

KESD@E is the world's largest financial e-Learning company

## Valuable Digital Learning Assets

750<sup>+</sup>

e-learning courses

74 

Videos

70<sup>+</sup>

Course libraries

26 

e-books

1000<sup>+</sup>

Hours of learning



Diagnostic Exams



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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 (ePRM, Associate PRM, eFRM, and CFA Level 1 Exams)

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.

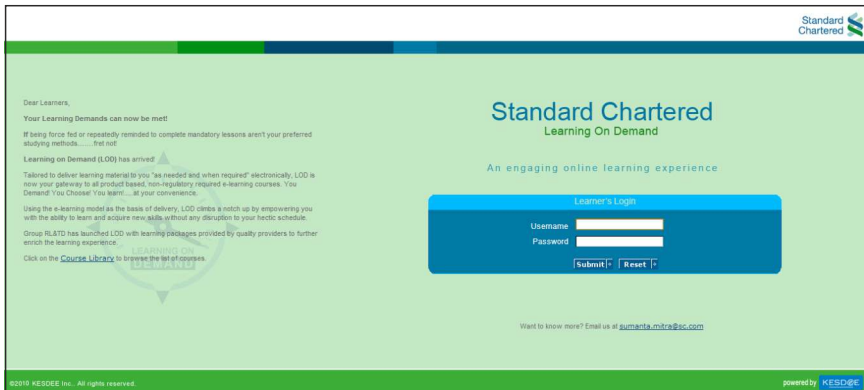
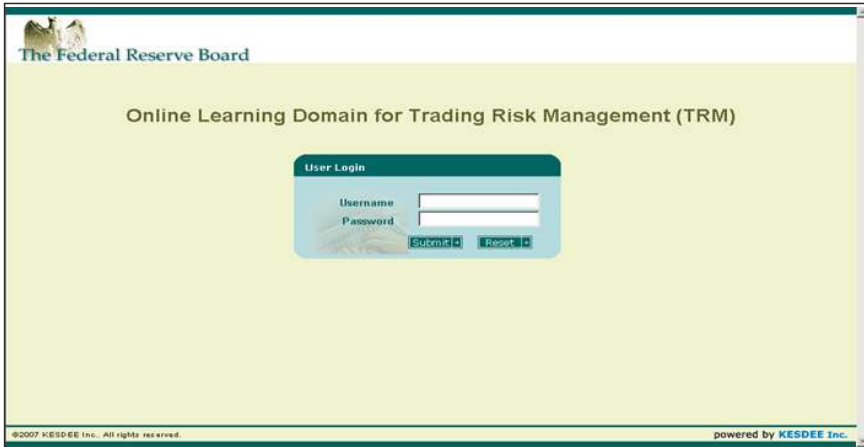
For more details, please visit [www.kesdee.com](http://www.kesdee.com)

# 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



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
<b>Asset Liability Management (28 courses)</b>								
1. Scope of ALM								
2. Objectives of ALM								
3. Growing Relevance of ALM								
28. Audit of ALM								
<b>Liquidity Management &amp; Contingency Funding Plan (14 courses)</b>								
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								
14. Contingency Funding - 2								

The screenshot shows the 'Associated Products' page on the Federal Reserve Board's website. The page is divided into 'Mandatory Section' and 'Recommended Section'. Two yellow callout boxes highlight specific areas:

- Top Callout:** 'Courses mapped to Mandatory/Recommend/R eference sections.' This points to the 'Mandatory Section' which includes courses like 'Trading Operation Controls (TRM - 4 courses)', 'Model Risk (TRM - 1 Course)', 'Market Risk Measurement (TRM - 6 Courses)', 'Counterparty Credit Risk (TRM - 3 courses)', 'Basel Market Risk Amendment (TRM - 1 course)', 'Foreign Exchange Markets (TRM - 3 courses)', 'Futures and forwards (TRM - 4 courses)', 'Swaps (TRM - 3 courses)', 'Options (TRM - 7 courses)', 'Asset Securitization (TRM - 4 courses)', 'Credit Derivatives and Credit Spread Measures (TRM - 3 courses)', and 'Commodity and Energy Markets (TRM - 3 courses)'.
- Bottom Callout:** 'Exam Section on Mandatory section'. This points to the 'Recommended Section' which includes 'Equity Markets (TRM-7 courses)', 'Asset Securitization (TRM - 11 courses)', 'Credit Derivatives (TRM - 17 courses)', 'Market Risk - Basic (TRM - 8 courses)', and 'Market Risk - Intermediate (TRM - 3 courses)'.

