

Postgraduate Diploma Fixed Income





Postgraduate Diploma Fixed Income

Language: English

Course Modality: Online

Duration: 6 months

Certificate: TECH Technological University

Teaching Hours: 450 h.

Website: www.techtute.com/pk/school-of-business/postgraduate-diploma/postgraduate-diploma-fixed-income

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01 Welcome

Fixed Income investments, given their complex nature, require in-depth knowledge on the part of the financial manager. The macroeconomic factors that influence, as well as the collective investment institutions involved, make up an indispensable part of the Fixed Income process. This Postgraduate Diploma brings together a teaching team with extensive experience in the management of this type of investment, creating first-line teaching material for the manager to acquire the most distinctive economic competencies. A unique academic opportunity that also has the advantage of being completely online, eliminating face-to-face classes and fixed schedules.



Postgraduate Diploma in Fixed Income.
TECH Technological University



“

Join the world's largest online academic institution, with a repertoire of the highest-quality Fixed Income theoretical content and audio-visual resources”

02

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills training.



“

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

At TECH Technological University



Innovation

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95% | of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

100,000+
executives trained each year

200+
different nationalities



Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

500+ | collaborative agreements with leading companies



Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



Academic Excellence

TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"

03

Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you training of the highest academic level"

This program will provide students with a multitude of professional and personal advantages, particularly the following:

01

A significant career boost

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of participants achieve positive career development in less than 2 years.

02

Develop a strategic and global vision of companies

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional areas.

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.

04

Take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.

05

Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.

06

Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different areas in companies.

20% of our students develop their own business idea.

07

Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.

08

Be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified professors from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to train with a team of world renowned teachers.

04

Objectives

Fixed Income can be a fundamental cornerstone in the professional career of a financial manager, as they are generally the largest investments and require the greatest management in the economic market. Therefore, this program aims to offer comprehensive and exhaustive content that unravels the keys to succeed in Fixed Income in the managerial careers of the best financial analysts.



“

You decide when, where and how to take on the course load, giving you the flexibility you need to meet your most ambitious goals”

TECH makes the goals of their students their own goals too.
We work together to help you achieve them.

This Postgraduate Diploma in Fixed Income will enable students to:

01

Comprehend macroeconomics and the financial system at the highest level

02

Identify economic indicators of supply, demand and sentiment

03

Interpret macroeconomic indicators of different types of economic activity

04

Evaluate the risks associated with Fixed-Income assets



05

Measure and manage interest rate risk

06

Compare investment funds on the basis of return, risk and other ratios



07

Define a pension plan according to the applicable legal framework

08

Study the evolution of investment in collective investment schemes

05

Structure and Content

In order to favor students to study more quickly and efficiently, TECH has implemented the Relearning teaching methodology in the development of all the contents. This means that the most important Fixed Income concepts are reiterated throughout the syllabus, making the learning process much more progressive and natural for the student.



“

You'll access a content library full of high-quality resources, including detailed videos, motivational videos, summaries and self-awareness activities”

Syllabus

The complicated reality of Fixed Income requires the financial manager to be well prepared, updated on the economic and legal frameworks in force as well as all the criteria and analytics relevant to ensure success.

With instruction focused not only on financial techniques and methodology, but also on the development of transversal competencies and distinctive leadership, professionals will find this comprehensive and appealing program. This qualification goes beyond the basic necessary and essential skills in today's labor market, making a firm commitment to present and future financial advisors.

For this, a multitude of practical cases and simulated scenarios are presented, in which students will develop their managerial and organizational skills to put themselves at the forefront of financial leadership.

A curriculum that covers the knowledge, both theoretical and practical, required of any professional interested in leading a growing sector. This is a unique opportunity to distinctively enhance the managerial and organizational capabilities of distinctive and modern leaders. By understanding the financial market needs and specializing in exceeding them, students will be taking a firm step towards a much more prosperous and prestigious economic future.

This Postgraduate Diploma takes place over 6 months and is divided into 3 modules:

Module 1.

Macroeconomics and Financial Systems

Module 2.

Fixed Income

Module 3.

Collective Investment Institutions and Pension Plans



Where, When and How is it Taught?

