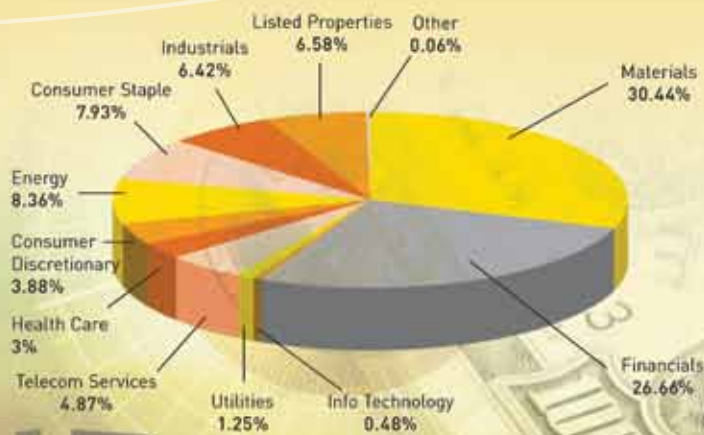


Investment Representative Program (Series 7)

15 - 25 March 2010



INVESTMENT



THE INVESTMENT REPRESENTATIVE PROGRAM

The Investment Representative designation, certified by the Central Bank of Bahrain (CBB) and the Bahrain Institute of Banking and Finance (BIBF) mirrors the FINRA (Financial Industry Regulatory Authority) Series 7 certification required of professionals trading investment products in the United States. The CBB requires that all professionals involved in the trading of investment products in Bahrain be certified as an Investment Representative.

The Investment Representative program provides comprehensive treatment of a broad range of products including equity securities, corporate debt securities, government bonds, municipal bonds, options and mutual funds. The program also provides comprehensive treatment of investment banking, securities laws and regulations, trading procedures, margin and customer accounts with specific emphasis on Bahrain and the structure of GCC markets.

Beginning 2010, the Investment Representative program has been substantially revised to reflect the latest developments in the securities markets. The latest revision of the program incorporates material on Asset Bubbles, Credit Crisis, U.S. Housing Market, Subprime Mortgage Crisis, Takeover of Bear Sterns, Bankruptcy of Lehman Brothers, Government Takeover of Fannie Mae, Impact of Monetary Policy on Financial Markets and the Long Term Impact of the Financial Crisis.

Candidates seeking the designation of an Investment Representative must pass a two part examination to achieve the certification.

TARGET AUDIENCE

- Stock Brokers and Dealers
- Investment products Marketing and Sales Professionals
- Treasury and Back office professionals
- Compliance and Control professionals
- Supervisory and Investment staff
- Portfolio Managers
- Accounting professionals

PRE-REQUISITES :

Candidates must have completed a Bachelor's degree in Accounting/ Banking/ Finance/ Business/ Economics/ Law/ Marketing from any recognized university, and preferably have knowledge equivalent to the Foundations of Investment Analysis course conducted at BIBF.

PROGRAM OUTLINE

PART I

Monday, March 15	The Financial Crisis: Causes, Symptoms and Long Run Effects; Impact on the Structure of the Securities Market; Fundamentals of Debt Markets; Corporate Bonds
Tuesday, March 16	U.S. Government & Money Market Securities; Muni Securities; Mortgage Backed Securities (MBS) Market; U.S. Housing Market & the Subprime Crisis; Upheaval in the MBS Market
Wednesday, March 17	Equity Securities; Packaged Products; SEC Act of 1933 & Underwriting Securities
Thursday, March 18	Bahrain Stock Exchange; GCC Markets
Friday, March 19	Holiday
Saturday, March 20	EXAMINATION 1

PART II

Sunday, March 21	Basic Option Positions; Option Markets & Option Accounts; Secondary Markets (NYSE)
Monday, March 22	Other Option Positions (Option Strategies); Over-The-Counter (OTC) Market
Tuesday, March 23	Non-Equity Options (Foreign Currency Options & Interest Rate Options); Economics & Securities Analysis; Monetary Policy & Financial Crises, Modern Portfolio Theory, The Long Run Impact of the Crisis
Wednesday, March 24	REVIEW/STUDY DAY
Thursday, March 25	EXAMINATION 2

PROFILE OF COURSE PROVIDER

Sudhakar Raju currently holds an appointment as Professor of Finance at the Helzberg School of Management in the United States. For the last three years he taught graduate courses in Finance and Quantitative Methods at Harvard University. He has a Ph.D. in Finance and a Master's degree in Public Policy which he received from Harvard University. Sudhakar has conducted programs in Portfolio Modeling, Risk Management, Derivatives Markets, as well as review courses for the Investment Representative Program and Chartered Financial Analyst (CFA) programs in Bahrain, Kuwait and U.A.E. He has been a Consultant to various organizations including the World Bank, United Nations, Chicago Board of Trade and the exotic options desk at Aquila Energy. Sudhakar received the FRM (Financial Risk Manager) designation in 2003. He is a recipient of the Missouri Governor's Award for Excellence in University Teaching. In 2007, he received the Harvard Kennedy School's Teaching Excellence Award.