#### 4. Cloud Based

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



#### 5. External Certification

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



## 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 may need



**Anti-Money Laundering (Library of 8 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
7. Bank Secrecy Act (BSA)/Anti-Money Laundering (AML) - Overview
8. BSA/AML - Compliance Program Requirements

**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)

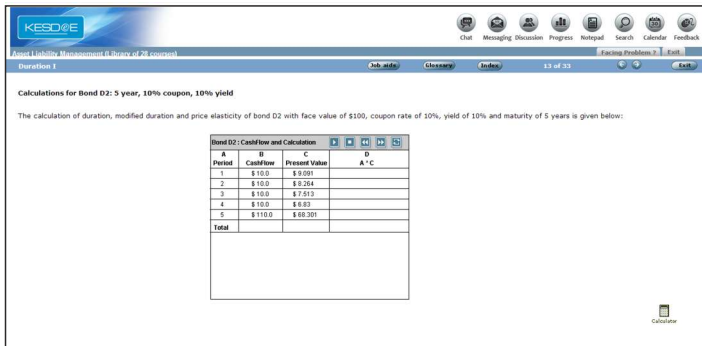
1. Overview of Deposit Function
2. Demand Deposits
3. Time Deposits
4. Types of Deposits - Advantages and Disadvantages

## 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.



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:

Period	Cashflow	Present Value	A * C
1	\$ 100	\$ 90.91	
2	\$ 100	\$ 82.264	
3	\$ 100	\$ 74.313	
4	\$ 100	\$ 67.03	
5	\$ 1100	\$ 68.301	
Total			

## **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 cases
32. 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 6 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
6. Liquidity Coverage Ratio Disclosure Standards

### **Basel III (Library of 13 courses)**

1. Basel III - An Overview
2. Minimum Capital Requirements
3. Enhancement in the Area of Risk Coverage
4. Capital Conservation and Counter-cyclical Buffers
5. Leverage Ratio Framework and Disclosure Requirements
6. Liquidity Principles and Standards - An Overview
7. Principles for Sound Liquidity Risk Management and Supervision
8. Liquidity Risk Measurement and Standards
9. Monitoring Tools
10. Application Issues for Liquidity Standards
11. Liquidity Coverage Ratio Disclosure Standards
12. GSIBs – Assessment Methodology and Higher Loss Absorbency
13. Requirement GSIB Assessment Methodology - Score Calculation

### **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

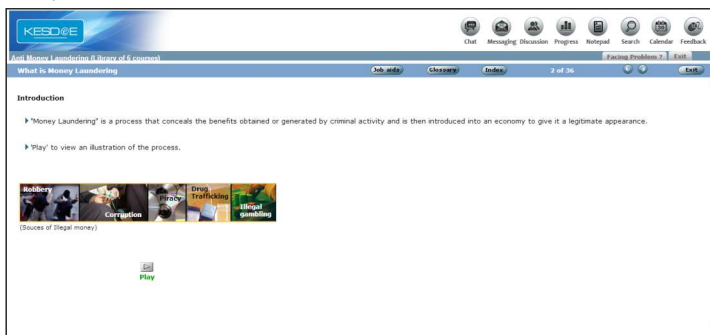
### \*CTM – Implementation (Library of 6 Courses)

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.

