses

KESDEE e-learning Courses	Analytics	Client Service	Enterprise Risk	Finance	Information Technology	Investment Management	Investment Support	Legal/ Compliance
Asset Liability Management (28 courses)								
1. Scope of ALM								
2. Objectives of ALM	2							1 1
3. Growing Relevance of ALM								
28. Audit of ALM	1							
Liquidity Management & Contingency Funding Plan (14 courses)								
1. Role of Liquidity in ALM	2							
2. Liquidity Crises - Case studies								
3. Liquidity Measurement Systems -1								
4. Liquidity Measurement Systems - 2								
5. Liquidity Measurement Systems - 3								
	-		-	-	-			
14. Contingency Funding - 2								



#### 4. Cloud Based

- Content Server
- Anytime, Anywhere. We maintain/update
- Use your LMS and our content



#### **5. External Certification**

- Professional Risk Manager (PRM<sup>®</sup>)
- Financial Risk Manager (FRM<sup>®</sup>)
- Chartered Financial Analyst (CFA<sup>®</sup>)
- Claritas<sup>®</sup> Investment Certificate
- Chartered Financial Consultant<sup>®</sup> (ChFC<sup>®</sup>)
- Chartered Advisor for Senior Living<sup>®</sup> (CASL<sup>®</sup>)
- Chartered Life Underwriter<sup>®</sup> (CLU<sup>®</sup>)
- Chartered Property Casualty Underwriter<sup>®</sup> (CPCU<sup>®</sup>)



#### 6. Internal Certification

- We will create web based exam-prep to map your content.
- Includes exam, quizzes, examples and other graphic/simulations.
- These can be value addition to your members/employees



7. Assessments and Diagnostic Exams

# 8. Onboarding



- 9. Extended Enterprises
- Customers
- Strategic Partners
- Prospects

# **10. Outplacement**

• For providing valuable services during employee counseling/career guidance Added benefit during career transition



# 11. Customization

- To customize a learning solution that is specific to your area of expertise. We undertake customization in these areas:
- Industry specific
- Subject matter specific
- Country / region specific
- Comprehension specific (basic / advanced levels)
- Custom Content: We will add any additional topics that you many need



# **KESDEE's e-Learning Course Libraries**

# Anti-Money Laundering (Library of 6 Courses)

- 1. What Is Money Laundering
- 2. International Initiatives
- 3. Customer Identification Program
- 4. USA Patriot Act
- 5. Wolfberg's Principles on Correspondent Banking
- 6. Terrorist Related Issues
- Exercises Job aids
- Legislations Job aids
- Case studies Job aids

#### Asset Liability Management (Library of 28 Courses)

- 1. Scope of ALM
- 2. Objectives of ALM
- 3. Growing Relevance of ALM
- 4. A Nine-part Framework for ALM
- 5. Strategies of ALM
- 6. Yield Curve Analysis
- 7. Interest Rate Gap Analysis I
- 8. Interest Rate Gap Analysis II
- 9. Interest Rate Gap Analysis III
- 10. Simulation and Scenario Analysis I
- 11. Simulation and Scenario Analysis II
- 12. Duration I
- 13. Duration II
- 14. Duration III
- 15. Duration IV
- 16. Strategies for Interest Risk Management
- 17. Basis Point Value
- 18. Convexity
- 19. Review of Statistical Concepts
- 20. Value at Risk I
- 21. Value at Risk II
- 22. Application of Analytical Techniques
- 23. AL Organization
- 24. ALCO Meetings
- 25. ALM Policies and Procedures
- 26. Funds Transfer Pricing-Practices
- 27. Funds Transfer Pricing
- 28. Audit of ALM

- Measurement Tools Job aids
- Disclosures Job aids
- Regulations Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids
- Policy Templates Job aids

#### Asset Liability Management for Insurance Companies (Library of 29 Courses)

- 1. Scope of ALM
- 2. Overview of ALM in Insurance Companies
- 3. A 9 part Framework of ALM
- 4. Strategies for ALM
- 5. Overview of Life and Property and Casualty Industry
- 6. Annuities
- 7. Actuarial Principles
- 8. Reinsurance
- 9. Insurance- linked Securitization
- 10. Yield Curve Analysis
- 11. Interest Rate Gap I
- 12. Interest Rate Gap II
- 13. Simulation and Scenario Analysis -I
- 14. Simulation and Scenario Analysis -II
- 15. Duration I
- 16. Duration II
- 17. Duration III
- 18. Convexity
- 19. Basis Point Value
- 20. Value at Risk I
- 21. Value at Risk II
- 22. Application of Analytical Techniques
- 23. AL Organization
- 24. ALCO Meetings
- 25. ALM Policies and Procedures
- 26. Audit of ALM
- 27. Regulations in Insurance Industry
- 28. Software Applications
- 29. Case Study Confederation Life Insurance
- Disclosures Job aids
- Regulations Job aids
- Policy Templates Job aids
- Measurement Tools Job aids
- Global Best Practices Job aids
- Crossword Job aids

# Asset Securitization (Library of 28 Courses)

- 1. Overview
- 2. Credit Enhancement
- 3. Ratings Approach to Asset Securitization
- 4. Residential Mortgage Backed Securities Prepayments
- 5. Residential Mortgage Backed Securities Basic Structures
- 6. Residential Mortgage Backed Securities Complex Structures
- 7. Residential Mortgage Backed Securities Complex Structures
- 8. Mortgage-backed Securitization (Commercial)
- 9. Auto Loan Receivables Securitization
- 10. Credit Card Receivables Securitization
- 11. Collateralized Debt Obligations (CDOs)
- 12. Case Studies (CDOs,CLOs,CBOs)
- 13. Future Flow Receivables Securitization
- 14. Home Equity Loans
- 15. Insurance Risk Securitization-I
- 16. Insurance Risk Securitization-II
- 17. Case Studies (Non-Performing Loans)
- 18. Case Studies (Different Products)
- 19. Case Studies (Asia & Australia)
- 20. Case Studies (North America & Europe)
- 21. Healthcare Receivable Securitization
- 22. Asset-backed Commercial Paper
- 23. Project Management
- 24. Risk Management
- 25. Legal Aspects
- 26. Accounting
- 27. Tax
- 28. Supervision
- Measurement Tools Job aids
- Disclosures Job aids
- Regulations Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids
- Policy Templates Job aids
- Prospectuses Job aids

# Bank Branch Management - HRM & CSR (Library of 2 Courses)

- 1. HRM in Bank Branches
- 2. Corporate Social Responsibility

# Bank Branch Management - Advances (Library of 7 Courses)

- 1. Overview of Credit Function
- 2. Principles and Practice of Lending
- 3. Financial Analysis for Lending
- 4. Securities for Lending
- 5. Credit Documentation and Sanctioning
- 6. Credit Monitoring and Loan Recovery
- 7. Asset Classification and Loan Loss Provisioning

# Bank Branch Management - Bookkeeping and Accounting (Library of 3 Courses)

- 1. Introduction to Bookkeeping and Accounting
- 2. Practice of Bookkeeping in Banks
- 3. Final Statements of Accounts of Banks

#### Bank Branch Management - Deposits (Library of 4 Courses)

- 1. Overview of Deposit Function
- 2. Demand Deposits
- 3. Time Deposits
- 4. Types of Deposits Advantages and Disadvantages

# Bank Branch Management - Marketing (Library of 6 Courses)

- 1. Introduction to Marketing
- 2. Marketing of Bank Services
- 3. Customer Relationship Management
- 4. Bank Distribution
- 5. Pricing Strategy and its Application in Banking
- 6. Product Strategy and Product Delivery

#### **Quantitative Features:**

KESDEE's e-Learning courses are provided with calculators and simulators, wherever necessary to demonstrate the concept with ease to the learners.

KESDEE					<b>R</b> OM	Messaging	Discussion	<b>L</b> Progress				
Asset Liability Management (Library of 28 courses)									E	icing Prob		
Duration I			Job aids	Glesnary		Index				00		Exit
Calculations for Bond D2: 5 year, 10% coupon, 10% yield The calculation of duration, modified duration and price elasticity of bond D2 with face value of \$100, coupon rate of 10%, yield of 10% and maturity of 5 years is given below:												
Da	nd D2 : CashFlow and	Calculation										
	A 8	c	D									1
	riod CashFlow	Present Value	A'C									1
	1 \$10.0	\$ 9.091										
	2 \$10.0	\$ 8.264										
	3 \$10.0	\$ 7.513										
	4 \$10.0	\$ 6.83										1
	5 \$110.0	\$ 68.301										
Te	tal											
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# Bank Branch Management - Payment and Settlement System (Library of 2 Courses)

- 1. Payment and Settlement System
- 2. Electronic Transfer of Funds

# Bank Branch Management - Retail Banking (Library of 4 Courses)

- 1. Credit card operations
- 2. Mortgage Loans
- 3. Auto Loans
- 4. Teller Functions

# Bank Branch Management - Risk Management (Library of 3 Courses)

- 1. Risk Management Principles
- 2. Credit Risk Management
- 3. Operational Risk Management

# Bank Branch Management - Technology and Security (Library of 4 Courses)

- 1. Internal Controls in Banks
- 2. Banking Technology
- 3. Branch Security Management
- 4. Branch Security Fraud Aspects

# Basel II - University (Library of 39 courses)

- 1. Basel II An Overview
- 2. Scope of Application
- 3. Credit Risk Standardized Approach
- 4. Standardized Approach Credit Risk Mitigation
- 5. Simplified Standardized Approach
- 6. IRB Approach Overview
- 7. IRB Approach Rules for Exposures
- 8. IRB Approach Minimum Requirements
- 9. Credit Risk Securitisation Framework
- 10. Operational Risk Measurement Approaches
- 11. Qualifying Criteria for Operational Risk
- 12. Market Risk Measurement Framework
- 13. Market Risk Standardized Measurement Approach
- 14. Market Risk Internal Models Approach
- 15. Key Principles
- 16. Specific Issues
- 17. Supervisory Review Process for Securitization
- 18. Market Discipline

- 19. IRB systems for Corporate Credit Overview
- 20. Ratings for IRB systems
- 21. Quantification of IRB Systems-PD
- 22. Quantification of IRB Systems-LGD
- 23. Quantification of IRB Systems-EAD and Maturity
- 24. Data Maintenance Framework
- 25. Control and Oversight Mechanisms
- 26. IRB-Retail Introduction
- 27. Retail Risk Segmentation systems for IRB
- 28. Quantification of IRB Systems-PD
- 29. Quantification of IRB Systems-LGD
- 30. Quantification of IRB Systems-EAD and Maturity
- 31. Quantification: Special cases32. Validation
- 33. Data Maintenance
- 34. Control and Oversight Mechanisms
- 35. Operational Risk-Introduction and Corporate Governance
- 36. Operational Risk Management Elements
- 37. Elements of an AMA Framework
- 38. Risk Quantification and Mitigation
- 39. Data Maintenance and Testing
- Benchmarking Template Job aids
- Disclosure Job aids
- Global Best Practices Job aids
- Measurement Tools Job aids
- Regulations Job aids

# Basel III - Liquidity Risk Management (Library of 5 courses)

- 1. An Overview
- 2. Principles for Sound Liquidity Risk Management and Supervision
- 3. Liquidity Risk Measurement and Standards
- 4. Monitoring Tools
- 5. Application Issues for Liquidity Standards

# Basics of banking (Library of 13 courses)

- 1. Indian Financial System An Overview
- 2. Introduction to banking
- 3. Regulation Banking
- 4. Banker Customer Relationship
- 5. Types of Customers and Their Accounts
- 6. Deposit Accounts
- 7. Negotiable Instruments and Related Matters

- 8. Loans and Advances
- 9. Fee Based Banking Services
- 10. Electronic Banking
- 11. Basics of Accounting
- 12. Basics of Bank Marketing
- 13. Know Your Customer

#### **Brokerage - Operations(Library of 1 courses)**

1. Prime Brokerage

#### **Budgeting (Library of 5 courses)**

- 1. Overview of budgeting
- 2. Types of budgets
- 3. Approaches to budgeting
- 4. Preparing a budget
- 5. Budgetary control
- Measurement Tools Job aids

#### \*CTM – Case Studies – (Library of 7 Courses)

- 1. Scope and Importance
- 2. Overview of Risk Management
- 3. Allied Irish Banks
- 4. Procter and Gamble (P & G)
- 5. Gibson Greetings
- 6. Sumitomo
- 7. Lufthansa
- Disclosures Job aids
- Scope and Structure of FX and Derivatives Markets Job aids
- Global Best Practices Job aids
- Policy Templates Job aids
- Regulations Job aids

#### \*CTM - Foreign Exchange Management (Library of 7 Courses)

- 1. Scope and Importance
- 2. Overview of Risk Management
- 3. Translation Exposure
- 4. Transaction Exposure
- 5. Economic Exposure
- 6. Case Studies- Foreign Exchange Exposure

#### \*CTM – Corporate Treasury Management

- 7. Currency Risk Sharing Agreement
- Measurement Tools Job aids
- Disclosures Job aids
- Scope and Structure of FX and Derivatives Markets Job aids
- Global Best Practices Job aids
- Policy Templates Job aids
- Regulations Job aids

#### \*CTM - Funding and Investments (Library of 7 Courses)

- 1. Scope and Importance
- 2. Overview of Risk Management
- 3. Short-term Financing
- 4. Long-Term Financing
- 5. Money Markets
- 6. Capital Markets
- 7. Portfolio Management
- Measurement Tools Job aids
- Disclosures Job aids
- Scope and Structure of FX and Derivatives Markets Job aids
- Global Best Practices Job aids
- Policy Templates Job aids
- Regulations Job aids

# \*CTM – Implementation (Library of 6 Courses)

- 1. Scope and Importance
- 2. Overview of Risk Management
- 3. Treasury Management Systems
- 4. Treasury Policy
- 5. Treasury Controls
- 6. Accounting for Derivatives

\*CTM – Corporate Treasury Management

#### **Qualitative Features:**

To make our material learner-oriented, KESDEE has developed interactive animations, graphics and simulations. These reinforce concepts with hands-on activity that puts the learner in control.