TECH offers students the opportunity to take this Postgraduate Diploma in Fixed Income completely online. Throughout the 6 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

Module 1. Macroeconomics and Financial Systems

1.1. Macroeconomics

- 1.1.1. Growth Indicators
- 1.1.2. Price Indicators
- 1.1.3. Employment and Other Indicators

1.2. Business Cycles

- 1.2.1. Cycle Theory
- 1.2.2. Cycle Phases
- 1.2.3. Cycle Types

1.3. Economic Indicators

- 1.3.1. On Offer
- 1.3.2. In Demand
- 1.3.3. Of Feeling

1.4. Financial System

- 1.4.1. Financial Assets
- 1.4.2. Financial Markets
- 1.4.3. Financial Institutions

1.5. Spanish Financial System

- 1.5.1. SFE Composition
- 1.5.2. Intermediaries
- 1.5.3. Regulatory and Supervisory Entities

1.6. The ECB (European Central Bank)

- 1.6.1. Current Situation and Historical Evolution
- 1.6.2. ECB Functions
- 1.6.3. Money Market

1.7. Monetary Policy

- 1.7.1. Monetary Policy Strategies
- 1.7.2. Monetary Policy Instruments
- 1.7.3. Monetary Policy Developments

1.8. Current Macroeconomic Situation

- 1.8.1. Global
- 1.8.2. In Spain
- 1.8.3. Current Market Trends

1.9. Technical Development Macroeconomic Indicators

- 1.9.1. Macroeconomic Indicator Interpretation
- 1.9.2. Economic Indicator Interpretation
- 1.9.3. Cycle Indicator Interpretation

1.10. Monetary Policies and Economic Cycles

- 1.10.1. Monetary Policy in Upward Phases
- 1.10.2. Monetary Policy in Declining Phases
- 1.10.3. Monetary Policy in Cyclical Peaks and Troughs

Module 2. Fixed Income

2.1. Fixed Income General Characteristics

- 2.1.1. Negotiated Assets
- 2.1.2. Market Types in Spain
- 2.1.3. AIAF (Association of Intermediaries in Financial Assets Market)

2.2. Public Debt Market Structure

- 2.2.1. Negotiated Assets
- 2.2.2. Market Members
- 2.2.3. Primary and Secondary Markets

2.3. Private Fixed-Income Market

- 2.3.1. Market structure
- 2.3.2. Market Operations
- 2.3.3. Asset Typology

2.4. Rating

- 2.4.1. Needs and Advantages of Rating
- 2.4.2. Classification
- 2.4.3. Rating Companies

2.5. Risks Associated with Fixed-Income Assets

- 2.5.1. Interest and Credit Risk
- 2.5.2. Liquidity and Exchange Rate Risk
- 2.5.3. Early Amortization Risk

2.6. Fixed Income Asset Valuation

- 2.6.1. Zero Coupon Bonds and Treasury Bills
- 2.6.2. Coupon Bonds
- 2.6.3. Full price, Ex-Coupon Price and Running Coupon Price

2.7. Price to IRR ratio

- 2.7.1. Malkiel's First Principle
- 2.7.2. Malkiel's Second and Third Principles
- 2.7.3. Malkiel's Fourth and Fifth Principles

2.8. Income Curve and Interest Rate Term Structure

- 2.8.1. Income Curves
- 2.8.2. Explanatory Theory of ETTI
- 2.8.3. Standardized Interest Rate Structure

2.9. Interest Rate Risk Measurement and Management

- 2.9.1. Sensitivity
- 2.9.2. Duration and Corrected Duration
- 2.9.3. Immunization

2.10. Risk Profile for Each Investment Type

- 2.10.1. Cautious Profile
- 2.10.2. Moderate Profile
- 2.10.3. Risk Profile

Module 3. Collective Investment Institutions and Pension Plans**3.1. Collective Investment Institutions**

- 3.1.1. Legal Framework and IIC Definition
- 3.1.2. CII Investment Evolution
- 3.1.3. Element Intervening

3.2. Investment Funds and SICAVs

- 3.2.1. Management Styles
- 3.2.2. Categories
- 3.2.3. NAV Calculation

3.3. Commissions

- 3.3.1. Implicit
- 3.3.2. Explicit
- 3.3.3. Other Expenses

3.4. Comparison of Investment Funds

- 3.4.1. Profitability
- 3.4.2. Risk
- 3.4.3. Other Ratios

3.5. Hedge Funds

- 3.5.1. Alternative Management Fundamentals
- 3.5.2. Hedge Fund Characteristics
- 3.5.3. Investment Strategies and Styles

3.6. Regulatory Aspects in Investment Fund Creation

- 3.6.1. Management Institution Obligations
- 3.6.2. Management Institution Obligations Information
- 3.6.3. Information

3.7. Regulatory Aspects of Investment Funds Contracting

- 3.7.1. Participant's Rights
- 3.7.2. Shareholder's Defense Before the National Securities Market Commission
- 3.7.3. Investment Fund Contracting Process

3.8. Pension Plan Definition

- 3.8.1. Applicable Legal Framework
- 3.8.2. Differences Between a Pension Plan and a Pension Fund
- 3.8.3. Guiding Principles

3.9. Modalities

- 3.9.1. Depending on the Promoting Entity Type
- 3.9.2. For the Contributions and Benefits System
- 3.9.3. For the Investment Vocation

3.10. Personal Elements and Tax Benefits

- 3.10.1. Promoter
- 3.10.2. Control Commission
- 3.10.3. Pension Plan Tax Benefits Before and After the Reform. Effective 2022

06

Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





“

Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”



This program prepares you to face business challenges in uncertain environments and achieve business success.



Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



07

Our Students' Profiles

Fixed Income being a specific but tremendously useful subject in the field of financial advisory, this Postgraduate Diploma brings together a group of students who share ambitions and professional objectives within the financial management sector. Therefore, it is a great Networking opportunity, and also to meet potential clients, suppliers or even business partners with whom to launch joint projects.





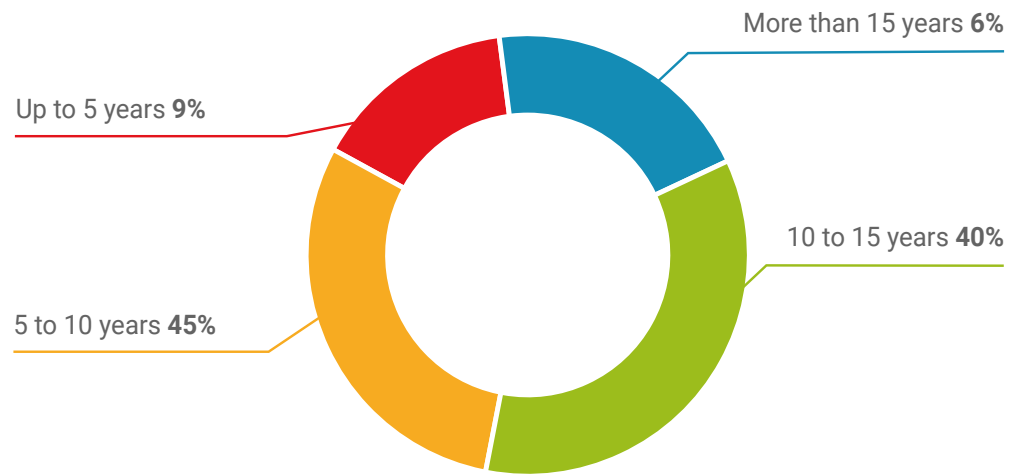
“

You will enhance your fixed income investment analysis methodology together with people with the same concerns and professional objectives that you have”

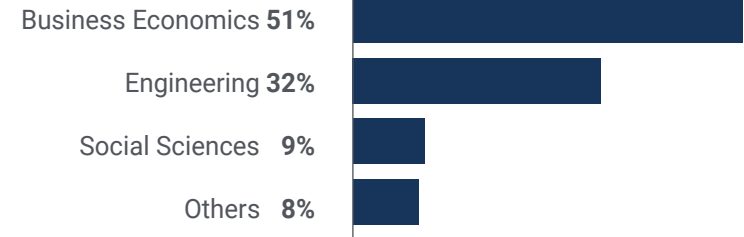
Average Age

Between **35** and **45** years old

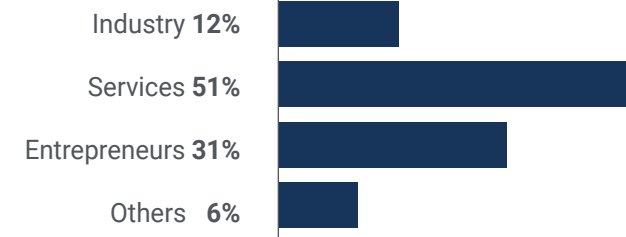
Years of Experience



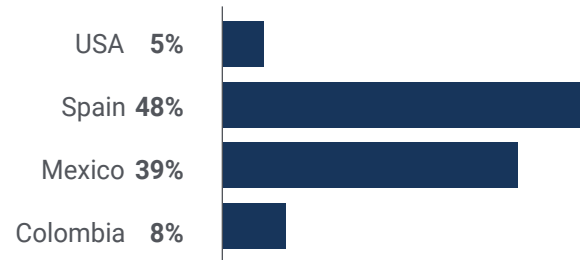
Education



Academic Profile



Geographical Distribution



Albert Maza González

Specialist in Risk Management

"My client portfolio includes numerous brokers and entities that work with Fixed Income investments, which is why I could see an opportunity to prove the value of my work with this Postgraduate Diploma. Thanks to this, I was able to continue specializing towards Risk Management, occupying a more relevant position in my current company"

08

Course Management

The teaching team in charge of the design of this Postgraduate Diploma has extensive experience in investment management in Fixed Income, which provides the necessary practical perspective to all the contents of the course. The quality and adequacy of all the syllabus to the professional demands of the current economic market is guaranteed by this experiential management, giving the certainty of being prepared for a brighter future with the best.