The screenshot shows a web browser window displaying a course page from KESDEE. The page title is 'Classification of Risks' and the content area is titled 'Credit Risk - Illustration'. It features a table with columns for 'Borrower', 'Issuer', 'Counter party', and 'Country', and rows for 'Loan Portfolio', 'Investment Portfolio', and 'Derivatives'. Each cell in the table contains a colored circle representing a risk level (High, Medium, Low) or 'Na'. Below the table is an audio player with a play button. A callout box with an arrow pointing to the play button contains the text: 'Clicking on the play button will enable the user to hear the voice over.'

	Borrower	Issuer	Counter party	Country
Loan Portfolio	High	Na	Na	Low
Investment Portfolio	High	Medium	Na	Low
Derivatives	Na	High	Medium	Low

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.

The screenshot displays a software interface for a course titled "Anti Money Laundering (Library of 6 courses)". The interface includes a navigation bar with icons for Chat, Managing Situation, Progress, Helpdesk, Search, Calendar, and Feedback. Below the navigation bar, there are tabs for "What to Money Laundering", "Case study", "Case study", "Index", and "12 of 26". The main content area is titled "Exercise" and features a diagram illustrating the flow of money from Country X to Country Y. Country X is labeled "Absconding Criminal" and has three arrows pointing to "Period 1", "Period 2", and "Period 3". Country Y is labeled "Absence of Anti-Money Laundering laws" and has two arrows pointing to "A/c 1" and "A/c 2". Below the diagram, there is a text box with the following text: "Mr. 'A', a citizen of country 'X', over a period of three years, deposits his illegal money of \$3,000,000 in two major banks in his neighbouring country 'Y'. Ultimately, 'A' writes numerous checks on these accounts. The bank employees, though suspicious of foul play by 'A', fail to report the matter to the investigating agencies, as they were not bound by any regulatory reporting requirements. However, they did possess discretionary powers that authorize them to decide whether to file such a report or not." At the bottom of the exercise area, there are buttons for "Previous", "Next", and "Exit".

### **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.

**KESDOE**  
Chat Messaging Discussion Progress Nepal Search Calendar Feedback

Anti Money Laundering (Library of 8 courses)  
Facing Problem? Exit

What is Money Laundering  
Objective Chapter Index 36 of 36 Exit

Take this quiz to see how well you have learned this course.

**Q1. 'Money laundering' can be defined as:**

- 1 A process of hiding legal money through a series of transactions to avoid paying tax.
- 2 A process that conceals the benefits obtained or generated by criminal activity and is then introduced into an economy to give it a legitimate appearance.
- 3 A process of converting legal money into illegal money for terrorist funding.
- 4 A process of issuing fake currency to make illegal money pass off as legal money.

**Q2. Payable through accounts are:**

- 1 Deposit accounts maintained by hawala brokers
- 2 Deposit accounts maintained by alternative remittance systems in China
- 3 Demand deposit accounts maintained by foreign banks
- 4 Demand deposit accounts maintained by bureaux de change

**Q3. Which of the following are the stages of money laundering?**

- 1 Placement, layering, alternative remittance system, and integration
- 2 Placement, layering and integration
- 3 Structuring, layering and smurfing
- 4 Payment, multiple transfers and loan-back

**Q4. Various ways through which illegal money is introduced into the economy are:**

**I. Structuring financial transactions**

**II. Multiple funds transfer**

**III. Mixing illegal money with money from legitimate business**

- 1 Only I
- 2 I and III
- 3 I and II
- 4 All I, II, and III

## **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 – Metallgesellschaft
  - 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.

The screenshot displays a web-based learning interface. On the left, a sidebar titled 'Scope of ALM' lists 'COURSE OBJECTIVES' and 'PREREQUISITES'. The main content area shows a 'Scope of ALM' section with a globe icon and a list of objectives. Overlaid on this is a 'Calculator' window titled 'Standard Deviation for a given Confidence Level'. The calculator features a normal distribution curve with a mean of 0.00 and standard deviation markers at -3.00, -2.00, -1.00, 0.00, 1.00, 2.00, and 3.00. A 'Confidence Level' input field is set to 1%, and a 'Calculate' button is visible. The calculator also includes a 'One-tailed Confidence Level' option.