- 5. Treasury Controls
- 6. Accounting for Derivatives
- Disclosures Job aids
- Scope and Structure of FX and Derivatives Markets Job aids
- Global Best Practices Job aids
- Policy Templates Job aids
- Regulations Job aids

#### \*CTM – Interest Rate Risk Management (Library of 6 Courses)

- 1. Scope and Importance
- 2. Overview of Risk Management
- 3. Interest Rate Futures
- 4. Interest Rate Options
- 5. Interest Rate Swaps
- 6. Case Studies Applications of Interest Rate Derivatives
- Measurement Tools Job aids
- Disclosures Job aids
- Scope and Structure of FX and Derivatives
- Markets Job aids
- Global Best Practices Job aids
- Policy Templates Job aids
- Regulations Job aids

# \*CTM - Treasury Analytics (Library of 7 courses)

- 1. Scope and Importance
- 2. Overview of Risk Management
- 3. Yield Curve Analysis
- 4. Duration
- 5. Basis Point Value (BPV)
- 6. Convexity
- 7. Value-at-Risk
- Measurement Tools Job aids
- Disclosures Job aids
- Scope and Structure of FX and Derivatives Markets - Job aids
- Global Best Practices Job aids
- Policy Templates Job aids
- Regulations Job aids

#### \*CTM – Corporate Treasury Management

# Capital Adequacy Planning – Basel I (Library of 7 Courses)

- 1. Overview
- 2. Credit Risk I
- 3. Credit Risk II
- 4. Internal ratings based approach
- 5. Market Risk Capital: Overview
- 6. Standardized measurement method
- 7. RAROC
- Measurement Tools Job aids
- Disclosures Job aids
- Regulations Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids

# Commodity and Energy Markets (Library of 3 Courses)

- 1. Commodity Markets
- 2. Energy Markets
- 3. Commodity Derivatives

# **Corporate Governance (Library of 9 Courses)**

- 1. Overview
- 2. Models and Mechanisms
- 3. Shareholders and Stakeholders
- 4. Board of Directors
- 5. Audit Committee
- 6. Banking Corporate Governance
- 7. Corporate Scandals
- 8. Best Practices
- 9. Corporate Responsibility
- Corporate Governance Principles & Recommendations Job aids
- Legislations and Regulations Job aids

# **Counterparty Credit Risk (Library of 9 Courses)**

- 1. Overview to Derivative Products-I
- 2. Overview to Derivative Products-II
- 3. Credit Exposure
- 4. Credit Risk in Derivative Products
- 5. Pre-settlement & Settlement Risk
- 6. Netting
- 7. Margin and Collateral Requirements
- 8. Monte Carlo Simulation

- 9. Case Studies
- Measurement Tools Job aids
- Disclosures Job aids
- Regulations Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids
- References Job aids

#### Credit Analysis (Library of 13 Courses)

- 1. Overview to Credit Analysis
- 2. Lending Process
- 3. Financial Statement Analysis-I
- 4. Financial Statement Analysis-II
- 5. Non-Financial Analysis
- 6. Asset Classification and Loan Loss Provisioning
- 7. Borrowing Causes and Sources of Repayment
- 8. Problem Loans
- 9. Consumer Instalment Lending
- 10. Floor Plan Lending
- 11. Accounts receivables and inventory lending
- 12. Participation Lending
- 13. Letter of Credit and loan commitments
- Measurement Tools Job aids
- Disclosures Job aids
- Regulations Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids

#### Credit Derivatives (Library of 23 Courses)

- 1. Overview to Credit Derivatives
- 2. Credit Risk
- 3. Credit Rating Dynamics
- 4. Emerging Markets
- 5. Classic Credit Derivatives
- 6. Total Return Swaps
- 7. Structured Notes
- 8. Repackaged Notes
- 9. Credit Portfolio Securitization Structures
- 10. Case Studies for CPSS
- 11. Credit Default Swaps
- 12. Case Studies for Credit Default Swaps
- 13. Credit Spread Options
- 14. Bank and Institutional Applications

- 14. Bank and Institutional Applications
- 15. Investor Applications
- 16. Corporate Applications
- 17. Pricing Credit Derivative Instruments
- 18. Risks Involved In Credit Derivatives
- 19. Documentation
- 20. Regulations
- 21. Legal Issues
- 22. Accounting
- 23. Taxation
- Financial Calculators Job aids
- Disclosures Job aids
- Regulations Job aids
- Global Best Practices Job aids
- Policy Templates Job aids
- Credit Derivatives Benchmarking
- Data Job aids

# **Credit Ratings (Library of 3 Courses)**

- 1. Internal Rating Systems
- 2. Internal Ratings-Based Approach
- 3. External Ratings
- Regulations Job aids
- References Job aids
- Disclosures Job aids

# Credit Risk Modelling (Library of 6 Courses)

- 1. Conceptual Approach to Credit Risk Modelling
- 2. JP Morgan's Credit Metrics
- 3. CSFB's Credit Risk+
- 4. KMV Portfolio Manager

#### Audio Files:

KESDEE courses include audio files in few of its recently launched course libraries.

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overnance, Risk and Co	npliance (Libra	ary of 7 course	es)							acing Prol	lem ?	ixit
Classification of Risk	s				Gles	sary	Index	7 of	44	00	0	
Credit Risk - Illustrati		o different form	ns of exposure.									
High Medium Low	Borrower	Issuer	Counter party	Country								
Loan Portfolio	•	Na	Na									
Investment Portfolio	•		Na									
Derivatives	Na											
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- 5. Credit Portfolio View
- 6. Credit Portfolio Management
- Regulations Job aids
- References Job aids

# Dodd-Frank Act (Library of 1 Course)

1. Overview of Dodd-Frank Act

# **Economics (Library of 16 courses)**

- 1. Elasticity
- 2. Efficiency and Equity
- 3. Markets in Action
- 4. Organizing Production
- 5. Output and Costs
- 6. Perfect Competition
- 7. Monopoly
- 8. Monopolistic Competition and Oligopoly
- 9. Demand and Supply in Factor Markets
- 10. Monitoring Cycles, Jobs, and the Price Level
- 11. Aggregate Supply and Aggregate Demand
- 12. Money, Banks, and the Federal Reserve
- 13. Money, Interest, Real GDP, and the Price Level
- 14. Inflation
- 15. Fiscal Policy
- 16. Monetary Policy

# Equity Markets (Library of 10 courses)

- 1. Global Equity Markets
- 2. Equity Valuation Models- I
- 3. Equity Valuation Models- II
- 4. Stock Index Futures
- 5. Equity Swaps
- 6. Equity Options
- 7. Convertibles
- 8. Warrants
- 9. Portfolio Management
- **10. Equity Structured Products**
- Measurement Tools Job aids
- Disclosures Job aids

#### **Estate Planning (Library of 4 courses)**

- 1. Estate Planning An Overview
- 2. Transfer of Property
- 3. Estate Planning Wills
- 4. Gift and Gift Tax

#### Financial Accounting (Library of 15 courses)

- 1. Introduction to Accounting
- 2. The Accounting Process
- 3. Finalization of Accounts
- 4. Financial Statement Analysis-1
- 5. Financial Statement Analysis-2
- 6. Reconciliation of Books
- 7. Depreciation Accounting
- 8. Inventory Accounting
- 9. Petty Cash Accounting
- 10. Long-Lived Assets—The Capitalization Decision
- 11. Analysis of Financing Liabilities
- 12. Leases and Off-Balance-Sheet Debt
- 13. Analysis of Income Taxes
- 14. Financial Reporting Standards
- 15. International Standards Convergence
- Disclosures Job aids
- Measurement Tools Job aids
- Case Study Job aids

# Financial Institutions Analysis - CAMELS Approach (Library of 8 Courses)

- 1. Overview of CAMELS
- 2. Earnings Ability
- 3. Capital Adequacy
- 4. Asset Quality
- 5. Management Competence
- 6. Liquidity Risk
- 7. Sensitivity to Market Risk
- 8. Composite Rating
- Measurement Tools Job aids
- Benchmarking Data Job aids

# **Financial Mathematics (Library of 8 Courses)**

- 1. Basic Financial Measures
- 2. Time Value of Money
- 3. Bond Pricing

- 4. Yield Curve Analysis
- 5. Probability Distributions and their Properties
- 6. Measuring Volatility
- 7. Correlation and Regression Analysis
- 8. Mathematical Foundation
- Measurement Tools Job aids

# Financial Privacy (Library of 6 Courses)

- 1. Financial Privacy Regulation
- 2. Privacy Notices and their content
- 3. Exceptions and Reuse of Information
- 4. Exam Procedures
- 5. Security Guidelines
- 6. Section 501(b) of the GLB Act and the Management
- Privacy Acts Regulations Policies Job aids

# Fixed Income Markets (Library of 19 courses)

- 1. Fixed Income Markets Overview
- 2. Bond Pricing and Yield Measures
- 3. Treasury Securities
- 4. Corporate Bonds
- 5. Global Bonds I
- 6. Global Bonds II
- 7. Treasury Inflation Protected Securities (TIPS
- 8. Duration
- 9. Convexity
- 10. Basis Point Value
- 11. High Yield Bonds
- 12. Brady Bonds
- 13. Option Embedded Bonds
- 14. Collateralized Mortgage Obligations
- 15. Interest rate Swaps
- 16. Caps, Floors, Collars and Captions
- 17. Forward Rate Agreements
- 18. Bond Trading Strategies
- 19. Municipal Bonds
- Measurement Tools Job aids)

# Flotation (Library of 4 Courses)

- 1. Flotation Introduction
- 2. Flotation Methods
- 3. Flotation Special Mention
- 4. Flotation Subsequent Issue of Shares

#### Foreign Exchange Markets (Library of 9 Courses)

- 1. Overview of Foreign Exchange Market
- 2. Spot Market
- 3. Forward Market
- 4. Determination of Exchange Rates
- 5. Currency Futures
- 6. Currency Options
- 7. Currency Swaps
- 8. Second Generation Forward Contracts
- 9. FX Trading Controls
- Disclosures Job aids
- Policy Templates Job aids
- Measurement Tools Job aids
- Global Best Practices Job aids
- Regulations Job aids
- Scope and Structure of FX and Derivatives Markets Job aids

#### Futures and Forwards (Library of 7 Courses)

- 1. Futures Fundamentals
- 2. Pricing of Futures
- 3. Commodity and Equity Futures
- 4. Currency Futures
- 5. Short-term Interest Rate Futures- Euro Dollar and T-bill Futures
- 6. Long-term Interest Rate Futures- T-bond Futures
- 7. Forward Rate Agreements
- Measurement Tools
- Disclosures Job aids
- Regulations Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids

#### Exercises:

Exercises help the users to reinforce the concepts that they come across in the course. There will be an exercise for every 4-5 screens.

