JUPITER PRIME
Consulting • Training • Advisory
جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Financial Products and Derivatives for Client Advisers Training Course

11 – 15 October 2027
Paris

Financial Products and Derivatives for Client Advisers Training Course

Ref: 2216_81996 **Date:** 11 – 15 October 2027 **Location:** Paris **Fees:** 5900 GBP

Financial Products and Derivatives for Client Advisers is a 1-week training course for treasury officers, financial analysts and client-facing advisers who explain forwards, futures, options and swaps to corporate and private clients, and who leave with a client hedging suitability file. Clients now expect advisers to turn payoffs, collateral calls and documentation into plain choices before trading. Jupiter Prime Training offers this course on Financial Products and Derivatives for Client Advisers.

Why Financial Products and Derivatives for Client Advisers Matters Now

Three forces shape advisory work on derivatives today. Corporate clients face sharper swings in interest rates, commodity costs and exchange rates, so hedging questions reach the adviser earlier. Conduct expectations require that every recommendation matches the client's knowledge, objectives and capacity for loss. Collateral and margin practice has tightened, so a hedge that looks cheap at inception can drain liquidity later. Advisers who frame these points badly invite mis-selling complaints, surprise margin calls and confirmation disputes. The course rests on standard master agreement documentation, credit support annexes and suitability assessment practice described in general industry terms.

Who Gains Most from Financial Products and Derivatives for Client Advisers

- Advisers who propose hedging solutions to corporate treasurers and private clients
- Treasury officers who receive and challenge bank proposals for forwards, options and swaps
- Financial analysts who model exposures and present hedge alternatives to decision makers
- Relationship officers who explain collateral calls, early termination and confirmations
- Product support staff who prepare term sheets and client disclosure packs

A client coverage desk gains most when advisers and credit officers attend together.

Financial Products and Derivatives for Client Advisers Capabilities

Participants practise turning a client's exposure into a hedge conversation that is accurate, balanced and recorded.

- Assess a client's underlying exposure and hedging objective — the choice between forward, option or swap
- Explain payoff diagrams and scenario outcomes in plain language — the client's informed consent
- Weigh premium, opportunity cost and margin needs — the treasurer's liquidity plan
- Test product fit against client knowledge and loss capacity — the suitability record
- Communicate counterparty exposure and collateral terms — the credit officer's limit decision

- Specify the key terms of a confirmation and term sheet — the operations and legal sign-off

Key Financial Products and Derivatives for Client Advisers Terms

- Forward contract — a private agreement to buy or sell an asset at a fixed rate on a set future date.
- Futures contract — an exchange-traded, standardised forward with daily margining through a clearing house.
- Option premium — the upfront amount a buyer pays for the right, but not the duty, to trade at the strike.
- Interest rate swap — an exchange of fixed and floating interest payments on an agreed notional amount.
- Credit support annex — the document setting how collateral is posted between derivative counterparties.
- Suitability assessment — the recorded check that a product matches a client's knowledge, objectives and capacity for loss.

Financial Products and Derivatives for Client Advisers Day by Day

Day 1: The Client Exposure Context

- Exposure Mapping for Rates, Currencies and Commodities — Hedge Need
- Client Segmentation by Knowledge and Experience — Product Range Offered
- Hedging Objective Statements — What the Client Wants to Protect
- Natural Hedges and Netting Positions — Whether a Derivative Is Needed
- Conduct Expectations for Advisory Sales — Fair Treatment of Clients

Day 2: Linear Products for Clients

- Outright Forwards and Forward Points — Locking a Future Rate
- Exchange-Traded Futures and Daily Margining — Liquidity Planning for Clients
- Non-Deliverable Forwards — Hedging Where Settlement Differs
- Forward Payoff Diagrams — Explaining Gains Foregone and Protection
- Rolling and Extending Hedges — Cost of Changing Cash Flow Dates

Day 3: Options and Swaps in Client Language

- Calls, Puts and Option Premium — Paying for Flexibility
- Collars and Zero-Cost Structures — Hidden Trade-Offs for the Client
- Interest Rate Swaps for Borrowers — Fixing Loan Cost Exposure
- Cross-Currency Swaps — Matching Funding and Revenue Currencies
- Scenario Tables for Client Meetings — Balanced Disclosure of Outcomes

Day 4: Counterparty Exposure and Documentation

- Mark-to-Market Exposure and Potential Future Exposure — Credit Limit Requests
- Master Agreement Structure and Schedules — Negotiation Priorities
- Credit Support Annex Terms — Collateral Calls and Thresholds
- Trade Confirmations and Term Sheets — Matching What Was Agreed
- Early Termination and Close-Out Values — Client Exit Conversations

Day 5: Practising the Client Hedging Suitability File

- Exposure-to-Product Matching Case — Applying Days One to Three
- Client Role-Play on Collars and Swaps — Clear Risk Explanation
- Collateral Stress Scenarios — Liquidity Warnings for the Treasurer
- Complaint Case Review from Two Sectors — Lessons for Advice Records
- Client Hedging Suitability File — Recommendation, Disclosure and Sign-Off

Applying Financial Products and Derivatives for Client Advisers After the Course

- Rebuild one live client proposal with scenario tables and a recorded suitability rationale.
- Lead a desk session comparing collateral terms across three active client credit support annexes.

Financial Products and Derivatives for Client Advisers Questions FAQ

What is Financial Products and Derivatives for Client Advisers and why does it matter now?

It is the practice of explaining and recommending forwards, futures, options and swaps to clients in a fair, recorded way. It matters now because volatile rates and tighter collateral terms make poorly explained hedges costly for clients and for the adviser's organisation.

Which roles gain most from Financial Products and Derivatives for Client Advisers?

Client advisers, treasury officers and financial analysts gain most. Examples span a manufacturer buying raw materials and an airline managing fuel and currency costs.

How does Financial Products and Derivatives for Client Advisers differ from a derivatives pricing course?

It focuses on the client conversation rather than valuation models. It shows you how to match products to exposures, explain payoffs and record suitability.

What do you bring back from Financial Products and Derivatives for Client Advisers?

You bring back a client hedging suitability file built on a realistic case. It links exposure, product, scenarios and collateral warnings.

Financial Products and Derivatives for Client Advisers: The Way Forward

The client hedging suitability file first informs whether a proposed hedge should go to the client at all. Advisers use it in meetings, credit officers use it for limit requests and operations staff use it to check confirmations. After its first use, revisit how clearly the scenario table conveyed downside outcomes and whether collateral warnings arrived early enough for the treasurer.