### **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
  6. 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 - Metallgesellschaft
  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

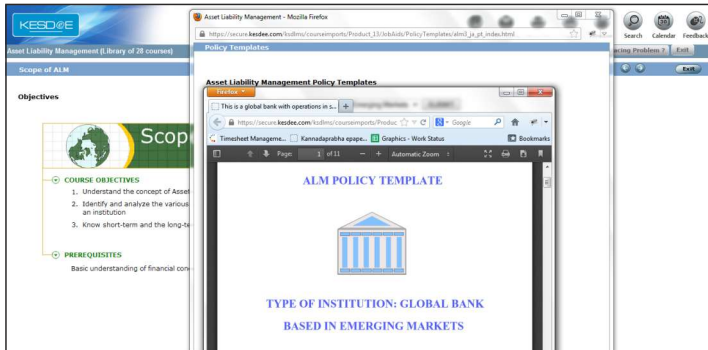
12. NABARD
13. Commodity Exchanges
14. Farm Management

### 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 contains comparative statistical information across various categories for a specific financial topic.

The screenshot displays a web browser window with the following content:

**Asset Liability Management** (Library of 28 courses)

**Objectives**

- COURSE OBJECTIVES**
  1. Understand the concept of ALM
  2. Identify and analyze the various instruments
  3. Know short-term and the long-term instruments
- PREREQUISITES**
  - Basic understanding of financial instruments

**Benchmarking Data**

The following benchmarking template can be used to compare the performance of different financial institutions.

Ratios	Bank 1	Bank 2	Bank 3
Allowance for Credit Losses / Net charge-off			
Allowance for Loan Losses / Non-accrual Loans			
Allowance for Loan Losses / Total Loans excluding Loans held for Sale			
Efficiency Ratio			
Net Interest Income / Average Assets			
Net Interest Margin			
Net Loan charge-offs / Average Loans			
Non-interest Expense / Average Assets			
Non-interest income / Average Assets			
Non-performing Assets / Loans & Assets Acquired			
Provision for Losses / Net charge-offs			

## 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:

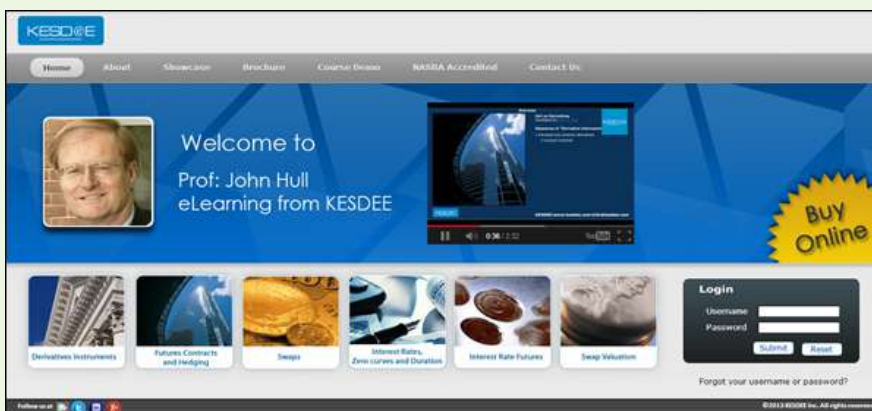
Global Best Practices provide the “Best in Class” examples of strategic, analytical and operational issues of different functional areas and activities. These are developed from surveys or analysis of different institutions.

The screenshot displays a web-based e-learning course interface. On the left, a sidebar titled 'Scope of ALM' lists 'COURSE OBJECTIVES' (1. Understand the concept of Asset/Liability Management, 2. Identify and analyze the various functional areas of an institution, 3. Know short-term and the long-term implications) and 'PREREQUISITES' (Basic understanding of financial concepts). The main content area is titled 'Framework for ALM' and states: 'Best practice institutions follow a comprehensive framework for Asset/Liability Management.' Below this text is a circular diagram with 'ASSET/LIABILITY MANAGEMENT' at the center. Surrounding this center are eight segments representing different frameworks: Control Framework, Strategic Framework, Operational Framework, Analytical Framework, Reporting Framework, Internal Reporting Framework, Regulatory Framework, and Performance Measurement Framework.

