



PZH - Sales & Trading Foundation Course Module Evaluation

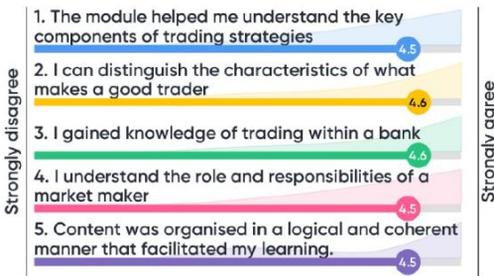
- Please read the below statements and rate on a 5-point scale legend.
- The scale ranges from "1 - Strongly Disagree" to "5 - Strongly Agree".
- Use the slider to indicate your response to each statement.

Facilitator Rating



8

Program Rating



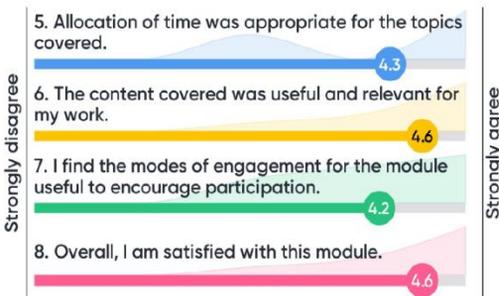
Facilitator Rating



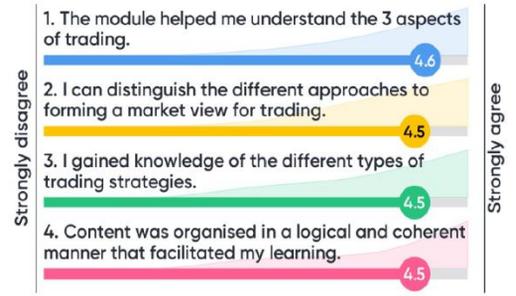
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Program Rating



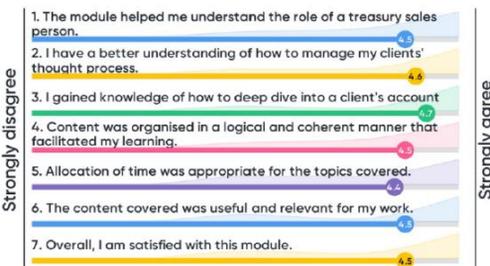
Facilitator Rating



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Program Rating



Facilitator Rating



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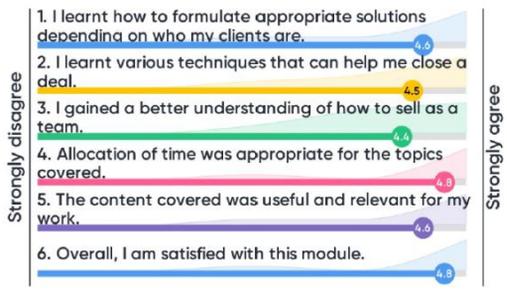


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Program Rating



8

Facilitator Rating



11

Share 1 key learning point from this module.

- whats good trader
- What's a good price
- Key traits of a good trader / trading strategy
- Characteristics of a good trader
- I learnt how to be a better trader and definitely will implement this on my day to day activities
- Structured approach for trading strategies. determining an entry and exit point is not just by gut feeling but there are several data points to consider before determining where to enter and exit
- Trading Strategy Components, what makes a good trader, what is market making

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Share 1 key learning point from this module.

- different types of trading strategy
- types of trading strategies
- 3 aspects of trading and the only thing we can control is ourselves.
- trading strategy is important and need to execute it faster than others.
- Different types of trading strategies and forming views
- trading are parts from art, math!
- The fundamental analysis
- how to use technical analysis method in trading.

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Share 1 key learning point from this module.

- close the deal
- how to close a deal
- Types of sales personnel
- Formulating the Strategy
- How to close a deal.

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Share 1 key learning point from this module.

- how to be good sales
- be a good sales person
- Framework for understanding the various opportunities across the client balance sheet and cash conversion cycle.
- The Corporate Operating Cycle
- Deep Dive into clients financial statements
- learnt how to dissect customer balance sheet and discover their needs
- How to analyze client's account and formulate strategy to help client
- The distinction between RM and T&M sales
- Deep Dive into client's financial statements

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Share 1 key learning point from this module.

- Learned the approach and framework of trading strategies in a very structured manner. one feedback i could give is for the instructor to provide an example of how to analyse a commodity (FX, bonds, IRS, derivative or option) in real time
- great session!

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