



**nairobi
securities
exchange**

Discover Opportunity

TRAINING CALENDAR 2019

For more information on Training and awareness activities, please contact:

Training & Public Education Department Nairobi Securities Exchange Ltd.

Tel: +254 (020) 283 1000/1292/1253 Email: training@nse.co.ke

Website: www.nse.co.ke

Date	Course	Content	Proposed Training Method	Target Audience	Cost per person (Kshs)
31st January, 2019	A-Z of Securities Market and its Products	<ol style="list-style-type: none"> 1. Introduction to Stock Market 2. Over view of different financial instruments traded at NSE:- Share, Bond Derivatives, Real Estate Investment Trusts and Exchange Traded Funds, 3. The transformation agenda in Financial Markets:-Optimization of technology in the 21st Century - Online trading, direct market access.. 4. How Investing in the securities markets 5. Stock market Information analysis and interpretation 6. Introduction to the Automated Trading System 7. Career opportunities in the capital markets. 	<ol style="list-style-type: none"> 1. 1 day training 2. Class room presentation by market experts 3. Practical market engagements 4. Case studies by industry experts 5. Basic class room tests 	Target Audience:- <ol style="list-style-type: none"> 1. Individuals keen to Investments in Stock Markets 2. Members of investment groups (Chamas) keen to invest in the financial markets 3. Lecturers in school of business, economics and Actuarial Science 4. Individuals, University and College Students graduates keen in pursuing careers as analysts and Financial advisors 5. Sales person and agents selling financial products 6. Student pursuing PR and Communication courses and keen in pursuing careers as reporters and communication experts in Financial Market 7. Students pursuing professional courses in Accounting, Actuarial Science and any other business related professional courses 	Kshs.8,100.00
4th to 7th February, 2019	Automated Trading System Training	<ol style="list-style-type: none"> 1. Introduction to the ATS. 2. The NSE Market Structure 3. The Trading Process 4. Organization of the ATS. 5. How to trade using the ATS. 6. Major Functions of the ATS 7. Overview of the Equity Trader Front End; Bond Trader: Derivative Trader: REIT Trader 8. Types of orders/Order entry/Matching /Time and Execution qualifiers. 	<ol style="list-style-type: none"> 1. A three days training and one day Basic examination to test understanding 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 5. Basic class room tests 	The target group is:- <ol style="list-style-type: none"> 1. All traders in Equities and Bond Markets 2. Graduates aspiring to be traders 3. Surveillance teams of different market players 4. IT support team of trading participants Employees of trading participants within operation department 	Kshs.40,000.00

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		9. Trading Rules and market manipulation. 10. Market Information Offline Trader, Market Viewer, Ticker			
7th and 8th March, 2019	Sacco Training	1. An Overview of Capital markets 2. Securities markets 3. Understanding Economic Terms 4. Converting Capital into Shareholders Profit 5. Evaluating Management Performance 6. Financial Analysis Methodology Legal aspects of the Securities Markets	1. A 2 days training 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 5. Basic class room tests	The target group is:- <i>This is a general market awareness training critical for all players in the industry</i> 1. New Capital Markets entrants 2. Agents of market participant 3. Individuals with interest in investing in listed securities 4. Registrars of listed securities 5. Sales teams of market participants New graduates interested in careers within the Capital Markets	Kshs.40,000.00
28th and 29th March, 2019	Securities Markets and Investment Training	1) An Overview of Capital markets 2) Securities markets 3) Understanding Economic Terms 4) Converting Capital into Shareholders Profit 5) Evaluating Management Performance 6) Financial Analysis Methodology 7) Legal aspects of the Securities Markets	1) A 2 days training 2) Class room presentation by market experts 3) practical market engagements 4) Case studies by industry experts 5) Basic class room tests	The target group is:- <i>This is a general market awareness training critical for all players in the industry</i> 1) New Capital Markets entrants 2) Agents of market participant 3) Individuals with interest in investing in listed securities 4) Registrars of listed securities 5) Sales teams of market participants 6) New graduates interested in careers within the Capital Markets	Kshs.40,000.00

