

DEBT MARKETS

Debt Markets provides the foundation knowledge and skills required to work effectively in debt financial markets, within regulatory and organisational requirements.

The module will equip you with an understanding of how debt markets operate, the primary debt products and how they are used by market participants, and the client suitability framework applied by financial institutions to assess and manage clients. The processes for developing risk management strategies, pricing transactions and managing trading exposures are also covered.

Debt markets is offered as an online learning module only. There are no workshops. You will work in online groups and participate in a cohort community.

LEARNING OUTCOMES

Once you have successfully completed Debt Markets, you will be equipped to:

- ✓ apply knowledge of debt market operations and market drivers when evaluating financial risk
- ✓ apply the client suitability framework when assessing client needs, based on organisational policies and procedures
- ✓ apply knowledge of debt market products to meet client's financial objectives and risk management requirements
- ✓ develop, implement and evaluate interest rate strategies using debt market products to meet the needs of the client
- ✓ calculate value of debt market transactions in accordance with organisational and market practices
- ✓ analyse financial positions to determine appropriate hedging strategies and manage risk in line with organisational guidelines and transaction limits
- ✓ apply appropriate codes of conduct when working in financial markets.

WORKING IN GROUPS

Learning and working effectively as part of a team or group is an important skill, and one that you will refine and use throughout your working life. Working in groups provides the opportunity to draw on the different skills and ideas of group members, to broaden your understanding of a subject and to enhance your negotiation, time management, collaborative and interpersonal skills, all of which are transferrable to your own workplace.

When you register in the module, you will be placed in a small group. You will be required to work with individuals in your group to complete two group assessment tasks. The group assessments are mandatory and will be graded.

Statement of commitment

At the start of the module you will be required to sign a 'statement of commitment' as recognition of your commitment to participating in the group and actively contributing to the group assessment tasks.

ASSESSMENT TASKS

Advising stream	Dealing stream
Group assessment 1 Group assessment 2	Group assessment 1 Group assessment 2
Skills assessment <ul style="list-style-type: none">• Case study (Part A&B)• Role-play (Part A&B)	Skills assessment <ul style="list-style-type: none">• Case study• Role-play
Assignment	Assignment

Group assessment

Group assessment consists of two separate activities, each comprising short answer questions. All individuals in a designated group are required to actively contribute to the timely completion of the assessment.

Both the advising and dealing streams complete the group assessments.

Assignment

The assignment is based on a series of short answer questions assessing your knowledge of financial products, risk measurement tools and your understanding of effective negotiation and sales techniques when dealing with clients.

Both the advising and dealing streams complete the assignment.

Skills assessment

The skills assessment consists of two separate activities – a case study and a role play.

Case study: the case study consists of scenarios and a series of questions based on authentic workplace issues. To complete the questions, you must draw on both the knowledge that you have gained from studying this module and the knowledge you have attained through your experience of working in financial markets.

Role play: the role play consists of scenarios in which you act the part of a financial markets representative dealing with clients. The role play will assess your oral communication skills when providing solutions to clients. You will need to book the role play assessment via AFMA Moodle.

Students registering for the **advising stream** of this module will be required to complete a split skills assessment (Parts A and B). Both parts will consist of a case study and role play. Part A assesses the prerequisite units of competency required to complete the ASIC advising units of competency. Part B assesses the ASIC advising units of competency.

Those registering for the **dealing stream** will complete a single skills assessment.

LEARNING ACTIVITIES

You will complete all your learning and assessment tasks via AFMA Moodle. You are required to complete each lesson including the quizzes, contribute to group discussions and work in small teams to complete the group assessments.

Lessons and quizzes

To complete the module you must work through all of the online lessons. As you progress through each lesson you will be able to assess whether you have understood the content by completing the online quizzes. You must answer all questions correctly. The quizzes are marked automatically, providing you with immediate feedback. You can re-sit the quizzes as often as needed.

You must complete each lesson and pass the quiz before you attempt the following lesson.

Group assessments

The group assessments are mandatory for all students. You will be placed in small groups with other individuals and required to complete the group assessments via AFMA Moodle. Group work will be guided and assessed by a facilitator.

In your group, you will need to allocate task responsibilities to each member and ensure that the assessment is completed on time. You will need to allocate time each week to work with your group.

The completed group assessments will be submitted via AFMA Moodle for grading.

STUDY SCHEDULE

To complete the module you must follow the study schedule set out below and complete the assessments by the due dates, including the group assessments.

Week	Tasks
Week 1	Introduce yourself to your groups
	Download assessments
	Complete Lesson 1
Week 2	Allocate responsibility and commence working on Group Assessment 1
	Complete Lesson 2
Week 3	Complete Lesson 3
Week 4	Submit Group Assessment 1
	Complete Lesson 4
Week 5	Complete Lesson 5
Week 6	Allocate responsibility and commence working on Group Assessment 2
	Complete Lesson 6
Week 7	Complete Lesson 7 (Advising stream only)
Week 8	Submit Group Assessment 2
Week 9	Advising skills assessment (case study) – Part A
Week 10	Advising skills assessment (role play) – Part A
Week 12	Advising skills assessment (case study) – Part B
	Dealing skills assessment (case study)
Week 13	Advising skills assessment (role play) – Part B
	Dealing skills assessment (role play)
Week 14	Assignment

WHAT WILL YOU ACHIEVE FROM COMPLETING THIS MODULE?

If you successfully complete the module and the related assessment tasks, you will be awarded the following competency units from the Diploma of Financial Markets FNS51015:

Advising stream

- FNSFMK502 Analyse financial market products for client
- FNSFMK503 Advise clients on financial risk
- FNSCUS505 Determine client requirements and expectations
- FNSCUS506 Record and implement client instructions
- FNSASICV503 Provide advice in derivatives
- FNSASICW503 Provide advice in securities

Dealing stream

- FNSFMK509 Process transaction documentation
- FNSFMK510 Prepare trading strategies for clients
- FNSFMK511 Apply limits when trading
- FNSFMK601 Price financial transactions
- FNSFMK602 Hedge financial products

OTHER INFORMATION

Student support

As you progress through this module, if you have any concerns, questions, or need additional guidance on what you should be doing you, email AFMA at education@afma.com.au.

If your question relates to the learning material then post the query on the Support Forum on the Debt Markets page in the AFMA Moodle.

Duration

AFMA provides a maximum of 18 months to complete the full FNS51015 Diploma of Financial Markets (from date of initial registration) or 9 months if you intend on completing one module only (from date of initial registration).

It is important to note that AFMA has structured each module so that it can be completed in a time frame of approximately three months.

Grading of assessments

AFMA grades student assessment tasks as either 'competent' or 'not yet competent'. Grades that indicate level of achievement, e.g. high distinction or distinction, are not awarded.

Extensions for assessments

Extensions for the group assessment work will not be permitted.

If you require an extension for the other assessments (assignment and skills assessment), you must submit your request **before** the submission date to education@afma.com.au.

Extensions are granted only on the basis of sickness, major family crisis, or unexpected emergency travel connected with employment (employer's confirmation is required).

Any extensions are granted for a fixed period of two weeks and your results may be delayed.

Submitting your skills assessments

You must submit all completed assessments for marking through AFMA Moodle. When you upload your assessments, it will be checked by Turnitin, a plagiarism detection software.

Academic honesty

Personal integrity is a core ethical principle in AFMA's Code of Ethics. Consequently academic integrity is an important principle to which all students enrolled in the Financial Markets Program are expected to adhere. For example, any academic work that you submit for assessment must be your own work and when you do include ideas and work from other people, this must be acknowledged.