KESD@E			Chat	Messaging	Discussion	Progress	Notepad	Search cing Prob	Calendar	Feedback
What is Money Laundering	(Job aids)	Glossary	G	ndex	1	2 of 36	_	00		tuit.)
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# **Global Banking Supervision (Library of 15 Courses)**

- 1. Core Principles and Methodology
- 2. Supervisory Self-Assessment
- 3. Corporate Governance in Banks
- 4. Internal Control System
- 5. Internal Audit in Banks
- 6. Supervisors and External Auditors
- 7. Operational Risk Management
- 8. Liquidity Management
- 9. Credit Risk Management
- 10. Management of Settlement Risk in Foreign Exchange
- 11. Trading and Derivatives Activities
- 12. Risk Management Principles for E-banking
- 13. Loan Accounting and Disclosure
- 14. Highly Leveraged Institutions
- 15. Dealing with weak banks

#### Global Economic Crisis - Liquidity Management (Library of 10 courses)

- 1. Asset-Backed Commercial Paper Money Market Mutual Fund Facility (AMLF)
- 2. Commercial Paper Funding Facility (CPFF)
- 3. Money Market Investor Funding Facility (MMIFF)
- 4. Term Asset-Backed Securities Loan Facility (TALF)
- 5. Term Securities Lending Facility (TSLF)
- 6. Temporary Liquidity Guarantee Program (TLGP)
- 7. Temporary Guarantee Program for Money Market Mutual Funds
- 8. Risk Management Lessons from the Global Banking Crisis
- 9. International Framework for Liquidity Risk
- 10. "IIF Report Reforms in Financial Services Industry"

# Governance, Risk and Compliance (Library of 7 Courses)

- 1. Classification of Risks
- 2. Introduction to ERM and its Frameworks
- 3. Regulatory Landscape
- 4. Governance, Risk and Compliance Demystified
- 5. COSO and CobiT in Support of GRC Needs
- 6. Operational Risk Management Primer
- 7. GRC Case Study

#### **Insurance Concept (Library of 10 courses)**

- 1. Principles of Insurance
- 2. Analysis and Evaluation of Risk Exposures
- 3. Life Insurance
- 4. Underwriting and Claims

- 5. General Insurance Individuals
- 6. Health, Long-term Care and Disability Insurance
- 7. Actuarial Principles
- 8. Group Insurance
- 9. Reinsurance
- 10. Annuities

# International Trade Services (Library of 9 courses)

- 1. Fundamentals of International Trade
- 2. International Payment Terms
- 3. Draft and Direct Collections
- 4. How Letters of Credit Work
- 5. The Export Letter of Credit Cycle
- 6. The Import Letter of Credit Cycle
- 7. The Standby Letter of Credit Cycle
- 8. Structuring Trade Loans
- 9. Monitoring Trade Loans

#### Introduction to Bank Lending Environment (Library of 7 Courses)

- 1. Credit and Economic Growth
- 2. Commercial Lending
- 3. Working Capital
- 4. Bills and Letters of Credit
- 5. Lending Against Shares
- 6. Lending Against Real Estate
- 7. Term Loan

# Liquidity Management & Contingency Funding Plan (Library of 14 Courses)

- 1. Role of Liquidity in ALM
- 2. Liquidity Crises Case Studies
- 3. Liquidity Measurement Systems 1
- 4. Liquidity Measurement Systems 2
- 5. Liquidity Measurement Systems 3
- 6. Practical Tools and Techniques
- 7. Liquidity Strategies 1
- 8. Liquidity Strategies 2
- 9. Trading Liquidity Risk 1
- 10. Trading Liquidity Risk 2
- 11. Trading Liquidity Risk 3
- 12. Trading Liquidity Risk 4
- 13. Contingency Funding Plan 1
- 14. Contingency Funding Plan 2
- Measurement Tools Job aids

- Liquidity Disclosures Job aids
- Liquidity Regulations Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids
- Policy Templates Job aids

#### Management Accounting (Library of 7 Courses)

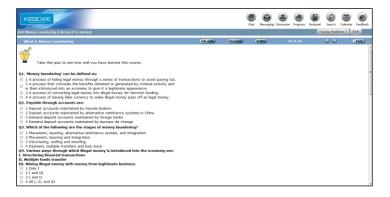
- 1. Management of Cash
- 2. Management of Receivables
- 3. Management of Inventory
- 4. Overview of Working Capital
- 5. Financing Working Capital-
- 6. Financing Working Capital-III
- 7. Estimation of Working Capital Requirements
- Measurement Tools- Calculators in Excel & Java Job aids
- A Case Study on Receivables Management Job aids
- Management Accounting Job aids

#### Market Risk: Advanced Level (Library of 4 Courses)

- 1. Description of Advanced VaR models
- 2. Advanced Measuring Volatility and Correlation
- 3. Advanced Scenario Analysis and Stress Tests
- 4. Risk Adjusted Performance Measurement
- Measurement Tools Job aids
- Disclosures Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids
- Policy Templates Job aids

#### Quizzes:

At the end of each course we have incorporated several quizzes of varying difficulty. These quizzes contain different types of questions and exercises.



# Market Risk: Basic Level (Library of 8 Courses)

- 1. Interest Rate Risk
- 2. Liquidity Risk
- 3. Equity Risk
- 4. Portfolio Risk
- 5. Foreign Exchange Risk
- 6. Commodity Risk
- 7. Value at Risk
- 8. Regulatory Issues
- Disclosures Job aids
- Benchmarking Data Job aids
- Policy Templates Job aids
- Global Best Practices Job aids
- Measurement Tools Job aids

# Market Risk: Intermediate Level (Library of 8 Courses)

- 1. Emerging Market Risk
- 2. Market Risk Models
- 3. Stress Testing
- 4. Supervisory Requirements
- 5. Risk Management Systems
- 6. Case Study Orange County
- 7. Case Study Barings Bank
- 8. Case Study Metallgesellshaft
- Measurement Tools Job aids
- Disclosures Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids
- Policy Templates Job aids

# Money Markets (Library of 9 Courses)

- 1. Overview to Money Markets
- 2. Instruments of Money Markets
- 3. Arithmetic for Money Markets
- 4. Money Market Deposits
- 5. Certificates of Deposit
- 6. Repurchase Agreements (Repos)
- 7. Treasury Bills
- 8. Bills of Exchange
- 9. Commercial Paper
- Disclosures Job aids
- Mutual fund Prospectus Job aids
- Measurement Tools Job aids

# Mutual Funds (Library of 9 courses)

- 1. Mutual Funds The Concept
- 2. Structure and Constituents of Mutual Funds
- 3. Various Types of Mutual Fund Products
- 4. Management of Bond Fund Portfolio
- 5. Management of Equity Fund Portfolio
- 6. Accounting and Valuation
- 7. Evaluation of Performance of Mutual Funds
- 8. Prospectus and Annual Reports of Mutual Fund
- 9. Regulations of Mutual Funds Industry
- "Job Aid: Annual Reports of Mutual Fund Companies" Job aids

# **Operational Risk Management (Library of 21 Courses)**

- 1. Introduction to Operational Risk
- 2. Basic Concepts
- 3. Regulatory Treatment of Operational Risk under Basel-II
- 4. Operational Risk in Various Banking Sectors
- 5. Operational Risk in insurance
- 6. Developing objectives and identifying risks
- 7. Estimating potential losses Data
- 8. Estimating potential losses Loss distributions
- 9. Analyzing risks
- 10. Loss prediction and prevention
- 11. Loss control
- 12. Loss reduction and risk avoidanc
- 13. Risk financing
- 14. Measurement framework
- 15. ORM in practice
- 16. Enterprise-wide Risk Management (ERM)
- 17. Basic and causal models
- 18. Legal risk and taxation rules
- 19. E-banking
- 20. Systems and software
- 21. Case study Barings Bank
- Measurement Tools Job aids
- Disclosures Job aids
- Global Best Practices Job aids
- Policy Templates Job aids

#### **Operational Risk Management - Basel II (Library of 9 Courses)**

- 1. The Operational Risk Management Framework
- 2. Risk Identification
- 3. Loss Data Collection Methodology
- 4. Risk Self-Assessment
- 5. Key Risk Indicators
- 6. Risk Quantification 1
- 7. Risk Quantification 2
- 8. Management Applications
- 9. Realization Challenges and Deployment Strategy
- Exercise Risk Inventory
- Exercise Loss Data Collection
- Exercise Risk Control Self-Assessment Creation
- Exercise KRI Development

#### **Options (Library of 10 Courses)**

- 1. Options-Fundamentals
- 2. European Option Pricing
- 3. Options-The Greeks
- 4. Options-American Style
- 5. Interest Rate Options
- 6. Currency Options
- 7. Swaptions
- 8. Options on Futures
- 9. Exotic Options
- 10. Measurement Tools
- Disclosures Job aids
- Regulations Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids

#### Job Aids - Measurement Tools:

Practical tools that enable application of the concepts learnt.

KESDEE	
Asset Liability Management (Library of 28 courses)	🕲 e-Learning Course - Mozila Ferfox Feedback
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Scope of ALM	Measurement Tools
Objectives	Confidence level - Macille Firefax
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Scope of a	Casculator Standard Deviation for a given Confidence Level Veia at Max Veia at
Understand the concept of Asset/Liability Ma     Identify and analyze the various types of ma     an institution     Know short-term and the long-term risks	
PREREQUISITES	
Basic understanding of financial concepts	-3.50 -330 til0 til0 2.00 330 ← Statist Desisten →

#### **Project Valuation (Library of 3 Courses)**

- 1. Overview of Project valuation
- 2. Project Valuation Methods
- 3. Project Valuation Special Cases

#### **Retirement Planning (Library of 4 Courses)**

- 1. Analysis of Retirement Needs
- 2. Retirement Planning -Investment Considerations
- 3. Retirement Planning Social Security
- 4. Retirement Planning -Types

#### **Risk Analysis (Library of 5 Courses)**

- 1. Industry Risk
- 2. Business Risks
- 3. Financial Risks
- 4. Management Risks
- 5. Project Risks

#### Sarbanes-Oxley Act (Library of 12 Courses)

- 1. Overview of Sarbanes-Oxley Act
- 2. Public Company Accounting Oversight Board
- 3. Auditor Independence
- 4. Corporate Responsibility
- 5. Enhanced Financial Disclosures
- 6. Analyst Conflicts of Interest
- 7. Commission Resources and Authority
- 8. Studies and Reports
- 9. Corporate and Criminal Fraud Accountability
- 10. White-Collar Crime Penalty Enhancements
- 11. Corporate Tax Returns
- 12. Corporate Fraud and Accountability
- Legislations Job aids
- Case Studies Job aids

#### Swaps (Library of 7 Courses)

- 1. Swaps Fundamentals
- 2. Interest Rate Swaps
- 3. Currency Swaps
- 4. Commodity Swaps
- 5. Equity Swaps
- 6. Interest Rate Swap Variants
- 7. Swaptions
- Measurement Tools Job aids
- Disclosures Job aids
- Regulations Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids

#### **Trading Operation Controls (Library of 4 Courses)**

- 1. Trade Life Cycle
- 2. Front Office Controls
- 3. Middle Office Controls
- 4. Back Office Controls

#### UCP 600 (Library of 7 courses)

- 1. UCP 600 An Overview
- 2. UCP600: Part 1
- 3. UCP600: Part 2
- 4. UCP600: Part 3
- 5. UCP600: Part 4
- 6. UCP600: Part 5
- 7. UCP600: Part 6

#### **Understanding Financial Statements (Library of 6 courses)**

- 1. Financial Statements A Preview
- 2. Fundamentals of Financial Statements
- 3. Introduction to Financial Statement Analysis
- 4. Understanding the Income Statement
- 5. Understanding the Balance Sheet
- 6. Understanding the Cash Flow Statement
- Disclosures Job aids

#### Value at Risk (VaR) (Library of 16 Courses)

- 1. Review of Statistical Concepts
- 2. Value at Risk-I
- 3. Value at Risk-II
- 4. Application of Analytical Techniques
- 5. Regulatory Issues
- VaR Models
- 7. Stress Testing
- 8. Back Testing
- 9. Risk Management Systems
- 10. Case Study Orange County
- 11. Case Study Barings Bank
- 12. Case Study Metallgesellshaft
- 13. Description of Advanced VaR Models
- 14. Advanced Measuring Volatility and Correlation
- 15. Advanced Scenario Analysis and Stress Tests
- 16. Risk Adjusted Performance Measurement
- Measurement Tools Job aids
- Disclosures Job aids
- Global Best Practices Job aids
- Benchmarking Data Job aids
- Policy Templates Job aids

# Agricultural Finance (Library of 40 courses)

# **Policy Areas**

- 1. Overview
- 2. Framework for Agricultural Finance
- 3. Priority Sector Policy with reference to Agricultural Banking
- 4. Support Services
- 5. National Farm Policy Part I
- 6. National Farm Policy Part II
- 7. Agricultural Indebtedness Causes and Remedies
- 8. Disaster Management
- 9. Resource Mobilization in Rural Areas
- 10. Bio-villages
- 11. WTO and Indian Agriculture

# Institutional Aspects

- 12. NABARD
- 13. Commodity Exchanges
- 14. Farm Management

# **Lending Patterns**

- 15. Direct Finance
- 16. Indirect Lending for Agriculture
- 17. Marketing of Agriculture Loans
- 18. Contract Farming
- 19. Project Approach to lending for agriculture loans
- 20. Agricultural Loan Products
- 21. Non-farm Sector
- 22. Rain fed farming & Watershed Management

# Job Aids - Policy Templates:

Policy Templates provide information that may be of use to different types of institutions. All information has been collected from the leading banks and financial institutions worldwide.



#### **Methods and Schemes**

- 23. Crop Loans
- 24. Advances against Gold ornaments
- 25. Produce Marketing loans
- 26. Minor Irrigation Schemes
- 27. Land Development
- 28. Dairying
- 29. Poultry
- 30. Fisheries
- 31. Seed Production
- 32. Sheep Rearing
- 33. Piggery

# **Hi-tech areas**

- 34. Green Houses
- 35. Tissue Culture
- 36. Techno-economic aspects of Horticulture
- 37. Floriculture
- 38. Monitoring & Supervision

#### **Procedural Aspects**

- 39. Security & Documentation
- 40. NPA Management

#### Job Aids - Benchmarking Template:

This section **c**ontains comparative statistical information across various categories for a specific financial topic.