# Hull on Derivatives

## Course features include:

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



## 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 a variety 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

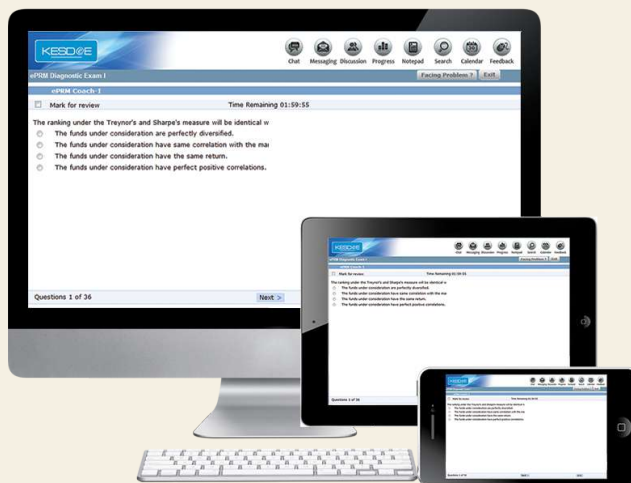
### 6. Swap Valuation

- ▶ 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





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

**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)
- e) Claritas® Investment Certificate (Library of 21 courses)



**ePRM Complete (Library of 71 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 and Bond Market
- 10. Floating Rate Notes
- 11. Futures and Forwards
- 12. Swaps
- 13. Options
- 14. Credit Derivatives
- 15. Caps, Floors, Swaptions

**Financial Markets**

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

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

## Exam II: Mathematical Foundations of Risk Measurement

### Mathematical Foundations

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

## Exam III: Risk Management Practices

### Market Risk

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

### Credit Risk

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

### Operational Risk

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

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

### Case Studies

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

### Standards: Governance, Best Practices, Ethics

68. PRMIA Governance Principles
  69. PRMIA Standards of Best Practice, Conduct and Ethics
  70. Group of Thirty Derivatives Best Practice
  71. 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

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 a comprehensive 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<sup>+</sup>
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® 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® Investment Certificate (Library of 21 courses)**

“Follows CFA Institute  
Prep Provider Guidelines”

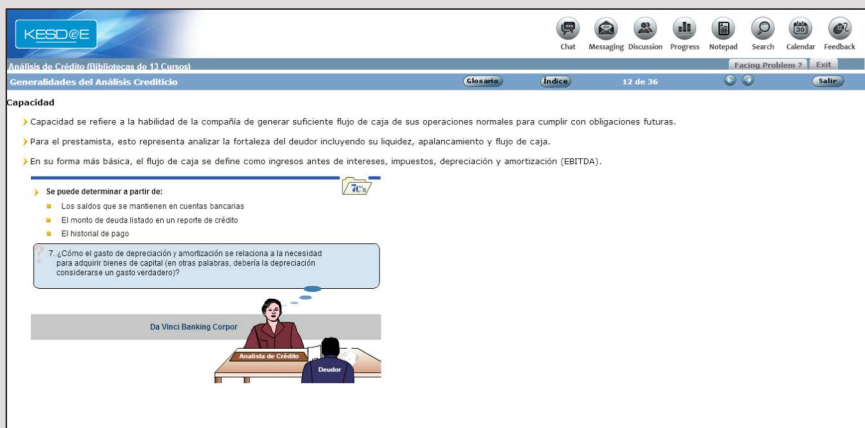
1. The Investment Industry: A Top-Down View
2. Ethics and Investment Professionalism
3. Regulation and Supervision
4. Financial Statements
5. Quantitative Concepts
6. Microeconomics
7. Macroeconomics
8. International Trade and Foreign Exchange
9. Equity Securities
10. Debt Securities
11. Derivatives
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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## KESD@E cursos de español

- Más de 350 cursos
- 41 bibliotecas del curso
- Más de 500 horas de eLearning



The screenshot displays the KESD@E eLearning platform interface. At the top, there is a navigation bar with icons for Chat, Messaging, Discussion, Progress, Notepad, Search, Calendar, and Feedback. Below this, the page title is "Análisis de Crédito (Bibliotecas de 13 Cursos)" and the current page is "Generalidades del Análisis Crediticio". The main content area is titled "Capacidad" and contains the following text:

Capacidad se refiere a la habilidad de la compañía de generar suficiente flujo de caja de sus operaciones normales para cumplir con obligaciones futuras.

