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First Edition

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Reuters Academy Fixed Income seminars a big hit in Asia

A series of Fixed Income seminars in Asia have generated strong interest among existing and potential customers, in Reuters leading edge content and delivery via Reuters 3000 Xtra.



Reuters teamed up with industry expert, Dr. Izzy Nelken of Super Computer Consulting Inc, to produce the seminars on Structured Credit and Structured Interest Rate Products. The first three locations included Tokyo, Mumbai and Hong Kong, where Dr Nelken met and trained more than 300 existing customers and prospective customers over five days. More seminars are planned in the future, including sessions in other regions and cities, such as New York, USA.

Starting off in Tokyo, Japan, four sessions over two days with Reuters Academy attracted a total of more than 150 participants to seminars on interest rate derivatives and structured credit. Each session provided participants with the background to development of these markets, the techniques required to price and hedge the various instruments, and practical examples of building products and trading strategies using Reuters 3000 Xtra. In addition the assumptions and practices currently used by investors to monitor risk were examined to see whether they accurately reflect the exposures being taken by customers.

In Mumbai, India, Dr Nelken conducted a workshop on Interest Rate Derivatives, at the Brightspot event to a forum of around 100 participants. The workshop covered advanced concepts of Interest Rate Derivatives, highlighting Reuters real-time coverage, fixings, yield curves and Analytics built for swap pricing and portfolios, demonstrating live examples by using Reuters 3000 Xtra.

In addition to the Brightspot event Dr. Nelken conducted a focused session on Credit Derivatives with Reserve Bank of India, raising awareness of Reuters credit and derivatives content and showcasing relevant models via Reuters 3000 Xtra.

The final leg in Hong Kong last week saw 55 attendees receiving training on Credit Derivatives, Interest Rate derivatives, plus an evening session dedicated to Hedge Funds.

Overall the seminars attracted a mix of sell-side and buy-side participants with job roles ranging from structurers, traders, and sales people, to investors, and risk managers. Although the majority of participants were Reuters users, almost 30 per cent are currently only using competitor products.

Head of Fixed Income, Asia, Elliott Hann said: "Feedback from participants was overwhelmingly positive, with comments such as: "...it helps me gain a better understanding of my job", and "...depending on my company budget I would like a trial of 3000 Xtra..." providing encouragement that customers appreciated the events, which had raised awareness of the strengths of Reuters premium product.

"Our thanks go out to the Reuters Academy team who continue to help us deliver quality sessions to clients and prospects in Asia; Marketing Communications, and to the sales and account managers who helped put together a quality list of attendees," said head of Fixed Income, Asia, Elliott Hann.

[See here](#) for Dr Izzy Nelken's full profile, published works and articles.

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