#### Bank Teller Training (Library of 13 courses)

- 1. Role of the Teller
- 2. Checks and Check Handling- Part 1
- 3. Checks and Check Handling- Part 2
- 4. Processing Transactions Part 1
- 5. Processing Transactions Part 2
- 6. Handling Cash
- 7. Cash Balancing
- 8. Overview of Bank Services
- 9. Bank Security
- 10. Customer Service
- 11. Marketing of Bank Services
- 12. Electronic Banking
- 13. Know Your Customer Guidelines

#### Job Aids - Global Best Practices:

Global Best Practices provide the "Best in Class" examples of strategic, analytical and operational issues of different functional areas and activities. These are developed from surveys or analysis of different institutions.

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Asset Liability Management (Library of 28 courses)	e-Learning Course - Mozilla Firefox			cing Proble	rm 7 Exi	1
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# **Hull on Derivatives**

# **Course features include:**

- Voice over
- Interactive animations
- Large number of practice questions
- Practice exercises
- Quizzes



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# Prof. John Hull e-Learning from KESDEE

Prof. John Hull e-Learning from KESDEE is a foundation program of study, taking the student through various derivative instruments, their pricing and application.

Derivative instruments such as futures, forwards, options and swaps are widely used in financial institutions and corporate treasuries. A good understanding of these instruments is very critical to ensure that they are properly used. Several Derivative Disasters have taken place due to lack of adequate knowledge of these products, pricing, applications, risks and rewards. The objective is to maximize potential beneficial use and minimize potential misuse and abuse. A good understanding by both the management and the Board is critical to ensure positive outcomes in the use of derivatives.

#### Course List:

#### **1. Derivative Instruments**

- Introduce two common derivatives
- Forward Contracts
- Option Contracts
- Describe significant features of forward and option payoffs
- Describe how forwards and options are used by market participants

# 2. Futures Contracts & Hedging

- Introduce exchange-traded instrument known as futures
- Understand purpose of margin
- Learn how futures are used to hedge avariety of different exposures
- Discuss how well futures hedges perform

#### 3. Swaps

- ▶ How interest rate and currency swaps work
- How interest rate and currency swaps are used
- > Discuss other swap products developed by financial engineers
- Examine how financial institutions create a market in swaps

#### 4. Interest Rates, Zero Curves and Duration

- Understanding the compounding frequency of an interest rate quote
- Converting interest rates from one compounding frequency to another
- Continuous compounding
- Calculating yield to maturity and par yield
- Calculating zero rates from Treasury securities using the bootstrap method
- Calculating forward rates
- Calculating and using duration

#### 5. Interest Rate Future

- Understanding day count conventions
- Understanding how bonds are quoted in the US
- Understanding conversion factors
- Learning the concept of a cheapest to deliver bond
- Learning how Treasury bond and
- Eurodollar futures are used to hedge interest rate exposures

# 6. Swap Valuation

- Understanding the zero curve calculated from LIBOR and swap rates
- Building a knowledge for forward rate agreements
- Valuing swaps as a series of forward rate agreements
- > Valuing swaps as the difference between a fixed-rate and floating-rate bond



# **Exam Preparation Tutorials (eCoaches)**

#### **Product Features:**

- Available as a comprehensive self-study package
- State-of-the art simulated learning environment
- Unparalleled subject matter with valuable reference sources
- Immediate diagnostic results analysis
- Exhaustive theoretical material supplemented with contemporary case studies
- Learner friendly courses complete with:
  - Formulae, definitions and concise summaries
  - Interactive simulations
  - Online Chat, Discussion Forum, E-mail to Subject Matter Expert, Glossary, FAQs and pocket reference
  - Solved examples, practice exercises and quizzes
  - Timed tests in exam format
  - Personalized results for self-assessment
  - Real-time reports for benchmarking
  - 100% online unlimited access, 24x7 support
  - Question Bank, Random tests each time in the exam format



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KESDEE provides the right set of tools, study material, and exam preparation for the popular certification exams such as PRM, FRM<sup>®</sup>, and CFA<sup>®</sup>.

# **KESDEE's Certification Tutorials Include:**

- a) ePRM Coach (Library of 71 Courses)
- b) Associate PRM coach (Library of 35 courses)
- c) eFRM Coach (Library of 83 Courses)
  - eFRM Coach for Part I Exam (Library of 37 courses)
  - eFRM Coach for Part II Exam (Library of 46 courses)
- d) eCoach for the CFA® Level I Program (Library of 67 Courses)

# ePRM Complete (Library of 72 courses)



The ePRM Coach Complete prepares the learners to pass the four exams as a part of the PRM Certification. It contains all the study material and practice questions you need to pass the four exams.

# Exam I: Finance Theory, Finance Instruments and Markets

# **Finance Theory**

- 1. Risk and Risk Aversion
- 2. Portfolio Mathematics
- 3. Capital Allocation
- 4. CAPM and Multifactor Models
- 5. Basics of Capital Structure
- 6. The Term Structure of Interest Rates
- 7. Valuing Futures and Forwards
- 8. Principles of Option Pricing

# **Financial Instruments**

- 9. Bonds
- 10. Bond Analysis
- 11. Floating Rate Notes
- 12. Futures and Forwards
- 13. Swaps
- 14. Options
- 15. Credit Derivatives
- 16. Caps, Floors, Swaptions

#### **Financial Markets**

- 17. The Structure of Financial Markets
- 18. Money Market
- 19. Bond Market
- 20. FX Market
- 21. Stock Markets
- 22. The Futures Market

- 23. Capital Market
- 24. The Structure of Commodity Markets
- 25. Energy Markets
- Mock Exam

#### **Exam II: Mathematical Foundations of Risk Measurement**

#### **Mathematical Foundations**

- 26. Foundations
- 27. Descriptive Statistics
- 28. Calculus
- 29. Linear Mathematics and Matrix Algebra
- 30. Probability Theory in Finance
- 31. Statistics
- 32. Regression Analysis
- 33. Numerical Methods
- Mock Exam

#### Exam III: Risk Management Practices

#### Market Risk

- 34. Capital Allocation for RAPM
- 35. Market Risk Management
- 36. Value at Risk (VaR)
- 37. Value at Risk Models
- 38. Advanced Value at Risk Models
- 39. Stress Testing
- 40. Liquidity Risk
- 41. Stress and Scenario Testing

#### **Credit Risk**

- 42. Credit Risk Management
- 43. Foundations of Credit Risk Modelling
- 44. Credit Exposure
- 45. Rating agencies and their grades
- 46. Marginal and cumulative default risk
- 47. Transition matrix and correlated migrations
- 48. Portfolio Models and Credit Loss
- 49. Merton and KMV models
- 50. Credit Risk Capital Calculation

#### **Operational Risk**

- 51. The Operational Risk Management Framework
- 52. Operational Risk Process Models
- 53. Operational Value-at-Risk
- 54. Information Risk
- 55. Systemic Risk
- PRM Exam III

# Exam IV: Case Studies, Standards of Best Practice, Conduct and Ethics, and PRMIA Governance

#### **Case Studies**

- 56. Barings
- 57. National Australia Bank
- 58. Bankgesellschaft Berlin
- 59. LTCM
- 60. Bankers Trust
- 61. Orange County
- 62. Metallgesellschaft
- 63. WorldCom
- 64. Northern Rock
- 65. Taisei Fire and Marine Insurance Co
- 66. Fannie Mae and Freddie Mac
- 67. China Aviation Oil
- 68. Washington Mutual

#### **Standards: Governance, Best Practices, Ethics**

- 69. PRMIA Governance Principles
- 70. PRMIA Standards of Best Practice, Conduct and Ethics
- 71. Group of Thirty Derivatives Best Practice
- 72. PRMIA Bylaws
- PRM Exam IV



#### Associate ePRM Coach (Library of 35 courses)

**Section A** 

- 1. Overview of Risk Management
- 2. A Primer in Corporate Risk Management
- 3. A Non-Quantitative Guide to Theory of Risk and Return

#### **Section B**

- 4. The Role of Governance in Risk Management
- 5. The PRMIA Standards of Best Practice, Conduct and Ethics
- 6. The PRMIA Bylaws
- 7. The PRMIA Governance Principles
- 8. Introduction to Financial Markets I

#### **Section C**

9. Introduction to Financial Markets - II 10. Interest Rate Risk Analysis

#### **Section D**

- 11. Hedging Interest Rate Risk
- 12. Overview of Market Risk Management

#### **Section E**

- 13. Value at Risk
- 14. Stress Testing, Scenarios and Other Market Risk Measures
- 15. Asset Liability Management
- 16. Retail Credit Risk Management

#### **Section F**

- 17. Commercial Credit Risk Management
- 18. Securitization
- 19. Credit Modelling
- 20. Credit Derivatives
- 21. Operational Risk Management

#### **Section G**

- 22. Performance Measures
- 23. Case Study: Metallgesellschaft

#### **Section H**

- 24. Case Study: Orange County
- 25. Case Study: Riggs Bank
- 26. Group of Thirty Derivatives Best Practices
- 27. Case Study: LTCM
- 28. Case Study: Continental / Penn Square
- 29. Case Study: Bankgesellschaft Berlin
- 30. Case Study: Credit Lyonnais
- 31. Case Study: Barings
- 32. Case Study: NAB F/X Options
- 33. Case Study: World Com
- 34. Case Study: Bankers' Trust
- 35. Case Study: Daiwa
- Exam

# eFRM Coach Complete (Library of 83 courses)



The eFRM Coach Complete is a comprehensive online study guide for the FRM exams conducted by GARP.

Drawing on proprietary risk management resources, KESDEE, with its expertise in developing Online Tutorials for Certification Exams, has developed acomprehensive self-study guide eFRM Coach Complete for the two parts of FRM exam i.e., FRM Part I Exam and FRM Part II Exam.

#### eFRM Coach for Part I Exam

**Foundations of Risk Management** 

- 1. Overview of Risk Management
- 2. Classification of Risks
- 3. Capital Allocation
- 4. CAPM and Multifactor Models
- 5. Case Study Metallgesellschaft
- 6. Case Study Sumitomo
- 7. Case Study LTCM
- 8. Case Study Barings Bank

#### **Quantitative Analysis**

- 9. Time Value of Money
- 10. Descriptive Statistics
- 11. Probability Distribution
- 12. Fundamentals of Statistics I
- 13. Fundamentals of Statistics II
- 14. Forecasting correlation and Volatility
- 15. Extreme Value Theory Basic Principles
- 16. Monte Carlo Methods

#### **Financial Markets and Products**

- 17. Derivative Markets and Instruments
- 18. The Futures Market
- 19. Fixed Income Derivatives
- 20. Valuing Futures and Forwards
- 21. Swaps
- 22. Options
- 23. Bond Markets
- 24. Corporate Bonds
- 25. Currency Risk and Currency Markets
- 26. Commodity Risk and Commodity Markets

#### Valuation and Risk Models

- 27. Value-at-Risk
- 28. VaR Methods
- 29. Yield Measures
- 30. Yield Curve Analysis
- 31. Bond Pricing
- 32. Bond Price Volatility
- 33. Principles of Options Pricing
- 34. Stress Testing
- 35. Overview of Credit Risk
- 36. Rating Agencies and Their Grades
- 37. Transition Matrix and Correlated Migration
- eFRM Level I Exam

#### eFRM Coach for Part II Exam

**Market Risk Measurement and Management** 

- 1. Volatility Smile and Volatility Term Structure
- 2. Exotic Options
- 3. Duration and Convexity of Fixed Income Securities
- 4. Key Rate and Bucket Exposures
- 5. The Science of Term Structure Models
- 6. Mortgage-Backed Securities
- 7. Pre-payment Models
- 8. Mortgage-Backed Securities Structures
- 9. Backtesting VaR
- 10. VaR Mapping
- 11. Extreme Value Theory
- 12. An Overview of Mortgages and the Mortgage Market
- 13. Valuation of Mortgage-Backed Securities

#### **Credit Risk Measurement and Management**

- 14. Counterparty Risks
- 15. Credit Risk Transfer
- 16. Credit Derivatives
- 17. The Structuring Process
- 18. Securitization
- 19. Collateralized Debt Obligations
- 20. Overview of Credit Risk
- 21. Default Risk
- 22. Loss Given Default
- 23. Approaches to Measuring Credit Risk
- 24. Actuarial Approach and Credit Risk\+
- 25. Contingent Claim Approach and the KMV Model
- 26. Credit Migration, Transition Matrices and Credit Metrics

- 27. McKinsey Credit Portfolio View
- 28. Credit Risk Mitigation Netting
- 29. Credit Risk Mitigation Margin and Collateral Requirements

**Operational and Integrated Risk Management** 

- 30. Risk Capital
- 31. Estimating Liquidity Risk
- 32. Model Risk
- 33. Aligning Basel II Operational Risk and Sarbanes-Oxley 404
- 34. Risk and Capital Adequacy
- 35. Enterprise Risk Management
- 36. Loss Distribution Approach
- 37. Principles for Sound Liquidity Risk Management and Supervision
- 38. Basel II-An Overview
- 39. Basel II-Risks and Measurement
- 40. Basel's Supervisory Guidance for Fair Value Practices
- 41. Guidelines for Computing Incremental Risk Charge
- 42. Basel II Market Risk Amendment

Risk Management and Investment Management

- 43. Risk Budgeting and Setting Risk Limits
- 44. Hedge Fund Risk Management I
- 45. Hedge Fund Risk Management II
- 46. Pension Fund Risk Management
- eFRM Level II Exam