COURSE DETAILS:

Duration : 15 - 25 March 2010

Venue : BIBF

Timings: 8.00 A.M – 2.30 PM

Fees: BD 1,500

For Registration, contact :

The Registrar

Tel: +973 17 815555 / 17 815518

Fax: +973 17729928 / 17916420 / 17916444

Email: infodesk@bibf.com

Website: www.bibf.com

Interested candidates may send their CV's by **26th of February 2010**. All short-listed candidates will have to sit for an assessment test scheduled on the **28th of February 2010**. Those who pass the assessment test will be called for a personal interview on the **1st of March 2010**. Those candidates who qualify in the interview can register for the course.

INVESTMENT REPRESENTATIVE PROGRAM

REGISTRATION FORM

Duration : 15 - 25 MARCH 2010

Venue : BIBF, Kingdom of Bahrain

Timings : 8:00 am - 2:30 pm

Fees: **BD 1500**

Organization Sponsored

Self Sponsored

Name of the participant (s):

1. (Mr/Mrs/Ms):

First Name

Middle Name

Last Name

Position

Department

Nationality

Tel

Email

2. (Mr/Mrs/Ms):

First Name

Middle Name

Last Name

Position

Department

Nationality

Tel

Email

3. (Mr/Mrs/Ms):

First Name

Middle Name

Last Name

Position

Department

Nationality

Tel

Email

Contact Person

(Mr/Mrs/Ms):

First Name

Middle Name

Last Name

Position:

Department:

Organization:

Nationality:

Address:

Telephone:

Fax:

Email:

Signature & Stamp:

Date:

Methods of Payment

1. Please find enclosed a cheque for _____ made payable to BIBF

2. Please debit my credit card: Visa MasterCard

Card No: _____

Expiry date: _____

Cardholder's name: _____

Signature: _____

Please forward this form together with course fee to:

The Registrar

The Bahrain Institute of Banking & Finance – BIBF

P.O. Box 20525, Manama, Kingdom of Bahrain.

Tel: +973 17 815555 / 17 815581/ 17 815579 Fax: +973 17729928/17916420

E-mail: infodesk@bibf.com Website: www.bibf.com

IMPORTANT NOTICE:

All courses are subject to demand. The Institute reserves the right to cancel or postpone courses at short notice at no loss or liability where, in its absolute discretion, it deems this necessary.

CANCELLATION AND REFUND OF FEES:

In the case of cancellations by delegates, fees will only be refunded if a written notice of cancellation is received by the Institute not less than two weeks prior to the commencement of the course/program in question. Course/program fees already paid or invoiced may not be refunded and invoices will be due and payable. Substitute delegates are permitted.

VISA PROCEDURES:

To be arranged by the participants on their own.

ACCOMMODATION & TRANSPORTATION:

Hotel accommodation and transportation costs are the participant's own responsibility. Should you wish that the Institute arrange accommodation for you, please Fax (+973 17 916420) our Information Desk or Email infodesk@bibf.com for assistance.

About BIBF

The Bahrain Institute of Banking and Finance (BIBF) has played a critical role in Bahrain's long-term success as the region's leading financial center. Since its inception in 1981, BIBF has been committed to providing the highest levels of training, education and professional development programs to the financial services industry in the Kingdom of Bahrain and the region.

Its breadth of training, education and professional development programs covers all major business disciplines including Accounting; Banking; Insurance; Islamic Finance; IT; Management and Leadership expertise. BIBF also has a major emphasis in Academic and Executive development.

BIBF also has a global touch point with participants having delivered quality programs in regions such as South East Asia, Africa and the Middle East, and taught to over 50 nationalities here at BIBF. Our faculty is highly qualified and of diverse nationalities whose passion is to advance and enrich the human experience.

BIBF enjoys strategic relationships with internationally recognized professional organizations which deliver programs jointly with BIBF. These include the Darden Graduate School of Business, DePaul University, University of Wales, International Compliance Association, Institute of Chartered Accountants in England and Wales, Association of Chartered Certified Accountants, Chartered Institute of Management Accountants, Chartered Insurance Institute, Chartered Management Institute, Chartered Institute of Personnel and Development, and the Institute of Internal Auditors.

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