Para el prestamista, esto representa analizar la fortaleza del deudor incluyendo su liquidez, apalancamiento y flujo de caja.

En su forma más básica, el flujo de caja se define como ingresos antes de intereses, impuestos, depreciación y amortización (EBITDA).

Se puede determinar a partir de:

- Los saldos que se mantienen en cuentas bancarias
- El monto de deuda listado en un reporte de crédito
- El historial de pago

7. ¿Cómo el gasto de depreciación y amortización se relaciona a la necesidad para adquirir bienes de capital (en otras palabras, debería la depreciación considerarse un gasto verdadero)?

Below the text, there is an illustration of a woman in a red blazer sitting at a desk labeled "Da Vinci Banking Corpor" and a man in a blue shirt sitting at a desk labeled "Analista de Crédito".

### **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. Responsabilidad Social 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. Principios 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 Auditoría
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 – II
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 Municipales Estrategias 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 Operacional Guía 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. ernal 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

# INSURANCE ACHIEVEMENT

- Content from Kaplan
- Digital learning technology from KESDEE
- eBooks / Videos / Interactive Infographics / Mock Exam
- B2B and B2C solutions
- Digital Learning Resources for Insurance
- Digital Learning Resources for Financial Planning / Wealth Management
- All Digital Learning Resources are linked to KESDEE Learning Management system
- Web based exam preps for ChFC® , CASL® , CLU® and CPCU®

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### Why earn your CLU® ?

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- Determine life insurance needs
- Create individualized insurance plans
- Develop personal estate plans
- Manage successful businesses

ChFC® CLU® CASL® CPCU® ARM AIC

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## KAPLAN / KESDÉE Web based Exam Preps for Insurance Achievement Content

KESDÉE has entered into a strategic partnership with Kaplan for providing Web based Exam Preps for Insurance Achievement Content. The offerings include the following:

- I. ChFC® - Chartered Financial Consultant®
- II. CLU® - Chartered Life Underwriter®
- III. CASL® - Chartered Advisor for Senior Living®
- IV. CPCU® - Chartered Property Casualty Underwriter®

The ChFC®, CLU® & CASL® designation are awarded by The American College. The CPCU®, ARM & AIC Insurance designations are sponsored by the American Institute for Chartered Property Casualty Underwriters (AICPCU) and the Insurance Institute of America (IIA)

### ChFC® - Chartered Financial Consultant®

#### 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

#### Portal post log-in

The screenshot displays the user interface of the Kaplan/KESDÉE portal. At the top, the Kaplan Financial Education and KESDÉE e-Learning logos are visible. A navigation bar includes a 'User Guide' link, a 'Sign out' button, and a 'Change Password' button. The main content area is divided into two columns. The left column, titled 'Product Options', lists 'Started', 'Completed', and 'Expired' with corresponding green buttons. The right column, titled 'Associated Products', lists 'Chartered Advisor for Senior Living (CASL)' with a sub-section 'Course Library' containing 10 items (1-10) and an 'Exam Section' containing 10 items (6-10). Below this, it lists 'Chartered Financial Consultant (ChFC)', 'Chartered Life Underwriter (CLU)', and 'Chartered Property Casualty Underwriter (CPCU)'. On the right side of the interface, there is a graphic of a bar chart with an upward-pointing blue arrow and a rolled-up document, with the text 'COMPLETE PRODUCT LIST' below it.