#### eCoach for the CFA<sup>®</sup> Program (Library of 67 courses)

**Ethical and Professional Standards** 

"Follows CFA Institute Prep Provider Guidelines"

- 1. Code of Ethics and Standards of Professional Conduct
- 2. Guidance for Standards I-VII
- 3. Introduction to the Global Investment Performance Standards (GIPS)
- 4. Global Investment Performance Standards (GIPS)

#### **Quantitative Methods**

- 5. The Time Value of Money
- 6. Discounted Cash Flow Applications
- 7. Statistical Concepts and Market Returns
- 8. Probability Concepts
- 9. Common Probability Distributions
- 10. Sampling and Estimation
- 11. Hypothesis Testing
- 12. Technical Analysis

#### **Economics**

- 13. Demand and Supply Analysis: Introduction
- 14. Demand and Supply Analysis: Consumer Demand
- 15. Demand and Supply Analysis: The Firm
- 16. The Firm and Market Structures
- 17. Aggregate Output, Prices, and Economic Growth
- 18. Understanding Business Cycles
- 19. Monetary and Fiscal Policy
- 20. International Trade and Capital Flows
- 21. Currency Exchange Rates

#### **Financial Reporting and Analysis**

- 22. Financial Statement Analysis: An Introduction
- 23. Financial Reporting Mechanics
- 24. Financial Reporting Standards
- 25. Understanding Income Statements
- 26. Understanding Balance Sheets
- 27. Understanding Cash Flow Statements
- 28. Financial Analysis Techniques
- 29. Inventories
- 30. Long-lived Assets
- 31. Income Taxes
- 32. Non-current (Long-term) Liabilities
- 33. Financial Reporting Quality: Red Flags and Accounting Warning Signs
- 34. Accounting Shenanigans on the Cash Flow Statement
- 35. Financial Statement Analysis: Applications

#### **Corporate Finance**

36. Capital Budgeting

- 37. Cost of Capital
- 38. Measures of Leverage

- 39. Dividends and Share Repurchases: Basics
- 40. Working Capital Management
- 41. Financial Statement Analysis
- 42. The Corporate Governance of Listed Companies: A Manual for Investors

#### **Portfolio Management**

- 43. Portfolio Management: An Overview
- 44. Portfolio Risk and Return: Part I
- 45. Portfolio Risk and Return: Part II
- 46. Basics of Portfolio Planning and Construction

#### Equity

- 47. Market Organization and Structure
- 48. Security Market Indices
- 49. Market Efficiency
- 50. Overview of Equity Securities
- 51. Introduction to Industry and Company Analysis
- 52. Equity Valuation: Concepts and Basic Tools

# Fixed Income

- 53. Features of Debt Securities
- 54. Risks Associated with Investing in Bonds
- 55. Overview of Bond Sectors and Instruments
- 56. Understanding Yield Spreads
- 57. Introduction to the Valuation of Debt Securities
- 58. Yield Measures, Spot Rates, and Forward Rates
- 59. Introduction to the Measurement of Interest Rate Risk

#### Derivatives

- 60. Derivative Markets and Instruments
- 61. Forward Markets and Contracts
- 62. Future Markets and Contracts
- 63. Option Markets and Contracts
- 64. Swap Markets and Contracts
- 65. Risk Management Applications of Option Strategies

#### **Alternative Investments**

66. Alternative Investments

- 67. Investing in Commodities
- Exam Section

# Claritas<sup>®</sup> Investment Certificate (Library of 21 courses)

"Follows CFA Institute Prep Provider Guidelines"

- 1. The Investment Industry: A Top-Down View
- 2. Ethics and Investment Professionalism
- 3. Regulation and Supervision
- 4. Financial Statements
- 5. Quantitative Concepts
- 6. Microeconomics
- 7. Macroeconomics
- 8. International Trade and Foreign Exchange
- 9. Equity Securities
- 10. Debt Securities
- 11. Derivatives
- 12. Alternative Investments
- 13. Structure of the Investment Industry
- 14. Investment Vehicles and Structures
- 15. Investment Market Characteristics
- 16. Investment Industry Documentation
- 17. Risk Management
- 18. Performance Evaluation
- 19. Investor Needs and Investment Policy
- 20. Asset Allocation
- 21. Active and Passive Investment Management

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# Medidas Contra el Lavado de Dinero (Anti-Money Laundering – A library of 6 Courses)

- 1. ¿Qué es el Lavado de Dinero?
- 2. Iniciativas Internacionales
- 3. Programa de Identificación del Cliente
- 4. Ley Patriótica de los Estados Unidos de Norteamérica
- 5. Los Principios de Wolfsberg para la Banca Corresponsal
- 6. Asuntos Relacionados al Terrorismo

# Gestión de Activos y Pasivos (ALM) - (Asset Liability Management – A library of 28 Courses)

- 1. Alcance de ALM
- 2. Objetivos de ALM
- 3. Relevancia Creciente de ALM
- 4. Un marco de nueve partes para ALM
- 5. Estrategias de ALM
- 6. Análisis de la Curva de Rendimiento
- 7. Análisis de Brecha [Gap] de Tasas de Interés I
- 8. Análisis de la Brecha [Gap] de las Tasas de Interés II
- 9. Análisis de la Brecha [Gap] de la Tasa de Interés III
- 10. Análisis de Escenario y Simulación-I
- 11. Análisis de Escenario y Simulación II
- 12. Duración I
- 13. Duración II
- 14. Duración III
- 15. Duración IV
- 16. Estrategias para la Administración del Riesgo de Interés
- 17. Valor del Punto Básico
- 18. Convexidad
- 19. Revisión de Conceptos Estadísticos
- 20. Valor en Riesgo I
- 21. Valor en Riesgo II
- 22. Aplicación de Técnicas Analíticas
- 23. Organización AP
- 24. Reuniones de CAP [ALCO]
- 25. Políticas y Procedimientos de ALM
- 26. Fijación de Precios de la Transferencia de Fondos
- 27. Prácticas para la Determinación de los Precios de Transferencias de Fondos (FTP)
- 28. Auditoria de ALM

# Gestión de Activos y Pasivos para Aseguradoras - (Asset Liability Management for Insurance companies - A library of 29 courses)

- 1. Alcance de ALM
- 2. Objetivos de ALM
- 3. Un marco de nueve partes para ALM
- 4. Estrategias de ALM
- 5. Visión General de la Industria de Seguros de Vida, Seguros Inmobiliarios y Seguros contra Accidentes
- 6. Anualidades
- 7. Principios Actuariales
- 8. Reaseguro
- 9. Titularización vinculada a los Seguros
- 10. Análisis de la Curva de Rendimiento
- 11. Análisis de Brecha [Gap] de Tasas de Interés I
- 12. Análisis de la Brecha [Gap] de las Tasas de Interés II
- 13. Análisis de Escenario y Simulación-I
- 14. Análisis de Escenario y Simulación II
- 15. Duración I
- 16. Duración II
- 17. Duración III
- 18. Convexidad
- 19. Valor del Punto Básico
- 20. Valor en Riesgo I
- 21. Valor en Riesgo II
- 22. Aplicación de Técnicas Analíticas
- 23. Organización AP
- 24. Reuniones de CAP [ALCO]
- 25. Políticas y Procedimientos de ALM
- 26. Auditoria de ALM
- 27. Normativa de la Industria de Seguros
- 28. Aplicaciones de Software
- 29. Estudio de Caso Confederation Life Insurance

#### Gestión de Sucursales Bancarias – Adelantos (Bank Branch Management -Advances - A Library of 7 Courses)

- 1. Visión General de la Función de Crédito
- 2. Principios y Prácticas de la Función de Préstamos
- 3. Análisis Financiero para Préstamos
- 4. Garantía para Préstamos
- 5. Documentación de Crédito y Aprobación
- 6. Monitoreo del Crédito y Recuperación de Préstamos
- 7. Clasificación de Activos

Gestión de Sucursales Bancarias- Servicios Complementarios - (Bank Branch Management - Ancillary Services - A Library of 2 Courses)

- 1. Tarjetas de Crédito
- 2. Desmaterialización y Otros Servicios

Gestión de Sucursales Bancarias- teneduría de libros contables y contabilidad -Bank Branch Management - Bookkeeping and Accounting- A Library of 3 Courses

- 1. Introducción a la teneduría de libros contables y contabilidad
- 2. Prácticas de la Teneduría de Libros en los Bancos
- 3. Estados de Cuenta finales de Bancos

Gestión de Depósitos en Sucursales Bancarias – (Bank Branch Management - Deposits - A Library of 4 Courses)

- 1. Visión General de las Funciones de Depósito
- 2. Depósito a la vista
- 3. Depósitos a Plazo
- 4. Tipos de Depósitos Ventajas y Desventajas

Sucursal BancariaAdministración-Operaciones de Cambio de Divisas -(Bank Branch Management - Foreign Exchange Operations - A Library of 3 Courses)

- 1. Remesa de Cambio de Divisas -I
- 2. Remesa de Cambio de Divisas II
- 3. Transacciones de Cambio de Divisas

Gestión de Sucursales Bancarias - GSB – ARH – RSC - (Bank Branch Management - HRM & CSR - A Library of 2 Courses)

- 1. Administración de Recursos Humanos en Sucursales Bancarias
- 2. ResponsabilidadSocial Corporativa

# Gestión de Sucursales Bancarias – Mercadeo – (Bank Branch Management -Marketing - A Library of 3 Courses)

- 1. Introducción a Mercadeo
- 2. Mercadeo de Servicios Bancarios
- 3. Gestión de Relación con Clientes

#### Gestión de Sucursales Bancarias-Sistema de Pagos y Liquidación – (Bank Branch Management - Payment and Settlement System- A Library of 2 Courses)

- 1. Sistema de Pagos y Liquidación
- 2. Transferencia Electrónica de Fondos

Gestión de Sucursales Bancarias - Banca de Consumo – (Bank Branch Management - Retail Banking - A Library of 3 Courses)

- 1. Préstamo de Hipotecario
- 2. Préstamo de Auto
- 3. Funciones del Cajero

Gestión de Sucursales Bancarias – Gestión de Riesgo – (Bank Branch Management - Risk Management - A Library of 3 Courses)

- 1. Prinipios de Gestión de Riesgo
- 2. Gestión de Riesgo de Crédito
- 3. Gestión de Riesgo Operacional

### Gestión de Sucursales Bancarias – Tecnología y Seguridad – (Bank Branch Management - Technology and Security - A Library of 2 Courses)

- 1. Controles Internos en Bancos
- 2. Tecnología Bancaria

Gestión de Sucursales Bancarias – Comercio Exterior – (Bank Branch Management - Trade Finance - A Library of 2 Courses)

- 1. Comercio Exterior I
- 2. Comercio Exterior II

#### Preparación del Presupuesto – (Budgeting - A library of 5 courses)

- 1. Descripción de la Preparación del Presupuesto
- 2. Tipos de Presupuestos
- 3. Enfoques de la Preparación del Presupuesto
- 4. Preparación de los presupuestos
- 5. Control presupuestario

#### Gobierno Corporativo - (Corporate Governance – A library of 9 Courses)

- 1. Una Visión
- 2. Modelos y Mecanismos
- 3. Accionistas y Grupos interesados
- 4. Junta Directiva
- 5. Comité de Auditoria
- 6. Gobierno Corporativo Bancario
- 7. Escándalos Corporativos
- 8. Las Mejores Prácticas
- 9. Responsabilidad Corporativa

#### Análisis de Crédito – (Credit Analysis – A library of 13 Courses)

- 1. Generalidades del Análisis Crediticio
- 2. Proceso del Préstamo
- 3. Análisis de Estados Financieros 1

- 4. Análisis de Estados Financieros-2
- 5. Análisis No Financiero
- 6. Clasificación de Activos y Provisión para Pérdidas Crediticias
- 7. Razones de Préstamo y Fuentes de Reembolso
- 8. Préstamos Problemáticos
- 9. Préstamos de Consumo en Cuotas
- 10. Préstamo Hipotecario sobre el Inventario
- 11. Préstamos Respaldados por Cuentas por Cobrar e Inventarios
- 12. Préstamos Sindicados
- 13. Cartas de Crédito y Compromisos de Préstamo

# Calificación de Crédito – (Credit Ratings – A library of 3 Courses)

- 1. Sistema de Calificación Interna
- 2. Método basado en la Calificación Interna
- 3. Calificaciones Externas

# Modelos de Riesgo Crediticio – (Credit Risk Modeling– A library of 6 Courses)

- 1. Enfoque Conceptual de Modelos de Riesgos de Crediticios
- 2. JP Morgan Credit Metrics
- 3. CSFBs Credit Risk+
- 4. Administrador de Cartera KMV
- 5. Credit Portfolio View
- 6. Administración de la Cartera de Crédito

# CTM – Gestión de Riesgo de Tasa de Interés – (CTM - Interest Rate Risk Management – A library of 6 Courses)

- 1. Alcance e importancia
- 2. Generalidades de la Gestión de Riesgo
- 3. Futuros de Tasa de Interés
- 4. Las opciones de tasa de interés
- 5. Interest rate swap
- 6. Estudio de Caso-Aplicaciones de Derivados de Tasa de Interés