“

You will achieve your career goals thanks to the boost you will get from a teaching staff that is 100% committed to your professional success”

Management



Mr. Olivares Pont, Manuel

- ◆ Wealth Manager at GPM
- ◆ Wealth Manager at Andbank Spain
- ◆ Wealth Manager at Esfera Capital A.V
- ◆ Wealth Manager at Q-Renta AV
- ◆ Managing Partner of ARBD Consulting
- ◆ Personal Banking Consultant and Financial Advisor at Banco Mediolanum
- ◆ Consultant of EFA Certification and Financial Instruments for Commercial Networks at ISEFI, SANFI and Praxis MMT
- ◆ Degree in Business Administration from Universidad Complutense de Madrid

Professors

Ms. Paños Martín, Julia

- ◆ Select Manager at Santander Bank
- ◆ Financial Advisor at GPM
- ◆ Account Manager at Esfera Capital SA Brokerage
- ◆ Administrative Assistant at Aebia Technology and Services
- ◆ Degree in Business Administration and Management from Rey Juan Carlos University
- ◆ Master's Degree in Tax Advice Services at the Centro de Estudios Financieros
- ◆ European Investment Practitioner Certification from EFOA Spain



09

Impact on Your Career

To ensure a noticeable impact on the graduate's professional career, TECH has carefully selected both the teachers who make up this program and the content they provide, enriching it with the competencies and leadership skills that stand out in today's financial managers. Thanks to this specialization, the graduate will increase their options of moving up the career ladder within their organization or projecting their future towards more relevant companies.





“

Gain a competitive advantage needed to be the best financial advisor in Fixed Income”

Are you ready to take the leap? Excellent professional development awaits you

TECH's Postgraduate Diploma in Fixed Income is an intensive program that prepares students to face challenges and decisions in the field Financial Advisory. Its primary objective is to promote personal and professional growth and help you achieve success.

If you want to improve, make a positive change at a professional level and network with the best, then this is the place for you.

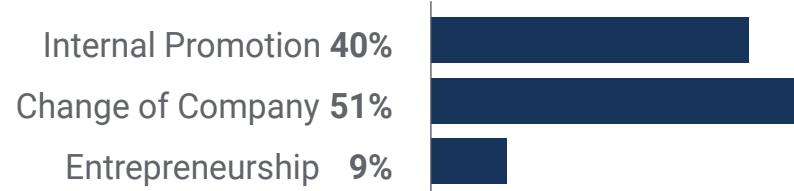
Stand out from the rest by adding to your CV this Postgraduate Diploma that certifies your skills in Fixed Income analysis.

Give your career a distinctive boost with the most innovative and comprehensive topics in Fixed Income.

When the change occurs



Type of change



Salary increase

This program represents a salary increase of more than **25.22%** for our students.



10

Benefits for Your Company

Companies or agents that operate with Fixed Income often require professionals with an education that goes beyond what they have learned in traditional schools. For this reason, this Postgraduate Diploma also benefits entities that are looking for managers with a cutting-edge vision adapted to the current reality of the economic market. With distinctive leadership skills, they will be recruiting professionals versed in financial management at the highest level.



“

Expand your career in an economic sector that offers a bright future by specializing in Fixed Income investment analysis and management”

Developing and retaining talent in companies is the best long-term investment.

01

Intellectual Capital and Talent Growth

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

02

Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

Building agents of change

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

04

Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets of the world economy.



05

Project Development

The professional can work on a real project or develop new projects in the field of R&D or business development of your company.

06

Increased competitiveness

This Postgraduate Diploma will equip your professionals with the skills to take on new challenges and therefore drive the organization forward.

11

Certificate

The Postgraduate Diploma in Fixed Income guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.



“

Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork”

This **Postgraduate Diploma in Fixed Income** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Diploma** issued by **TECH Technological University** via tracked delivery*.

The certificate issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Diploma, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Postgraduate Diploma in Fixed Income**

Official N° of Hours: **450 h.**



*Apostille Convention. In the event that the student wishes to have their paper certificate issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



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