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4th and 5th April, 2019	Sacco Training	<ol style="list-style-type: none"> 1. An Overview of Capital markets 2. Securities markets 3. Understanding Economic Terms 4. Converting Capital into Shareholders Profit 5. Evaluating Management Performance 6. Financial Analysis Methodology <p>Legal aspects of the Securities Markets</p>	<ol style="list-style-type: none"> 1. A 2 days training 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 	<p>The target group is:- <i>This is a general market awareness training critical for all players in the industry</i></p> <ol style="list-style-type: none"> 6. New Capital Markets entrants 7. Agents of market participant 8. Individuals with interest in investing in listed securities 9. Registrars of listed securities 10. Sales teams of market participants <p>New graduates interested in careers within the Capital Markets</p>	Kshs.40,000.00
19th April, 2019	A-Z of Securities Market and its Products	<ol style="list-style-type: none"> 1. Introduction to Stock Market 2. Over view of different financial instruments traded at NSE:- Share, Bond Derivatives, Real Estate Investment Trusts and Exchange Traded Funds, 3. The transformation agenda in Financial Markets:-Optimization of technology in the 21st Century - Online trading, direct market access.. 4. How Investing in the securities markets 5. Stock market Information analysis and interpretation 6. Introduction to the Automated Trading System 7. Career opportunities in the capital markets. 	<ol style="list-style-type: none"> 1. 1 day training 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 5. Basic class room tests 	<p>Target Audience:-</p> <ol style="list-style-type: none"> 1. Individuals keen to Investments in Stock Markets 2. Members of investment groups(Chamas) keen to invest in the financial markets 3. Lecturers in school of business, economics and Actuarial Science 4. Individuals, University and College Students graduates keen in pursuing careers as analyst and Financial advisors 5. Sales person and agents selling financial products 6. Student pursuing PR and Communication courses and keen in pursuing careers as reporters and communication experts in Financial Market 	Kshs.8,100.00

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				7. Students pursuing professional courses in Accounting, Actuarial Science and any other business related professional courses	
26th and 27th April, 2019	Governance, Risk & Compliance Market Intermediaries	<p>Regional regulatory trends</p> <ol style="list-style-type: none"> 1. Capital markets in East Africa: The current state and immediate future 2. Deepening the region's capital markets: New instruments and innovations - attracting listings and investments 3. Banking supervision, and Basel II implementation - preparing for Basel III and coming to terms with regional SIFIs 4. Securities: New rules, regulations, and supervisory initiatives – an examination of current initiatives and future steps 5. Regional regulatory integration: What are achievable goals over the next five years? 6. The global regulatory environment and how it impacts East Africa, including extraterritorial legislation <p>Corporate governance in East Africa</p> <ul style="list-style-type: none"> • What is the current status of corporate governance in East Africa? • How to make compliance an integrated function at the heart of business that helps improve business • How to create an appropriate risk culture and “tone from the top” • The roles of enterprise risk management, compliance and internal audit • Principles-based vs. prescriptive compliance rules – what approach is best for East Africa? 	<ol style="list-style-type: none"> 1. A 2 days training 2. Class room presentation by market experts 3. Practical market engagements 4. Case studies by industry experts 5. Basic class room tests 6. Basic examination to test understanding 	<p>The target group is:-</p> <ol style="list-style-type: none"> 1. Internal auditors 2. Compliance professionals 3. Governance professionals 4. Risk management professionals 5. Legal professionals 6. IT professionals dealing with GRC 7. Managers responsible for GRC activities 8. Executive management and board members 	Kshs.40,000.00