# Análisis de Instituciones Financieras – Enfoque CAMELS – (Financial Institutions Analysis - CAMELS Approach - A library of 8 Courses)

- 1. Visión de CAMELS
- 2. Estabilidad de las Utilidades
- 3. Adecuación de Capital
- 4. Calidad de los Activos
- 5. Competencia de la Administración
- 6. Riesgo de Liquidez
- 7. Sensibilidad al Riesgo de Mercado
- 8. Clasificación de components

# Matemática Financiera – (Financial Mathematics – A library of 7 Courses)

- 1. Mediciones Financieras Básicas
- 2. Valor de tiempo del Dinero y Reembolso de Préstamos
- 3. Fijación de Precios de Bonos
- 4. Análisis de la Curva de Rendimiento
- 5. Distribuciones de Probabilidades y Sus Propiedades
- 6. Medición de Volatilidad
- 7. Análisis de Correlación y Regresión
- 8. Base Matemática

#### Planificación Financiera – (Financial Planning - A library of 9 courses)

- 1. Introducción a la Planificación Financiera
- 2. Analizando los recursos de una persona
- 3. Conceptos Básicos en la Planificación Financiera
- 4. Productos Financieros para Ahorristas
- 5. Productos Financieros para inversionistas
- 6. La psicografía y el ciclo de vida del inversionista
- 7. Metas y Objetivos de Inversiones
- 8. Planificación Fiscal
- 9. Cartera Modelo

#### Privacidad Financiera – (Financial Privacy – A library of 6 Courses)

- 1. Regulación de la Privacidad Financiera
- 2. Avisos de privacidad y su contenido
- 3. Excepciones a las Reglas y Reutilización de información
- 4. Procedimiento de Examen
- 5. Pautas de Seguridad
- 6. Sección 501-b de la Ley GLB y la Administración

#### Mercados de Renta Fija - (Fixed Income Markets - A library of 19 courses)

- 1. Mercados de Renta Fija Visión Global
- 2. Fijación de Precios de Bonos y Mediciones de Rendimiento
- 3. Títulos del Tesoro
- 4. Bonos Corporativos
- 5. Bonos Globales I
- 6. Bonos Globales I I
- 7. Valores del Tesoro Protegidos contra la Inflación [TIPS, por su sigla en Inglés]
- 8. Duración
- 9. Convexidad
- 10. Valor de Un Punto Básico
- 11. Bonos de Alto Rendimiento

- 12. Bonos Brady
- 13. Bonos con Opciones Incorporadas
- 14. Obligaciones Garantizadas Por Hipotecas [CMO, por su sigla en Inglés]
- 15. Permutas [Swaps] de Tasas de Interés
- 16. Techos Suelos Collares y Opciones sobre Techos
- 17. Acuerdos de Tasas de Interés a Plazo [FRA's]
- 18. Estrategias para negociar con Bonos
- 19. Bonos MunicipalesEstrategias para negociar con Bonos

# Mercados y Contratos de Futuros – (Futures and Forwards - Library of 7 courses)

- 1. Aspectos Fundamentales de los Contratos de Futuros
- 2. Valoración de Futuros
- 3. Futuros sobre Materias Primas y Acciones
- 4. Futuros sobre Divisas
- 5. Futuros sobre tasas de interés a corto plazo futuros sobre Eurodólares y Letras del Tesoro
- 6. Futuros sobre tasas de interés a largo plazo futuros sobre bonos del Tesoro
- 7. Contratos de Tasas de Interés a Plazo [forward]

# Gobierno Corporativo, Riesgo y Cumplimiento - (Governance, Risk and Compliance - A Library of 7 Courses)

- 1. Clasificación de Riesgos
- 2. Introducción a la Gestión de Riesgo Empresarial (ERM) y sus marcos de trabajo
- 3. Entorno Regulatorio
- 4. Gobierno Corporativo, Riesgo y Cumplimiento Desmitificado
- 5. COSO y CobiT en apoyo a las necesidades de GRC
- 6. Gestión de Riesgo OperacionalGuía de Introducción 1
- 7. Gobierno Corporativo, Riesgo y Cumplimiento Estudio de Caso

# Servicios de Comercio Exterior - (International Trade Services -Library of 9 courses)

- 1. Fundamentos de Comercio Exterior
- 2. Cartas de Crédito de Importación
- 3. Cartas de Crédito de Exportación
- 4. Como funcionan las Cartas de Crédito
- 5. Monitoreando Préstamos Comerciales
- 6. Carta de Crédito Contingente
- 7. Estructuración de Préstamos Comerciales
- 8. Giros y Cobranzas Directas
- 9. Términos de Pagos Internacionales

# Introducción al Entorno del Préstamo Bancario – (Introduction to Bank Lending Environment - A Library of 7 Courses)

- 1. Crédito y Crecimiento Económico
- 2. Préstamos Comerciales
- 3. Capital de Trabajo
- 4. Letras y Cartas de Crédito
- 5. Préstamos contra acciones
- 6. Préstamos Contra Bienes y Raíces
- 7. Visión general de los Préstamos a Plazo

# Introducción al Entorno del Préstamo Bancario – (Introduction to Bank Lending Environment - A Library of 7 Courses)

- 1. Crédito y Crecimiento Económico
- 2. Préstamos Comerciales
- 3. Capital de Trabajo
- 4. Letras y Cartas de Crédito
- 5. Préstamos contra acciones
- 6. Préstamos Contra Bienes y Raíces
- 7. neral de los Préstamos a PlazoVisión ge

# Gestión de Liquidez y Plan de Contingencia de Captación de Fondos – (Liquidity Management & Contingency Funding Plan – A library of 14 Courses)

- 1. Papel de Liquidez en ALM
- 2. Crisis de LiquidezEstudio de casos
- 3. Sistemas de Medición de Liquidez 1
- 4. Sistemas de Medición de Liquidez -2
- 5. Sistemas de Medición de Liquidez -3
- 6. Herramientas Prácticas & Técnicas
- 7. Estrategias de Liquidez 1
- 8. Estrategias de Liquidez 2
- 9. Riesgo de Liquidez Operativa -1
- 10. Riesgo de Liquidez Operativa 2
- 11. Riesgo de Liquidez Operativa 3
- 12. Riesgo de Liquidez Operativa 4
- 13. Captación de Fondos de Contingencia 1
- 14. Plan de Contingencia de Captación de Fondos 2

# Contabilidad Administrativa – (Management Accounting - A library of 7 Courses)

- 1. Administración de Efectivo
- 2. Administración de Cuentas Por Cobrar
- 3. Administración de Inventario

- 4. Resumen General de Capital de Trabajo
- 5. Financiamiento de Capital de Trabajo I
- 6. Financiamiento del Capital de Trabajo -II
- 7. Estimación de Requerimientos de Capital de Trabajo

# Riesgo de Mercado – Nivel Básico – (Market Risk: Basic Level – A library of 8 Courses)

- 1. Riesgo de Tasa de Interés
- 2. Riesgo de Liquidez
- 3. Riesgo de Capital
- 4. Riesgo de Cartera
- 5. Riesgo de Cambio
- 6. Riesgo de Materias Primas
- 7. Valor en Riesgo
- 8. Asuntos Regulatorio

# Riesgo de Mercado – Nivel Intermedio – (Market Risk: Intermediate Level – A library of 8 Courses)

- 1. Riesgo de los Mercados Emergentes
- 2. Modelos de Riesgo de mercado
- 3. Prueba de Estrés
- 4. Requerimientos de Supervisión
- 5. Sistemas de Gestión de Riesgo
- 6. Estudio de Caso Condado Orange
- 7. Estudio de Caso Barings Bank
- 8. Estudio de Caso Metallgesellschaft

# Mercados de Dinero - (Money Markets - A library of 9 Courses)

- 1. Descripción General de los Mercados de Dinero
- 2. Instrumentos de los Mercados de Dinero
- 3. Aritmética para los Mercados de Dinero
- 4. Depósitos del Mercado de Dinero
- 5. Certificados de Depósito
- 6. Acuerdos de recompra Repo
- 7. Letras del Tesoro
- 8. Letras de Cambio
- 9. Papel Comercial

# Gestión de Riesgo Operacional – (Operational Risk Management – A library of 21 Courses)

- 1. Introducción al Riesgo Operacional
- 2. Conceptos Básicos
- 3. Tratamiento Regulatorio del Riesgo Operacional bajo Basilea II
- 4. El Riesgo Operacional en varios Sectores Bancarios

- 5. Riesgo Operacional en Seguros
- 6. Desarrollar Objetivos e Identificar los riesgos
- 7. Estimar las Pérdidas Potenciales Datos
- 8. Estimar Pérdidas Potenciales Distribuciones de Pérdida
- 9. Analizar los riesgos
- 10. Predicción y prevención de pérdidas
- 11. Control de Pérdidas
- 12. Reducción de Pérdidas y Prevención de Riesgos
- 13. Financiamiento de Riesgo
- 14. Marco de Trabajo de Medición
- 15. ORM en la práctica
- 16. Gestión de Riesgo a lo ancho de la Empresa
- 17. Modelos básicos y causales
- 18. Riesgo legal y normas impositivas
- 19. Banca Electrónica
- 20. Sistemas y Software
- 21. Estudio de Caso Barings Bank

# **Opciones – (Options – A library of 10 Courses)**

- 1. Opciones Aspectos Básicos
- 2. Valoración de Opciones Europeas
- 3. Opciones Las Griegas
- 4. Opciones Estilo Americano
- 5. Estrategias de Operaciones
- 6. Opciones sobre Tasas de Interés
- 7. Opciones de Divisas
- 8. Opciones sobre la Permuta [Swaption]
- 9. Opciones sobre Futuros
- 10. Opciones Exóticas

# Permutas [Swaps] – (Swaps – A library of 7 Courses)

- 1. Permutas [swaps] Principios
- 2. Permutas de tasa de interés
- 3. Permutas [swap] de divisas
- 4. Permutas [swap] de materia prima [commodity]
- 5. Permutas [swap] de acciones
- 6. Permuta de tasa de interés Variantes
- 7. Opciones sobre la Permuta [Swaption]

# UCP 600 – Nuevas Reglas para Cartas de Crédito – (UCP 600 - New Rules for Letters of Credit - A library of 6 Courses)

1. UCP 600 - Una visión 2. UCP600: Parte 1

- 3. UCP600: Parte 2
- 4. UCP600: Parte 3
- 5. UCP600: Parte 4
- 6. UCP600: Parte 5
- 7. UCP600: Parte 6

# Estados Financieros – Una Presentación Preliminar – (Understanding Financial Statements - A library of 2 courses)

- 1. Estados Financieros Una Presentación Preliminar
- 2. Elementos de los Estados Financieros

# Valor en Riesgo – (Value at Risk (VaR) - A library of 16 Courses)

- 1. Revisión de Conceptos Estadísticos
- 2. Valor en Riesgo I
- 3. Valor en Riesgo II
- 4. Aplicación de Técnicas Analíticas
- 5. Asuntos Regulatorios
- 6. Modelos de Valor en Riesgo
- 7. Prueba de Estrés
- 8. Prueba Retrospectiva
- 9. Sistemas de Gestión de Riesgo
- 10. Estudio de Caso Condado Orange
- 11. Estudio de Caso Barings Bank
- 12. Estudio de Caso Metallgesellschaft
- 13. Descripción de Modelos de VaR Avanzados
- 14. Medición Avanzada de Volatilidad y Correlación
- 15. Escenario de Análisis y Pruebas de Estrés Avanzadas
- 16. Medidas de Desempeño Ajustadas al Riesgo





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#### ChFC 300 - Financial Planning: Process and Environment

- 1. The Process of Financial Planning
- 2. Using the Financial Planning Process for Effective Client Communication
- 3. Professionalism, Practice Standards, and Ethics
- 4. Financial Decisions and Risk Tolerance
- 5. Gathering, Organizing, and Processing Financial Information
- 6. Understanding the Time Value of Money
- 7. Advanced Time Value of Money Concepts
- 8. Application of Financial Planning Concepts
- 9. Financial Advisor Regulation
- 10. Function, Purpose, and Regulation of Financial; Consumer Protection Laws
- 11. Challenging Situations for Financial Planners



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# ChFC 311- Fundamentals of Insurance Planning

- 1. Insurance and the Management of Risk
- 2. Insurance Regulation and Operation
- 3. Private Insurance and Social Insurance
- 4. Life Insurance
- 5. Financial Planning: Life Insurance and Annuities
- 6. Group and Individual Medical Expense Insurance
- 7. Coverage for Disabilities and Long-Term Care
- 8. Property, Liability, and Homeowners Insurance
- 9. Automobile, Commercial, and Umbrella Insurance
- 10. 311 in Action

# ChFC 321- Income Taxation

- 1. Introduction to the Federal Income Tax System
- 2. Basic Principles of Income Taxation
- 3. Items Included in Gross Income
- 4. Gross Income Exclusions
- 5. Business Expenses and Expenses for Producing Income
- 6. Deductions Allowed for Losses, Bad Debts, and Personal Expenses
- 7. Other Deductions and Tax Credits
- 8. Cost Recovery/Passive Activity Limitations
- 9. Taxation of Sales and Exchanges of Property
- 10. Taxation of Capital Gains and Losses /Alternative Minimum Tax
- 11. Life Insurance Taxation
- 12. Characteristics of Corporations and the Corporate Income Tax
- 13. Taxation of Corporate Distributions
- 14. Taxation of Partnerships and Partners

