

Trading and Sales

Module		Trading and Sales					
Module Code		FIN60150					
Module Coordinator		Kassberger, Stefan					
Last Update		2015/12/04					
Target Group		Programme(s)			Bachelor of Science		
		Term			6th semester		
		Compulsory/Elective Module			Elective Module		
		Module Duration			1 Semester		
		Credits:			6		
		Frequency			Annually		
		Language of instruction			English		
Workload:	150 h	Contact hours:	44 h	Independent Learning:	56 h	Assignments:	50 h
Prerequisites		-					
Usability in other Modules/Programmes		-					
Intended Learning Outcomes		<p>Knowledge:</p> <ul style="list-style-type: none"> Students will develop a broad knowledge and understanding of financial products, financial markets, trading and investment strategies, risk management and of regulatory aspects. <p>Skills</p> <ul style="list-style-type: none"> : Students will be able to price, hedge and risk manage a variety of financial products. They will be able to efficiently retrieve financial information via the Bloomberg information system. <p>Competence:</p> <ul style="list-style-type: none"> Students will acquire the competencies necessary to work in a front office or risk management position. 					

Module Overview	<p>The aim of this module is to prepare students for positions in trading, sales, risk management, portfolio management and related areas. The module focuses on financial products/markets/strategies and on regulatory issues. The theoretical aspects will be supplemented by talks of leading practitioners and hands-on Bloomberg training.</p> <p>Topics covered will include:</p> <ul style="list-style-type: none"> • Fundamental and technical analysis of stocks • FX derivatives • Interest rate derivatives • Equity derivatives and certificates • Credit derivatives (CDSs, CDOs, basket credit derivatives) • Market and credit risk management • Mutual funds and performance measurement • Exchange traded products (ETFs, ETCs, ETNs) • Commodities and commodity derivatives • Hedge funds, hedge fund strategies • Behavioral finance • Basel III • Value investing • Islamic finance • Algorithmic trading, high frequency trading • Private equity • Introduction to Bloomberg 																
Forms of teaching, methods and support	Presentations by students, practitioners and the lecturer, discussions, practical training in the finance lab.																
Type of Assessment in the Module and Performance Points	<table border="1" data-bbox="480 1234 1378 1503"> <thead> <tr> <th>Type of examination</th> <th>Duration or length</th> <th>Performance points</th> <th>Due date or date of exam</th> </tr> </thead> <tbody> <tr> <td>Student presentation</td> <td>30 minutes</td> <td>40</td> <td>During semester</td> </tr> <tr> <td>Seminar thesis</td> <td>15 pages</td> <td>40</td> <td>During semester</td> </tr> <tr> <td>Oral exam</td> <td>10 minutes</td> <td>40</td> <td>End of semester</td> </tr> </tbody> </table>	Type of examination	Duration or length	Performance points	Due date or date of exam	Student presentation	30 minutes	40	During semester	Seminar thesis	15 pages	40	During semester	Oral exam	10 minutes	40	End of semester
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Recommended Literature	<ul style="list-style-type: none"> • John C. Hull: Options, Futures and other Derivatives, Prentice Hall International 8th Edition, 2012 • tba 																