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Date	Course	Content	Proposed Training Method	Target Audience	Cost per person (Kshs)
		<ul style="list-style-type: none"> • Remuneration: transparency in directors' dealings, and creating the right set of incentives for senior officers • Anti-Money Laundering/CFT compliance in East Africa: progress and challenges 			
20th to 23rd May, 2019	Automated Trading System Training	<ol style="list-style-type: none"> 1. Introduction to the ATS. 2. The NSE Market Structure 3. The Trading Process 4. Organization of the ATS. 5. How to trade using the ATS. 6. Major Functions of the ATS 7. Overview of the Equity Trader Front End; Bond Trader: Derivative Trader: REIT Trader 8. Types of orders/Order entry/ Matching /Time and Execution qualifiers. 9. Trading Rules and market manipulation. 10. Market Information Offline Trader, Market Viewer, Ticker 	<ol style="list-style-type: none"> 1. A three days training and one day 2. Basic examination to test understanding 3. Class room presentation by market experts 4. practical market engagements 5. Case studies by industry experts 6. Basic class room tests 	<p>The target group is:-</p> <ol style="list-style-type: none"> 1. All traders in Equities and Bond Markets 2. Graduates aspiring to be traders 3. Surveillance teams of different market players 4. IT support team of trading participants 5. Employees of trading participants within operation department 	Kshs.40,000.00
14th June, 2018	Bonds trading training	<ol style="list-style-type: none"> 1. Introduction to fixed income instruments 2. Introduction and classification of bond instruments 3. An Overview of Bond Features and Bond Markets 4. Value proposition of Bond as an instrument of raising Capital 5. Structuring and Pricing of Bonds 6. Bonds valuation 7. Bond price Risk - Bond Theorems 8. Bond price Risk - Duration 9. Developing Bond Calculator;- practical demonstration and practice 	<ol style="list-style-type: none"> 1. A 2 days training 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 5. Basic class room tests 	<p>The target group will be;</p> <ol style="list-style-type: none"> 1. Bond dealers 2. Treasury staff of banks and investment companies 3. Bond portfolio analysts 4. Regulators 5. Fund and asset managers 6. Individual graduates interested in pursuing a career in the capital markets 	Kshs.40,000.00

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		10. Creating and managing a bond Portfolio; 11. Understanding Bond trading ,Yield Curve, Yield curve analysis and portfolio application 12. Emerging and International Trends of Bonds market 13. Trading and settlement of bonds in Kenya 14. A critical look at opportunities in the bond market 15. Understanding bond market from a marketing perspective 16. Macroeconomic factors that affect bond markets			
11th and 12th July, 2019	Structuring and Listing of Different Financial instruments' training	1. Lead transaction advisor Pitch (Equity, Fixed income, Private Equity) <ol style="list-style-type: none"> The Contract negotiation and mandate letters The Project Primary and Secondary Objective Parties to a transaction and their Role and responsibility The Transaction Organization Structure Documents and Due Diligence procedure The identification of the Critical Path 2. Pre-listing activities <ol style="list-style-type: none"> Pricing and Valuation The Objectives Options Report The Legal & Compliance Strategy The Stakeholder Engagement Strategy The Offer Documentation Strategy 	1. A 2 days training 2. Class room presentation by market experts 3. practical market engagements and experience 4. Case studies by industry experts and evaluation of challenges by experienced Nomad	The target group is:- <ol style="list-style-type: none"> Listed Companies Law firms Trading Participants Private Equity Firms Financial Advisors 	

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		f. The Offer Logistics Strategy g. The Offer Open & Sales Strategy h. The Closing an offer and documentation 3. Post-Closing Activities a. Listing/Secondary market b. The Weekly Activity Plan monitoring c. Final report of the offer			
25th and 26th July, 2019	Derivatives Training	1. Introduction to Derivatives 2. 2: Features of Derivatives 3. 3: Benefits of Derivatives trading 4. 4: Types of Derivatives 5. 5: Regulatory frame work guiding Derivatives 6. 6: Listing of Derivatives and Cost of Listing 7. 7: Introduction of Derivatives Trading system	1. A 2 days training 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 5. Basic class room tests	The target group is:- <i>This is a general awareness course for capacity enhancement with the market.</i> 1. Staff of trading participants who will interact with the derivatives market 2. Potential issuers 3. Investors with interest to invest in this market segment 4. Fund managers 5. Treasury staff of investment companies 6. IT and operation support teams of respective players 7. Customer service reps of respective intermediaries 8. Graduates with interest in furthering career in derivative field.	Kshs.40,000.00