## **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® - Chartered Life Underwriter®

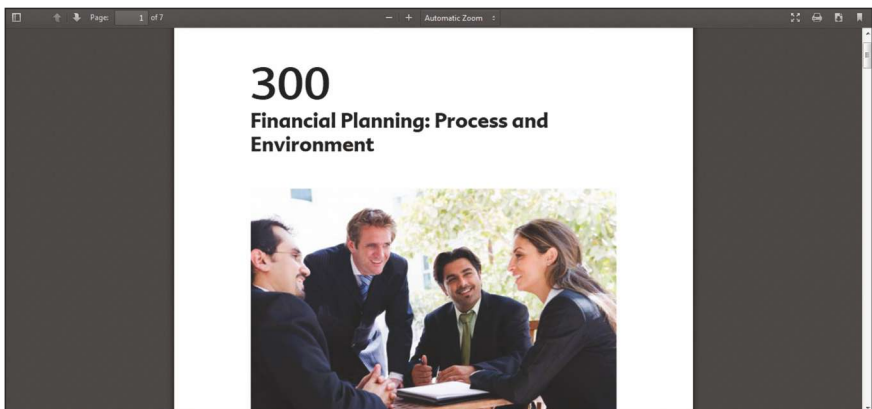
### CLU-300: Financial Planning: Process and Environment

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

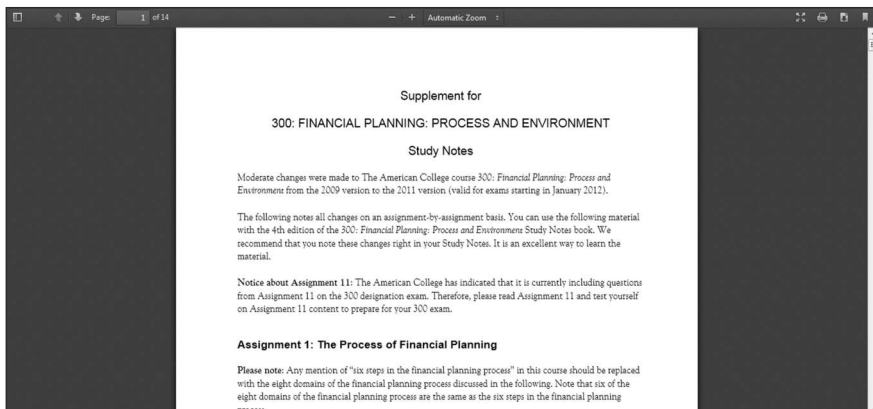
## CLU 330- Fundamentals of Estate Planning

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


**Interactive Infographic Quicksheet**

## Insurance Achievement QuickSheet™

300: Financial Planning: Process and Environment



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**KESD@E**

Study Tips
Tips for Exam
Tips for using this QuickSheet

▼ The Process of Financial Planning

**1.1 An Overview of Financial Planning**  
Six steps of the financial planning process: (1) define your role with the client, (2) fact find and determine the client's objectives and risk tolerance, (3) analyze the current situation, (4) develop a plan to achieve client's objectives at the appropriate risk level, (5) implement the plan, and (6) review the plan annually.

**1.2 Financial Planning for the Life Cycle**  
Five stages in our financial life: (1) up to age 35: saving for first home, (2) ages 35-50: saving for children's college, (3) ages 50-60: speed accumulation for retirement, (4) ages 60-retirement: retirement and tax planning, and (5) retirement: plan for drawing on savings.

**1.3 Components of a Comprehensive Financial Plan**  
Nine components of a comprehensive financial plan (this can be expensive for the client): (1) client attitudes and personal financial statement, (2) investment planning, (3) risk management and insurance planning, (4) estate planning, (5) employee benefits planning, (6) income tax planning, (7) retirement planning, (8) disability planning, and (9) planning for monetary windfalls. Special situations arise in planning for divorce, education, nontraditional families, terminal illness, employment change, and special needs of dependents.

