



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Treasury Sales, FX Hedging & Corporate Treasury Management

Custom Courses / Accounting and Finance

Unit Standard AATICD-0565 · NQF Level 5 · 10 Credits · 5 Days

COURSE OVERVIEW

In fast-moving currency markets, the ability to sell, structure and use treasury products well is what separates a trusted banking partner from a simple price-taker. This intensive five-day programme gives treasury sales professionals and their corporate clients a practical, end-to-end command of foreign-exchange and treasury solutions – from the client-sales conversation on the dealing desk to the corporate treasurer's cash and hedging decisions. The course builds logically over five days. It begins with the role of the treasury sales desk and its product suite, then moves to the pricing and use of FX forwards, swaps and options, and on to structuring complete corporate solutions that combine hedging, funding and cash management. It then crosses to the corporate side of the table – managing cash, liquidity and working capital – before culminating in the design of a full foreign-exchange hedging strategy for a corporate client. Grounded in the South African exchange-control and regulatory context and led by experienced practitioners, the programme is highly practical. Delegates price real deals, take part in a dealing-room simulation, work through corporate hedging case studies, and present a complete client solution in a capstone exercise. They leave able to identify exposures, choose the right instruments, structure and price solutions, and advise corporate clients with confidence. The programme is offered as a five-day short course and can be delivered Online, In-House at your premises, or On-Campus.

Category	Custom Courses
Subfield	Accounting and Finance
Unit Standard	AATICD-0565
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Explain the role of a treasury sales / client-sales desk and the full treasury product suite.
- Price, structure and sell FX spot, forwards, swaps and options, and explain the risks of each.
- Design and evaluate FX hedging strategies for corporate clients and measure their effectiveness.
- Advise corporates on cash, liquidity and working-capital management.
- Build integrated corporate treasury solutions that combine sales, hedging and cash management.
- Apply the South African exchange-control and regulatory context to client solutions.

WHO SHOULD ATTEND

- This 5-day programme is designed for treasury sales, dealing and client-sales staff
- corporate and institutional relationship managers
- corporate treasurers, finance managers and CFOs
- and risk, product and middle-office professionals in banks and corporates who structure, sell or use foreign-exchange and treasury products. It is equally suited to corporate clients who need to hedge FX exposure and manage cash, liquidity and working capital.

COURSE OUTLINE

Day 1: Treasury Sales / Client Sales

- The treasury sales desk: role, revenue model and interaction with the dealing room
- The product suite: FX spot/forwards/swaps/options, money-market deposits and loans
- Client needs analysis and the sales conversation
- Quoting, spreads and how sales margin is earned
- Conduct, suitability and treating customers fairly

Day 2: FX Derivatives & Hedging

- FX spot vs forward; forward points and interest-rate parity
- FX forwards and FX swaps: mechanics, pricing and uses
- Currency options: calls, puts, premiums and pay-off profiles
- Structured hedging products (collars, participating forwards) – an overview
- Matching the instrument to the exposure and the client's risk appetite

Day 3: Treasury Sales & Corporate Solutions

- From product-push to solution-selling for corporates
- Structuring multi-product solutions (hedging + funding + cash
- Building and pricing a corporate proposal
- The deal lifecycle: origination, execution, confirmation, settlement
- Documentation and the role of ISDA/master agreements (overview

Day 4: Corporate Treasury & Cash Management

- The corporate treasury function: mandate, policy and governance
- Cash and liquidity management; bank accounts, sweeps and pooling
- Working-capital management (receivables, payables, inventory
- Cash-flow forecasting and funding the shortfall / investing the surplus
- Bank relationship management from the corporate side

Day 5: FX Hedging for Corporate Clients

- Types of FX exposure: transaction, translation and economic
- Setting a hedging policy, horizon and hedge ratios
- Choosing instruments: forwards vs options vs structures
- Hedge effectiveness and an introduction to hedge accounting (IFRS 9
- Building and presenting a corporate hedging proposal – capstone case

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **10 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 17,700.00	R 17,700.00
1	In-House	R 23,900.00	R 23,900.00
1	On-Campus (Pretoria)	R 26,700.00	R 26,700.00

UPCOMING SESSIONS

Start	End	Method	Venue
19 Oct 2026	23 Oct 2026	On-Campus	Dar es Salaam, Tanzania
19 Oct 2026	23 Oct 2026	On-Campus	Bangkok, Thailand
19 Oct 2026	23 Oct 2026	On-Campus	Lusaka, Zambia
19 Oct 2026	23 Oct 2026	Online	—
19 Oct 2026	23 Oct 2026	On-Campus	Maseru, Lesotho
19 Oct 2026	23 Oct 2026	On-Campus	Mombasa, Kenya
19 Oct 2026	23 Oct 2026	On-Campus	Kinshasa, DRC
26 Oct 2026	30 Oct 2026	On-Campus	London, UK

Contact us if no suitable date is listed — on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

- 1. Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard AATICD-0565) and click **Get A Quote / Apply**. Select your training method and number of delegates — your quotation is generated immediately and emailed to you with the course brochure attached.
- 2. Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za — our team will reply with a formal quotation.
- 3. Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
- 4. Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically — the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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