

**SKILLS FRAMEWORK FOR FINANCIAL SERVICES  
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

<b>TSC Category</b>	Investment and Financial Management					
<b>TSC</b>	Trading Management					
<b>TSC Description</b>	Perform trades and take positions in various products in accordance with trading plans					
<b>TSC Proficiency Description</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
			<b>FSE-BIN-3137-1.1</b>	<b>FSE-BIN-4137-1.1</b>	<b>FSE-BIN-5137-1.1</b>	
			Perform trades in accordance to assigned trade plans and strategies	Structure trades based on synthesised assessment of financial instruments, markets and risk factors	Establish trading strategies taking into consideration the organisation's, investor's or individual's portfolio positions and risk appetite	
<b>Knowledge</b>			<ul style="list-style-type: none"> <li>• Different asset classes, commodity and derivative types</li> <li>• Asset pricing and valuation strategies</li> <li>• Fundamental analysis of financial instruments</li> <li>• Trade law and regulations</li> <li>• Market indices and benchmarks</li> <li>• Operations risks and controls methodologies</li> <li>• Trade documentation processes</li> <li>• Hedging strategies and principles</li> <li>• Applications and assumptions of technical analysis</li> <li>• Appropriate electronic platforms for trade execution of equity, fixed income and foreign exchange products and derivatives</li> <li>• Post-trade services</li> </ul>	<ul style="list-style-type: none"> <li>• Valuation approaches and methods</li> <li>• Valuation metrics</li> <li>• Different asset classes, commodity and derivative types</li> <li>• Fundamental analysis of financial instruments</li> <li>• Technical analysis of financial instruments</li> <li>• Appropriate electronic platforms for trade execution of equity, fixed income and foreign exchange products and derivatives</li> <li>• Market risk and credit risk</li> <li>• Market assessment</li> <li>• Hedging strategies and principles</li> </ul>	<ul style="list-style-type: none"> <li>• Hedging strategies</li> <li>• Risk framework</li> <li>• Trading strategies</li> <li>• Market landscape for financial assets and commodities</li> </ul>	

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<p><b>Abilities</b></p>			<ul style="list-style-type: none"> <li>• Execute trades by completing buy or sell orders</li> <li>• Monitor global trends and developments in legal and regulatory landscape to inform trades</li> <li>• Analyse trades' cost of capital and returns versus risk considerations</li> <li>• Identify, assess and mitigate operational risk resulting from any adverse impact of trades performed</li> <li>• Support all post-trade execution processes</li> <li>• Determine suitability of the client or counterparty for the trade to minimise counterparty risk</li> <li>• Complete trade documentation, including International Swaps and Derivatives Association (ISDA) agreements for derivative transactions to ensure compliance with the bank or financial institution's risk management policies</li> <li>• Construct model portfolios</li> <li>• Gather accurate qualitative and quantitative data for analysis and make investment recommendations</li> </ul>	<ul style="list-style-type: none"> <li>• Execute trades based on anticipated order flows from stakeholders or market's trading strategies and hedging strategies to provide liquidity</li> <li>• Manage buying and selling of products based on trade plans and strategies</li> <li>• Structure trades with diverse underlying asset classes that offers yield enhancements</li> <li>• Construct valuation model to value structured trades using valuation techniques for fundamentals, prospective return, payoff scenarios and time to maturity</li> <li>• Validate pricing of derivative trades with independent internal stakeholders from finance, risk and trading</li> <li>• Simulate the performance of the structured product under regular market conditions and stress-based scenarios</li> <li>• Re-balance portfolio to achieve optimal outcome</li> </ul>	<ul style="list-style-type: none"> <li>• Define and establish risk appetite for the derivative trade business unit based on organisation's risk appetite framework.</li> <li>• Formulate hedging strategies based on overall trading book to protect against large unfavourable movements in markets</li> <li>• Re-evaluate hedging strategies in place to account for market movements</li> <li>• Evaluate key industry challenges that are shaping the commodity and derivative markets</li> <li>• Establish clear, specific standard of ethical values, attitudes and behaviours that is expected from trading</li> <li>• Determine portfolio strategy at macro and micro level</li> <li>• Review risk and return policies to inform trade strategies</li> </ul>	
<p><b>Range of Application</b></p>			<p>Types of products for trading may include but are not limited to:</p> <ul style="list-style-type: none"> <li>• Equities</li> </ul>			

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			<ul style="list-style-type: none"> <li>• Fixed Income</li> <li>• Cash Equivalents</li> <li>• Commodities</li> <li>• Foreign Exchange</li> <li>• Cryptocurrencies</li> <li>• Alternative Investments</li> </ul>
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