**1.4 Financial Planning Opportunities**

- ▶ Using the Financial Planning Process for Effective Client Communication
- ▶ PROFESSIONALISM, PRACTICE STANDARDS, AND ETHICS
- ▶ FINANCIAL DECISIONS AND RISK TOLERANCE
- ▶ GATHERING, ORGANIZING, AND PROCESSING FINANCIAL INFORMATION

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 Policy (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

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## B2B Solutions

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FINANCIAL EDUCATION

**Digital Learning Resources for Insurance Achievement**

**KESDEE**  
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- e-Learning technology from KESDEE
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Diagnostic exams → Now available through online testing platform integrated with LMS

Videos → Now integrated into LMS

**Insurance Digital Academy**

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- Life underwriting
- Insurance Claims Support
- Insurance Risk Management

**Financial Planning/Wealth Management Digital Academy**

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- Retirement Planning
- Estate Planning

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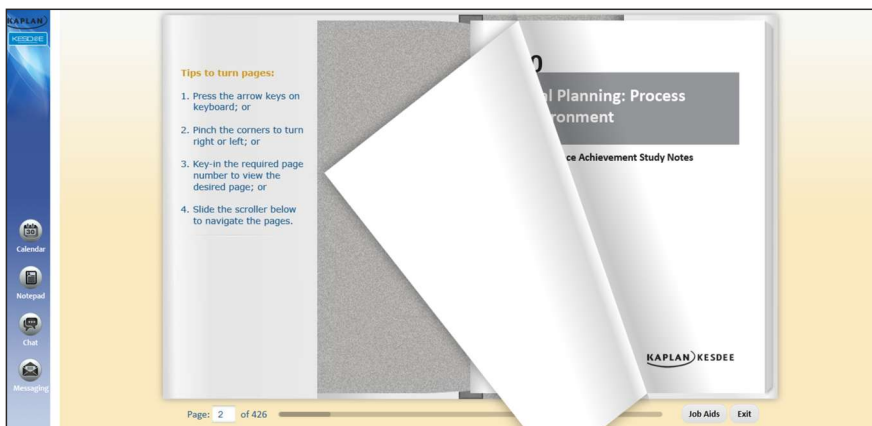
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## KAPLAN / KESDEE e-books Library

### eBooks (study guides)

- Each e-book contains approximately 400 pages
- Contains realistic examples, terms and key points
- Search through the page numbers
- Carry many eBooks with you on your mobile device





## KAPLAN/KESDEE VIDEO LIBRARY

- The videos are designed to help you understand the more difficult concepts for each course.
- There is an average of seven videos per course.
- The videos are focused and easy to grasp, averaging 10 to 15 minutes in length.
- All videos are written and produced by one of our Insurance Achievement faculty.

In every course's curriculum, you'll encounter challenging topics along the way. We've created the video library for that specific reason, to provide you access to videos explaining the more difficult concepts. (By the way, the video library isn't new however, it has greatly expanded in size.)

Total number of videos :

74

Below the list of video titles available under KAPLAN/KESDEE Web Based Exam Preps:

- 1) Affecting the Economy Monetary Policy and Fiscal Policy
- 2) Agency Relationships
- 3) Alternative Minimum Tax
- 4) Annuities
- 5) Approaching Course 300 Financial Planning Process and Environment

### Videos

The screenshot shows a video player interface. On the left, there is a small video window with a woman speaking, identified as Nancy Lazar Lamers, J.D. Below the video window is a control bar with the text 'KAPLAN / KESDEE Video Library'. To the right of the video window is a 'Slides' panel showing a list of slides, with the current slide titled 'Regulation of Financial Institutions'. The main video area displays a presentation slide with the title 'Regulation of Financial Institutions' in large, bold, black text. The slide has a white background with a yellow wavy graphic at the top. At the bottom of the video player, there is a progress bar showing '00:04 / 15:05' and a volume icon.

- 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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6540 Lusk Blvd, Suite C240,  
San Diego, CA 92121, U.S.A

+1-858-558-8118

+1-858-558-8448

#### Mailing Address:

PO Box 910207 San Diego  
CA 92191-0207 U.S.A

www.kesdee.com

info@kesdee.com

Toll free ☎: +1-888-233-8573

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