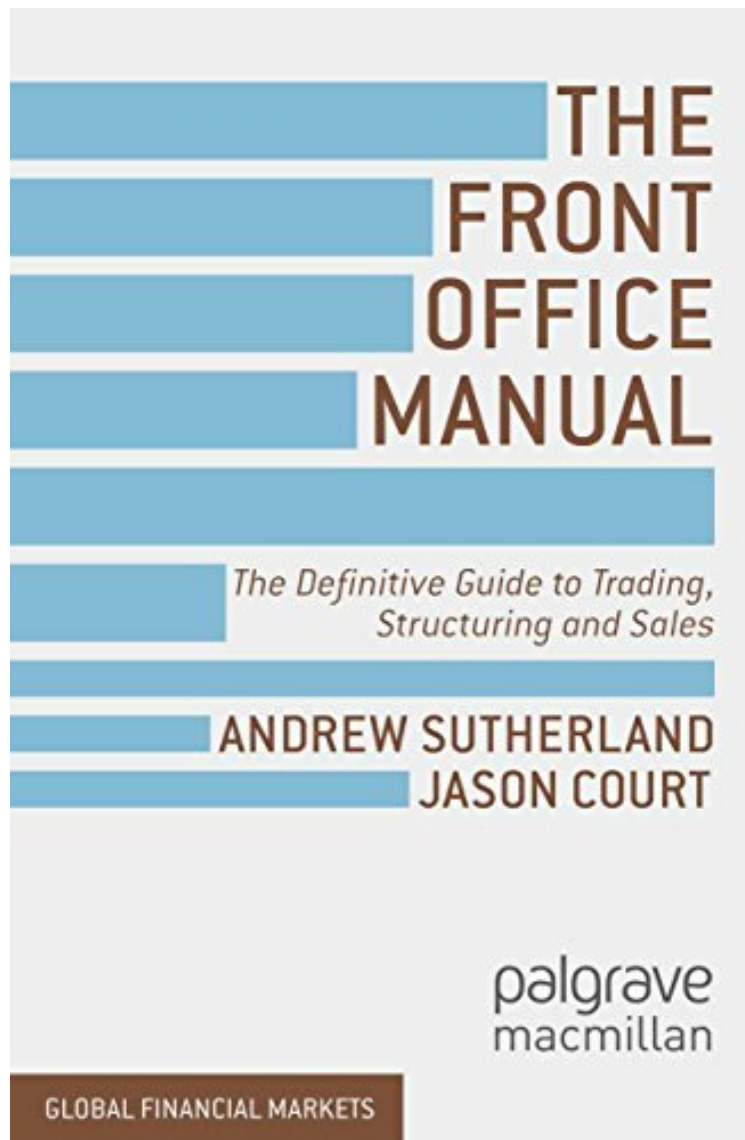


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The Front Office Manual: The Definitive Guide to Trading, Structuring and Sales (Global Financial Markets)

A. Sutherland, J. Court

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A. Sutherland, J. Court : The Front Office Manual: The Definitive Guide to Trading, Structuring and Sales (Global Financial Markets) before purchasing it in order to gage whether or not it would be worth my time, and all praised The Front Office Manual: The Definitive Guide to Trading, Structuring and Sales (Global Financial Markets):

1 of 1 people found the following review helpful. Good technical book on investment bank tradingBy Tariq

AlbazzazVery detailed in some areas - wasn't very easy to follow for me personally in some places. I haven't finished the book yet and put it on hold, however, it definitely has some valuable information and I don't discredit that. I will have to say I enjoyed "How the Trading Floor Really Works" by Duhon more, and it was easier to follow.0 of 3 people found the following review helpful. Three StarsBy habibWorth reading!2 of 2 people found the following review helpful. Good primer on FO setupBy Henrik RasmussenThis book is a well-written primer on the day-to-day issues on the trading floor. Between the more mathematical books on derivatives pricing on the one hand, and the more economics-focused literature on the other hand, it also helps fill a gap in the market. The reason for the four instead of five stars is that although the authors cover a lot of ground, the chapters are not always long enough to do justice to the subjects. Nevertheless, this is definitely worth a read for anybody starting out in the industry.

The Front Office Manual is unique, providing clear and direct explanations of tools and techniques relevant to front office work. From how to build a yield curve, to how a swap works, to what exactly 'product control' is supposed to do, this book is essential reading for anyone who works (or wants to work) on the 'sell side'.

About the AuthorAndrew Sutherland is a finance enthusiast with seventeen years of experience in the industry. After obtaining his law degree from the University of Virginia in 1995, Andrew became a derivatives technologist for Citibank in New York. From New York, he moved to London, where he became a structured products trader for Citi, working with interest rate products and FX. He has since become a front-office technology expert, leading teams to develop complex front-office systems for a variety of institutions, including Barclays and HSBC. He lives in London with his wife and two children. Jason Court is a director of boutique consultancy Jmoni Limited. He started his career in the City of London in 1986 working in operations for Midland Bank International (now HSBC) before moving into corporate treasury sales, specialising in rates and foreign exchange. In the mid-1990s he moved into information technology as an analyst, leveraging his detailed front to back process and product knowledge. He has worked at Baring Brothers (now ING Barings) in debt derivatives, Merrill Lynch (now Bank America Merrill Lynch) where he was Head of Emerging Markets Technology, and Credit Suisse where he ran equity derivatives technology in EMEA. He is an avid cricket fan, and when not working enjoys spending time at the Oval watching Surrey CCC with his three children.