# ChFC 322- The Financial System in the Economy

- 1. The Role of the Financial System in the Global Economy
- 2. Financial Assets, Transactions, and Institutions
- 3. The Future of Financial Institutions and the Global Financial System
- 4. Interest Rates in the Financial System, Part I
- 5. Interest Rates in the Financial System, Part II
- 6. The Money Market
- 7. The Federal Reserve and Central Banking
- 8. Commercial Banking
- 9. Nonbank Thrift Institutions
- 10. Mutual Funds, Pension Funds, Insurance Companies, and Other Financial Institutions
- 11. Governments in the Financial Markets
- 12. Businesses in the Financial Markets
- 13. Consumer Borrowing and Lending

# ChFC 332- Financial Planning Applications

- 1. Introduction to the Financial Planning Process
- 2. How to Gather and Collect Client Data
- 3. Outline Analysis of a Client's Case
- 4. Preparing a Financial Plan, Part I
- 5. Preparing a Financial Plan, Part II
- 6. Planning for the Young
- 7. Financial Planning and Self-Employed Individuals, Part I
- 8. Financial Planning and Self-Employed Individuals, Part II
- 9. Financial Planning and the Family-Owned Business, Part I
- 10. Financial Planning and the Family-Owned Business, Part II
- 11. Financial Planning for a Large Organization's Officer
- 12. Financial Planning and the Death of a Spouse

# **ChFC 334-Estate Planning Applications**

- 1. Estate Settlement Costs: Analysis and Calculation
- 2. Estate Planning and Life Insurance
- 3. Irrevocable Life Insurance Trusts (ILITs)
- 4. Using Principles of Valuation in the Estate Planning Process
- 5. Techniques for Estate Reduction, Part I
- 6. Techniques for Estate Reduction, Part II
- 7. Charitable Contributions and Estate Planning: The Basics
- 8. Charitable Contributions and Estate Planning: Sophisticated Methods
- 9. Planning Issues Related to the Marital Relationship
- 10. Trust Taxation
- 11. Employee Benefits and Estate Planning
- 12. Principles of Estate Planning Procedures

# **ChFC 352-Financial Decisions for Retirement**

- 1. Overview of Retirement Planning
- 2. Social Security
- 3. Tax-Advantaged Retirement Plans
- 4. Nonqualified Plans and IRAs
- 5. Computing Retirement Needs
- 6. Investing Before Retirement
- 7. Investing After Retirement
- 8. Annuity Basics
- 9. Annuities and Retirement
- 10. Tax Treatment of Pension Distributions
- 11. Planning Issues in Pension Distributions
- 12. Housing Issues for Seniors
- 13. Estate Planning

# ChFC 326- Planning for Retirement Needs

- 1. A Comprehensive View of Retirement and Pension Planning
- 2. Tax-Advantaged Retirement Plan Selection, Part I
- 3. Tax-Advantaged Retirement Plan Selection, Part II
- 4. Matching Retirement Plans with Client Interests, Part I
- 5. Matching Retirement Plans with Client Interests, Part II
- 6. Retirement Plan Funding and Investments
- 7. Installing, Administering, and Terminating a Plan
- 8. Nonqualified Plans/Equity-Based Compensation Plans
- 9. Individual Retirement Accounts (IRAs)
- 10. Social Security
- 11. Senior Needs Planning
- 12. Medicare, Long-Term Care Insurance, and Other Retirement Planning Concerns
- 13. Retirement Plan Distributions

# ChFC 228- Investments

- 1. The Securities Markets
- 2. Risk and Return Measures
- 3. Theories of Portfolio Management
- 4. Portfolio Performance Evaluation
- 5. Efficiency of the Market
- 6. Equity Investments
- 7. Analysis of the Economy
- 8. Debt Instruments (Bonds)
- 9. Analysis of Bonds
- 10. Purchasing Shares in an Investment Company
- 11. Options, Derivatives and Combination Securities
- 12. Futures Markets
- 13. Investing and Taxes
- 14. Working With Clients and Managing Portfolios

# ChFC 330- Fundamentals of Estate Planning

- 1. The Estate Planning Process, History, Ethics, and Property Rights
- 2. Lifetime Gifts/Fiduciary Powers and Duties/ Trusts
- 3. Transfers at Death, Administering the Estate, and the Federal Gift Tax
- 4. Buy-Sell Agreements/Asset Valuation
- 5. The Gross Estate: Inclusions and Deductions
- 6. The Estate Tax Marital Deduction
- 7. State Death Taxes and the Estate Tax Charitable Deduction
- 8. Calculating the Federal Estate Tax / Understanding Basis
- 9. Generation-Skipping Transfer Tax / Trust and Estate Income Taxation
- 10. Estate Planning Methods for Individuals and Special Groups

# CLU<sup>®</sup> - Chartered Life Underwriter<sup>®</sup>

#### **CLU-300: Financial Planning: Process and Environment**

- 1. The Process of Financial Planning
- 2. Using the Financial Planning Process for Effective Client Communication
- 3. Professionalism, Practice Standards, and Ethics
- 4. Financial Decisions and Risk Tolerance
- 5. Gathering, Organizing, and Processing Financial Information
- 6. Understanding the Time Value of Money
- 7. Advanced Time Value of Money Concepts
- 8. Application of Financial Planning Concepts
- 9. Financial Advisor Regulation
- 10. Function, Purpose, and Regulation of Financial; Consumer Protection Laws
- 11. Challenging Situations for Financial Planners

# **CLU 311- Fundamentals of Insurance Planning**

- 1.Insurance and the Management of Risk
- 2. Insurance Regulation and Operation
- 3. Private Insurance and Social Insurance
- 4. Life Insurance
- 5. Financial Planning: Life Insurance and Annuities
- 6. Group and Individual Medical Expense Insurance
- 7. Coverage for Disabilities and Long-Term Care
- 8. Property, Liability, and Homeowners Insurance
- 9. Automobile, Commercial, and Umbrella Insurance

10.311 in Action

# **Assignment Summaries**



# CLU 321- Income Taxation

- 1. Introduction to the Federal Income Tax System
- 2. Basic Principles of Income Taxation
- 3. Items Included in Gross Income
- 4. Gross Income Exclusions
- 5. Business Expenses and Expenses for Producing Income
- 6. Deductions Allowed for Losses, Bad Debts, and Personal Expenses
- 7. Other Deductions and Tax Credits
- 8. Cost Recovery/Passive Activity Limitations
- 9. Taxation of Sales and Exchanges of Property
- 10. Taxation of Capital Gains and Losses / Alternative Minimum Tax
- 11. Life Insurance Taxation
- 12. Characteristics of Corporations and the Corporate Income Tax
- 13. Taxation of Corporate Distributions
- 14. Taxation of Partnerships and Partners

# CLU 323: Individual Life Insurance

- 1. The Economics of Life Insurance and Basic Life Insurance Concepts
- 2. Basic Life Insurance Policy Types
- 3. Adjustable, Variable, and Universal Life
- 4. Analysis of Need, Policy Surrender, and Illustrations
- 5. Settlement Options
- 6. Mortality/Time Value of Money
- 7. Calculating Net Premiums/Reserves
- 8. Calculating Gross Premiums/Modified Reserves
- 9. Policy Surrender Values/Life Insurer Capital
- 10. Life Insurance Risk Classification
- 11. Underwriting Substandard Risks/Reinsurance
- 12. Life Insurance Providers/Marketing
- 13. Life Insurer Financial Statements
- 14. Investments by Life Insurers

# CLU 324: Life Insurance Law

- 1. Basic Concepts in Law
- 2. The Life Insurance Contract: Legal Capacity and Assent
- 3. The Life Insurance Contract: Consideration and Purpose
- 4. Contract Avoidance
- 5. Election, Estoppel, and Waiver
- 6. Restrictive Influence and Protection Afforded by the Incontestable Clause
- 7. Provisions in Life Insurance Contracts
- 8. Life Insurance Premiums
- 9. Property Rights and Remedies for Life Insurance Contracts

- 10. Life Insurance Contract Performance
- 11. Life Insurance Beneficiaries
- 12. Assignment and the Claims of Creditors
- 13. The Concept of Agency / Advertising and Privacy
- 14. The Impact of Death and Dying
- 15. Ethics

# **CLU 326- Planning for Retirement Needs**

- 1. A Comprehensive View of Retirement and Pension Planning
- 2. Tax-Advantaged Retirement Plan Selection, Part I
- 3. Tax-Advantaged Retirement Plan Selection, Part II
- 4. Matching Retirement Plans with Client Interests, Part I
- 5. Matching Retirement Plans with Client Interests, Part II
- 6. Retirement Plan Funding and Investments
- 7. Installing, Administering, and Terminating a Plan
- 8. Non-qualified Plans / Equity-Based Compensation Plans
- 9. Individual Retirement Accounts (IRAs)
- 10. Social Security
- 11. Senior Needs Planning
- 12. Medicare, Long-Term Care Insurance, and Other Retirement
- Planning Concerns
- 13. Retirement Plan Distributions

# CLU 228- Investments

- 1. The Securities Markets
- 2. Risk and Return Measures
- 3. Theories of Portfolio Management
- 4. Portfolio Performance Evaluation
- 5. Efficiency of the Market
- 6. Equity Investments
- 7 .Analysis of the Economy
- 8. Debt Instruments (Bonds)
- 9. Analysis of Bonds
- 10. Purchasing Shares in an Investment Company
- 11. Options, Derivatives and Combination Securities
- 12. Futures Markets
- 13. Investing and Taxes
- 14. Working With Clients and Managing Portfolios

#### **CLU 330- Fundamentals of Estate Planning**

- 1. The Estate Planning Process, History, Ethics, and Property Rights
- 2. Lifetime Gifts/Fiduciary Powers and Duties/Trusts
- 3. Transfers at Death, Administering the Estate, and the Federal Gift Tax
- 4. Buy-Sell Agreements/Asset Valuation
- 5. The Gross Estate: Inclusions and Deductions
- 6. The Estate Tax Marital Deduction
- 7. State Death Taxes and the Estate Tax Charitable Deduction
- 8. Calculating the Federal Estate Tax / Understanding Basis
- 9. Generation-Skipping Transfer Tax / Trust and Estate Income Taxation
- 10. Estate Planning Methods for Individuals and Special Groups

#### CLU 331: Planning for Business Owners and Professionals

- 1. A Business Planning Checklist
- 2. Unincorporated Businesses
- 3. Corporations
- 4. Compensation Planning for the Business Owner
- 5. Challenges to Continuing a Business After an Owner Dies
- 6. Proprietorship and Partnership Buy-Sell Agreements
- 7. Corporate Buy-Sell Agreements
- 8. Tax Issues in Stock Redemptions
- 9. Disposing of a Business at Retirement, Disability, or Other Lifetime Event
- 10. Keeping the Business in the Family
- 11. Setting a Value on a Closely Held Business
- 12. Disability of a Business Owner
- 13. Managing Risk in a Closely Held Business

# Supplements



### **CLU 334: Estate Planning Applications**

- 1. Estate Settlement Costs: Analysis and Calculation
- 2. Estate Planning and Life Insurance
- 3. Irrevocable Life Insurance Trusts (ILITs)
- 4. Using Principles of Valuation in the Estate Planning Process
- 5. Techniques for Estate Reduction, Part I
- 6. Techniques for Estate Reduction, Part II
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- 8. Charitable Contributions and Estate Planning: Sophisticated Methods
- 9. Planning Issues Related to the Marital Relationship
- 10. Trust Taxation
- 11. Employee Benefits and Estate Planning
- 12. Principles of Estate Planning Procedures

# CASL® - Chartered Advisor for Senior Living®

#### CASL 328: Investments

- 1. The Securities Markets
- 2. Risk and Return Measures
- 3. Theories of Portfolio Management
- 4. Portfolio Performance Evaluation
- 5. Efficiency of the Market
- 6. Equity Investments
- 7. Analysis of the Economy
- 8. Debt Instruments (Bonds)
- 9. Analysis of Bonds
- 10. Purchasing Shares in an Investment Company

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- 11. Options, Derivatives and Combination Securities
- 12. Futures Markets
- 13. Investing and Taxes
- 14. Working With Clients and Managing Portfolios

# CASL 330- Fundamentals of Estate Planning

- 1. The Estate Planning Process, History, Ethics, and Property Rights
- 2. Lifetime Gifts / Fiduciary Powers and Duties / Trusts
- 3. Transfers at Death, Administering the Estate, and the Federal Gift Tax
- 4. Buy-Sell Agreements / Asset Valuation
- 5. The Gross Estate: Inclusions and Deductions
- 6. The Estate Tax Marital Deduction
- 7. State Death Taxes and the Estate Tax Charitable Deduction
- 8. Calculating the Federal Estate Tax / Understanding Basis
- 9. Generation-Skipping Transfer Tax / Trust and Estate Income Taxation
- 10. Estate Planning Methods for Individuals and Special Groups