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12th and 15th August, 2019	Automated Trading System Training	<ol style="list-style-type: none"> 1. Introduction to the ATS. 2. The NSE Market Structure 3. The Trading Process 4. Organization of the ATS. 5. How to trade using the ATS. 6. Major Functions of the ATS 7. Overview of the Equity Trader Front End; Bond Trader: Derivative Trader: REIT Trader 8. Types of orders/Order entry/ Matching /Time and Execution qualifiers. 9. Trading Rules and market manipulation. 10. Market Information Offline Trader, Market Viewer, Ticker 	<ol style="list-style-type: none"> 1. A three days training and one day 2. Basic examination to test understanding 3. Class room presentation by market experts 4. practical market engagements 5. Case studies by industry experts 6. Basic class room tests 	<p>The target group is:-</p> <ol style="list-style-type: none"> 1. All traders in Equities and Bond Markets 2. Graduates aspiring to be traders 3. Surveillance teams of different market players 4. IT support team of trading participants 5. Employees of trading participants within operation department 	Kshs.40,000.00
23rd August, 2019	A-Z of Securities Market and its Products	<ol style="list-style-type: none"> 1. Introduction to Stock Market 2. Over view of different financial instruments traded at NSE:- Share, Bond Derivatives, Real Estate Investment Trusts and Exchange Traded Funds, 3. The transformation agenda in Financial Markets:-Optimization of technology in the 21st Century - Online trading, direct market access.. 4. How Investing in the securities markets 5. Stock market Information analysis and interpretation 6. Introduction to the Automated Trading System 7. Career opportunities in the capital markets. 	<ol style="list-style-type: none"> 1. 1 day training 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 5. Basic class room tests 	<p>Target Audience:-</p> <ol style="list-style-type: none"> 1. Individuals keen to Investments in Stock Markets 2. Members of investment groups (Chamas) keen to invest in the financial markets 3. Lecturers in school of business, economics and Actuarial Science 4. Individuals, University and College Students graduates keen in pursuing careers as analyst and Financial advisors 5. Sales person and agents selling financial products 6. Student pursuing PR and Communication courses and keen in pursuing careers as reporters and communication 	Kshs.8,100.00

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				experts in Financial Market 7. Students pursuing professional courses in Accounting, Actuarial Science and any other business related professional courses	
6th September, 2019	Comprehensive introduction to ETFs	<ol style="list-style-type: none"> 1. Introduction to ETF, How ETF work and uses and users of ETF 2. Evaluating ETFs:- Efficiency, expense Ratio, patterns and trends, Understanding ETFs Ratio 3. ETF Strategies in Portfolio Management 4. ETF Asset Classes, Categories and structure 5. Global and African trends/ investment themes 6. Regulatory Structure in Kenya Market 	<ol style="list-style-type: none"> 1. A 2 days training 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 5. Basic class room tests 	The target group is; <ol style="list-style-type: none"> 1. Policy and decision makers 2. Investment advisors 3. Pension funds administrators 4. Fund managers 5. Scheme trustees 	Kshs.40,000.00
12th and 13th September, 2019	Governance, Risk & Compliance Market Intermediaries	<p>Regional regulatory trends</p> <ol style="list-style-type: none"> 1. Capital markets in East Africa: The current state and immediate future 2. Deepening the region's capital markets: New instruments and innovations - attracting listings and investments 3. Banking supervision, and Basel II implementation - preparing for Basel III and coming to terms with regional SIFIs 4. Securities: New rules, regulations, and supervisory initiatives - an examination of current initiatives and future steps 	<ol style="list-style-type: none"> 1. A 2 days training 2. Class room presentation by market experts 3. Practical market engagements 4. Case studies by industry experts 5. Basic class room tests 6. Basic examination to test understanding 	The target group is:- <ol style="list-style-type: none"> 1. Internal auditors 2. Compliance professionals 3. Governance professionals 4. Risk management professionals 5. Legal professionals 6. IT professionals dealing with GRC 7. Managers responsible for GRC activities 8. Executive management and board members 	Kshs.40,000.00