# CASL 350: Understanding the Older Client

- 1. Social Gerontology and the Financial Services Practice
- 2. Theories About Aging
- 3. Transitions in the Course of Life
- 4. Demographics of Aging
- 5. Aging: A Biological View
- 6. Aging and Psychological Issues
- 7. Social Support and Family Relationships
- 8. Living Arrangements of Older Individuals
- 9. How to Care for Frail, Elderly Clients
- 10. The Transition to Retirement
- 11. Health Care and the Elderly
- 12. Preparing for and Dealing with Death
- 13. Communicating with the Older Client: Part I
- 14. Communicating with the Older Client: Part II
- 15. Legal and Ethical Concerns of Financial Professionals

# CASL 351: Health and Long-Term Care Financing for Seniors

- 1. Employment-Related Medical Expense Coverage
- 2. Consumer-Directed Health Insurance and Medical Expense Insurance
- 3. Insuring Unhealthy Individuals / Ancillary Plans
- 4. Medicare Expense Coverage Under Medicare and Medicare Supplements

- 5. Veterans' Benefits / Medical aid
- 6. Long-Term Care Settings, Care givers, and Financing
- 7. Using Personal Funds to Finance Long-Term Care
- 8. Long-Term Care Insurance: Development and Features
- 9. Underwriting Long-Term Care / Consumer Purchasing Decisions
- 10. Long-Term Care Insurance and the Government / Hybrid and Group Products

## **CASL 352-Financial Decisions for Retirement**

- 1. Overview of Retirement Planning
- 2. Social Security
- 3. Tax-Advantaged Retirement Plans
- 4. Nonqualified Plans and IRAs
- 5. Computing Retirement Needs
- 6. Investing Before Retirement
- 7. Investing After Retirement
- 8. Annuity Basics
- 9. Annuities and Retirement
- 10. Tax Treatment of Pension Distributions
- 11. Planning Issues in Pension Distributions
- 12. Housing Issues for Seniors
- 13. Estate Planning

# **CPCU® - Chartered Property Casualty Underwriter®**

#### **CPCU 500: Foundations of Risk Management and Insurance**

- 1. Basics of Risk Management
- 2. Risk Assessment

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- 3. Risk Control
- 4. Risk Financing
- 5. Enterprise-Wide Risk Management
- 6. Insurable Risks
- 7. Insurance Policy Basics
- 8. Insurance Policy Concepts

# **CPCU 520: Insurance Operations**

- 1. Introduction to Insurance Operations
- 2. Regulation of Insurance
- 3. Insurance Marketing and Distribution
- 4. The Underwriting Process
- 5. Property and Liability Insurance Underwriting
- 6. Risk Control and Auditing the Premium
- 7. The Claim Department
- 8. Claims Adjusting for Property and Liability Insurance
- 9. Setting Insurance Rates
- 10. Reinsuring Loss Exposures
- 11. Global Operations and Insurer Strategic Management

# **CPCU 530: Business Law for Insurance Professionals**

- 1. Introduction to the Legal and Regulatory System
- 2. Contract Law
- 3. Contracts: Insurance Applications
- 4. Commercial Law
- 5. Real and Personal Property
- 6. Tort Law
- 7. Agency Law
- 8. Agency Law: Insurance Applications
- 9. Employment and Business Law
- 10. International Legal Environment

# **CPCU 540: Finance and Accounting for Insurance Professionals**

- 1. Corporate Finance Fundamentals
- 2. Basics of Accounting and Financial Statements
- 3. Analyzing Financial Statements
- 4. Statutory Accounting for Insurers
- 5. Interpretation of Insurer Financial Statements
- 6. Time Value of Money and Cash Flow Valuation
- 7. Bonds and Stocks in an Insurer's Portfolio
- 8. Investment Strategies for Insurance Companies

- 9. Capital Needs of Insurance Companies and Dividend Payout
- 10. Capital Management of Insurance Companies
- 11. Acquisitions and Mergers
- 12. Insurance Operations and the Underwriting Cycle

#### CPCU 551: Commercial Property Risk Management and Insurance

- 1. Risk Control for Property Losses
- 2. Commercial Property Insurance Basics
- 3 .Commercial Building and Content Coverage
- 4. Covering Perils
- 5. Coverage Options for Personal Property and Buildings
- 6. Insuring Special Exposures
- 7. Earthquake, Flood, and Specialized Forms
- 8. Losses to Business Income and Extra Expense
- 9. Insuring Business Income and Extra Expense Losses
- 10. Coverage for Inland Marine Losses and Ocean Cargo Insurance
- 11. Treating Crime Loss Exposures
- 12. Equipment Breakdown Coverage
- 13. Business owners Policies
- 14. Coverage for Special Industries or Businesses
- 15. Suretyship

# CPCU 552: Commercial Liability Risk Management and Insurance

- 1. Controlling Commercial Liability Loss Exposure
- 2. Coverage Under General Liability Policies, Part I
- 3. Coverage Under General Liability Policies, Part II
- 4. Business Automobile Insurance
- 5. Motor Carrier and Garage Forms
- 6. Workers' Compensation and Employers Liability Insurance
- 7. Management Liability Insurance
- 8. Professional Liability Insurance
- 9. Environmental Insurance
- 10. Marine and Aviation Insurance
- 11. Umbrella and Excess Liability Insurance
- 12. Terrorism Risk and Cyber Risk

# CPCU 553: Survey of Personal Risk Management, Insurance, and Financial Planning

- 1. Managing Personal Loss Exposures
- 2. Society and Auto Insurance

- 3. Introduction to the Personal Auto Policy (PAP)
- 4. Insuring Personal Autos
- 5. The Homeowners Policy: Real and Personal Property
- 6. Section II of the Homeowners Policy / Conditions of Sections I and II
- 7. Endorsements and Alternative Homeowners Policies
- 8. Residential Insurance for Special Situations
- 9. Specialty Policies for Personal Property and Liability
- 10. Retirement Planning
- 11. Fundamentals of Life Insurance and Dying Prematurely
- 12 .Insuring Against Poor Health and Disabilities

# CPCU 555: Personal Risk Management and Property-Casualty Insurance

- 1. Managing Personal Risks
- 2. Personal Auto Insurance Overview
- 3. Liability, Medical Payments, and UM/UIM Coverage Under the Personal Auto Poicy (PAP)
- 4. Physical Damage Coverage and Additional Terms of the Personal Auto Policy (PAP)
- 5. Homeowners Policies: Basic Provisions
- 6. Homeowners Policies: Property Insurance Perils, Conditions, and Exclusions
- 7. Homeowners Policies: Liability Insurance Coverage, Conditions, and Exclusions
- 8. Homeowners Policies: Variations and Endorsements
- 9. Alternative Residential Insurance Policies
- 10. Coverage for Watercraft, Miscellaneous Vehicles, Mobile Homes, and Excess Liability
- 11. Profitable Pricing and Underwriting for Personal Insurance
- 12. Personal Insurance Portfolio Reunderwriting and Management

# **CPCU 556: Personal Financial Planning**

- 1. Overview of Personal Financial Planning
- 2. Social Security and Life Insurance
- 3. Health, Long-Term Care and Disability Insurance
- 4. Basic Principles of Investing
- 5. Equity Investments
- 6. Fixed-income Securities and Investments
- 7. Basics of Mutual Funds
- 8. Fundamentals of Asset Allocation
- 9. Fundamentals of Income Tax
- 10. Retirement Planning
- 11. Individual Annuity Contracts and Individual Retirement Accounts

- 12. Taking Distributions From IRAs and Qualified Retirement Plans
- 13. Principles of Estate Planning
- 14. Transfer Taxes
- 15. Tools for Planning Estates and Education

## CPCU 557: Survey of Commercial Risk Management and Insurance

- 1. Introduction to Commercial Insurance
- 2. Commercial Property Insurance Coverage Forms, Part I
- 3. Commercial Property Insurance Coverage Forms, Part II
- 4. Business Interruption Coverage
- 5. Commercial Crime Coverage Form
- 6. Equipment Breakdown Insurance
- 7. Ocean and Inland Marine Insurance
- 8. Liability Insurance Protection, Part I
- 9. Liability Insurance Protection, Part II
- 10. Insuring Commercial Autos
- 11. Farm Insurance and Business owners Coverage
- 12. Employers Liability and Workers' Compensation Insurance
- 13. Specialty Insurance

## **CPCU 560: Financial Services Institutions**

- 1. Introduction to Financial Institutions and Financial Markets
- 2. Monetary Policy, Interest Rates, and the Federal Reserve System
- 3. Trading in the Money Market
- 4. Investing in the Bond Market
- 5. Stock Market Operations
- 6. Derivative Securities
- 7. Commercial Banking
- 8. Commercial Bank Regulation
- 9. Finance Companies and Thrift Institutions
- 10. Insurance Classifications
- 11. Investment Banks and Securities Firms
- 12. Introduction to Mutual Funds
- 13. Introduction to Pension Funds
- 14. Risks Faced by Financial Institutions
- 15. Introduction to Liquidity Risk

# **ARM - Associate in Risk Management**

- 1. ARM 54: Risk Assessment
- 2. ARM 55: Risk Control
- 3. ARM 56: Risk Financing

#### **AIC - Associate in Claims**

- 1. AIC 33: Claim Handling Principles and Practices
- 2. AIC 34: Workers Compensation and ManagingBodily Injury Claims
- 3. AIC 35: Property Loss Adjusting
- 4. AIC 36: Liability Claims Practices

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- 6) Approaching Course 311 Fundamentals of Insurance Planning
- 7) Approaching Course 326 Planning for Retirement Needs
- 8) Approaching Course 328 Investments
- 9) Approaching Course 330 Fundamentals of Estate Planning
- 10) Bond Yields Ups and Downs in the Bond Market
- 11) Builders Risk Insurance
- 12) Calculating the Federal Estate Tax
- 13) Capital Gains Tax and Holding Period
- 14) Cash Value Life Insurance
- 15) Charitable Giving Federal Gift and Estate Tax
- 16) Commercial General Liability (CGL) Insurance Occurrence vs. Claims-Made coverage
- 17) Commercial Law UCC Article 2 Contracts for Sale of Goods
- 18) Commercial Law UCC Article 3 Negotiable Instruments
- 19) Commercial Property Coverage Forms How Do They Compare
- 20) Communication Skills and Techniques for the Financial Planner
- 21) Continuation of Coverage Employer-Provided Group Health Insurance
- 22) Coverage Options for Commercial Property Policies
- 23) CPCU Multiple-Choice Exams Test-Taking Tips
- 24) Defined Benefits vs. Defined Contributions
- 25) Defining the Gross Estate
- 26) Duties, Powers, and Liabilities of Trustees
- 27) Earthquake and Volcanic Eruption Coverage
- 28) Equity Investments
- 29) Estate Planning Basic Documents
- 30) Exclusions from Gross Income
- 31) Fundamentals of Trusts
- 32) General Probate Process
- 33) GRATs and GRUTs Estate Reduction Using Qualified Retained Interests
- 34) Homeowners' Perils, Conditions and Exclusions
- 35) How Agency Law Works in Insurance
- 36) Individual Medical Expense Insurance
- 37) Investment Company Shares
- 38) ISO Flood Coverage Endorsement for Commercial Property
- 39) Law of Torts
- 40) Life Insurance Premiums: How Much Will It Cost You
- 41) Living and Testamentary Trusts

- 42) Loss Exposures For Property In Transit
- 43) Managed Care Plans Employer Sponsored Plans
- 44) Mastering Your CPCU Essay Exam
- 45) Meeting Retirement Needs Projecting Needs, Planning Savings
- 46) Mutual Fund Ownership
- 47) Mutual Fund Taxation, Sales Charges, and Distribution
- 48) National Flood Insurance Program Coverage for Commercial Property
- 49) Non-qualified Plans Strategies for Your Exam
- 50) Optional Policy Provisions and Policy Riders for Life Insurance
- 51) Pension Plans Key Features and Kinds
- 52) Probate Estate and Federal Gross Estate How Do They Compare
- 53) Regulation of Financial Institutions
- 54) Risk and Insurance Defined and Distinguished
- 55) Risk Measures
- 56) Selling Life Insurance Illustrations
- 57) Standard Policy Provisions
- 58) Tax on Sale of Personal Residence
- 59) Tax-Advantaged Retirement Plans Strategies for Your Exam
- 60) Taxation of Life Insurance Death Benefits
- 61) Term Insurance
- 62) The Fundamentals of Umbrella Liability Insurance
- 63) Traditional and Roth IRAs
- 64) Traditional Medical Expense Coverage Employer Sponsored Plans
- 65) Understanding Personal Umbrella Policies and the Self-Insured Retention (SIR)
- 66) Understanding the Kiddie Tax
- 67) Understanding Tort and Contract Remedies
- 68) Using a Financial Calculator during Your Exam
- 69) Using Gifts in Estate Planning
- 70) Using the Marital Deduction in Estate Planning
- 71) Valuation Options for Building and Personal Property Coverage
- 72) Variations of Cash Value Insurance
- 73) Waiver and Estoppel in Insurance
- 74) Wash Sale Rules

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Association of Certified Anti-Money Laundering Specialists (ACAMS)



The Institute of Certified Bankers' ™ (ICB)



Global Association of Risk Professionals (GARP)



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conference & expo

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