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		<p>5. Regional regulatory integration: What are achievable goals over the next five years?</p> <p>6. The global regulatory environment and how it impacts East Africa, including extraterritorial legislation</p> <p>Corporate governance in East Africa</p> <ul style="list-style-type: none"> • What is the current status of corporate governance in East Africa? • How to make compliance an integrated function at the heart of business that helps improve business • How to create an appropriate risk culture and “tone from the top” • The roles of enterprise risk management, compliance and internal audit • Principles-based vs. prescriptive compliance rules - what approach is best for East Africa? • Remuneration: transparency in directors’ dealings, and creating the right set of incentives for senior officers • Anti-Money Laundering/CFT compliance in East Africa: progress and challenges 			
27th September, 2019	Zamara Training				

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10th and 11th October, 2019	Portfolio Management training	<ul style="list-style-type: none"> 1. An Overview of Portfolio Management 2. Features of Debt Securities 3. Valuation of Bonds 4. Bond Risk and Return 5. Duration 6. Introduction to Interest Rates 7. Bond Portfolio Management 	<ul style="list-style-type: none"> 1. A 2 days training 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 5. Basic class room tests 6. Basic examination to test understanding 	<ul style="list-style-type: none"> 1. Professionals in Capital & financial markets 2. Market intermediaries & regulators 3. Commercial banks treasury departments 4. 4. Fund & asset managers 	Kshs.40,000.00
24th and 25th October, 2019	Bonds trading training	<ul style="list-style-type: none"> 1. Introduction to fixed income instruments 2. Introduction and classification of bond instruments 3. An Overview of Bond Features and Bond Markets 4. Value proposition of Bond as an instrument of raising Capital 5. Structuring and Pricing of Bonds 6. Bonds valuation 7. Bond price Risk - Bond Theorems 8. Bond price Risk - Duration 9. Developing Bond Calculator;- practical demonstration and practice 10. Creating and managing a bond Portfolio; 11. Understanding Bond trading ,Yield Curve, Yield curve analysis and portfolio application 12. Emerging and International Trends of Bonds market 13. Trading and settlement of bonds in Kenya 14. A critical look at opportunities in the bond market 15. Understanding bond market from a marketing perspective 16. Macroeconomic factors that affect bond markets 	<ul style="list-style-type: none"> 1. A 2 days training 2. Class room presentation by market experts 3. practical market engagements 4. Case studies by industry experts 5. Basic class room tests 	<p>The target group will be;</p> <ul style="list-style-type: none"> 1. Bond dealers 2. Treasury staff of banks and investment companies 3. Bond portfolio analysts 4. Regulators 5. Fund and asset managers 6. Individual graduates interested in pursuing a career in the capital markets 	

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OTHER ACTIVITIES IN 2019					
	2019 NSE Investment Challenge	The Investment Challenge is a Financial Education tool kit which simulates the trading activities in securities listed on the Nairobi Securities Exchange (NSE).	On line simulation of the actual trading.	<p>The target group is:- We have two categories:-</p> <p>Category 1. Target participants are university, college and polytechnic students in Kenya.</p> <p>Category 2. General public - Individuals interested in honing or testing their investment skill.</p>	200 Per participant

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