

# MBA in Finance and Financial Instruments



An initiative of:



# ESLSCA Business School Paris and the Luxembourg Chamber of Commerce, two actors committed to vocational training

ESLSCA Paris is a long established institution located in the heart of Paris, which has forged a **solid reputation as a business school, especially in finance**. The school has multiple locations in Paris as well as branches in Egypt and Morocco. The choice to join forces with the Luxembourg Chamber of Commerce is in line with the school's strategic desire to anchor its know-how in the heart of Europe and in particular within one of its financial hubs.

As a professional chamber and public institution encompassing all sectors of business (other than agriculture and crafts), the Luxembourg Chamber of Commerce sees its rationale and role as guardian of the interests of its member companies. As vocational training is a key part of any company's development strategy, the mission of the Chamber of Commerce is to foster and support companies in their commitment to continuous improvement of the knowledge and skills of their employees.

We have decided to join forces in order to provide Luxembourg employees with a very high level vocational training programme. It combines both the academic expertise of ESLSCA Paris, backed by a long history and a proven track record in providing training programmes in finance. It also includes access to the Chamber of Commerce's wide ranging network of contacts and deep knowledge of the Luxembourgish economic environment. Together we have redesigned the "MBA in Finance and Financial Instruments", a training programme with international reach that also integrates the specificities of Luxembourg. It provides a solid background for understanding every type of investment product or financial market. This vocational training programme is intended for all those working in the banking or investment funds sector as well for auditors, business lawyers...

Our ambition is to encourage companies to develop their employees' skills and to help them prepare for the future.

Nathalie Chappe  
Managing Director  
ESLSCA (Grupo Planeta)

Luc Henzig  
Director Training  
Chamber of Commerce

## ESLSCA BUSINESS SCHOOL PARIS IN FIGURES



**70 years**  
of experience (1949)



**More than 15,000 alumni**  
working in 110 countries



**Specialised in the areas of  
Finance and Trading**



**MBA Trading and Financial  
Market in Paris: Ranked 5<sup>th</sup>**  
in the category Finance and Portfolio  
Management\*



**MBA Trading and Financial  
Market in Paris: 31<sup>st</sup> class in  
2018/2019**  
1,650 alumni working worldwide



**ESLSCA Paris is part  
of Grupo Planeta**  
Spain's leading family-owned publishing  
and media group that boasts an extensive  
product offering in areas related to culture,  
learning, news and audiovisual entertainment.

> [www.eslsc.fr](http://www.eslsc.fr)

\*SMBG Eduniversal ranking in 2017

## THE CHAMBER OF COMMERCE IN FIGURES

**Over 175 years** in existence  
**90,000 affiliated** member companies accounting for:  
> **75%** of total employment  
> **80%** of GDP

**The largest professional chamber  
representing employers in the country**

> [www.cc.lu](http://www.cc.lu)

**And its two vocational training institutes:**



**Institut Supérieur  
de l'Economie (ISEC)**

Created by the Chamber of Commerce and the Chamber of  
craft trades.

Offers both **degree programmes** under its own responsibility,  
as well as degree programmes and certifications from other  
valued academic partners such as ESLSCA Business School.

> [www.isec.lu](http://www.isec.lu)



**HOUSE OF  
TRAINING House of Training**

A joint-venture between the Chamber of Commerce and  
the Luxembourg Bankers' Association (ABBL)

**+40,000 man/days** training in 2018

**Over 700 training modules**

**800 trainers/experts**

> [www.houseoftraining.lu](http://www.houseoftraining.lu)

# MBA in Finance and Financial Instruments at a glance

The programme is entirely devoted to mastering financial instruments in the broad sense. It also highlights the regulatory and compliance framework and especially its practical implementation in Luxembourg.

The diploma is based on both ESLSCA Paris teachers and practitioners. This will place theoretical and conceptual aspects in perspective, and give access to experienced practical experts who can put the training in the context of markets and daily challenges faced by the country.



## OVERALL STRUCTURE OF THE PROGRAMME: A 15-MONTH LEARNING JOURNEY

360 course hours over 5 main topics

1. Derivatives instruments, regulation and compliance  
🕒 75 course hours
2. Structured products and alternative investment  
🕒 75 course hours
3. Fundamental and technical analysis, equities, bonds and other liquidity management instruments  
🕒 90 course hours
4. Processing of computer data  
🕒 90 course hours
5. Risk management and compliance in Luxembourg  
🕒 30 course hours



## OBJECTIVES OF THE PROGRAMME

- > Define the main characteristics of financial instruments used in financial markets: plain vanilla & exotic products, Delta One products, derivatives and structured products
- > Gain an in-depth understanding of how each instrument works and how to use it: from a stand-alone product to special financing structures
- > Acquire a sound knowledge of the regulatory and compliance framework and how to use it in Luxembourg
- > Identify the major associated risks and mitigation strategies and techniques
- > Understand and handle upcoming technical developments and challenges in the finance sector (fintech, big data...)

## Is the programme right for me?



## YOUR PROFILE

- > You have between 2 and 10 years of experience in finance or related areas (middle/back office, risk management, investment funds, audit, law firm...)
- > You want to take a proactive approach to developing your professional skills while broadening your personal and professional horizons
- > You want to take your career to the next level or make a career shift



## YOUR GOALS

- > Blend academic theory, applied learning and professional skills
- > Develop a truly global view of finance and explore every facet of financial instruments
- > Take a step back to take a critical view of your professional approach by working with experts and peers
- > Participate in a unique experience and build a solid and influential business network

## THE MBA IN FINANCE AND FINANCIAL INSTRUMENTS AS A CAREER ACCELERATOR:

### BEFORE

Internal Auditor

Middle Office Employee

Internal Controller

Fund Accountant

Back Office Employee

### AFTER

MIFID II Specialist

Responsible for the processing of derivatives instruments

Operational Risk Specialist

Valuation Analyst (Hybrid Derivatives Product)

Fund Accounting Manager

## 2 WAYS OF ADMISSION



**Diploma recognition**  
(high school diploma +4/5 equivalent at least)

or



**Professional experience recognition**  
(high school diploma +2/3 equivalent at least + professional experience in related areas)

## ADMISSION PROCESS

- > **Carefully complete the online application form**, include the required documents and send your file to ISEC Administration
- > **If you are declared eligible**, you will be invited to a personal interview with academic representatives from ISEC and ESLSCA Paris as well as professionals from the sector
- > **An admission committee will announce** the final results.



## SCHEDULE

- > **Intake:** March, each year
- > **Graduation:** Autumn n+1
- > **Courses held** on Friday afternoons and on Saturdays all day every second week (except during school holidays)
- > Please see **the detailed structure of the programme** on the attached page



## LOCATION

Courses take place in the premises of the **Training Centre of the Luxembourg Chamber of Commerce**

7 rue Alcide de Gasperi  
L-1615 Luxembourg



## DIPLOMA

The diploma is issued by ESLSCA Business School Paris. The programme leads to a certification registered in France at “Répertoire National des Certifications Professionnelles (RNCP), niveau I”.



## FEES AND FUNDING

### FEES

The fees for the whole programme are set at **EUR 14,500 incl. VAT**

### FUNDING

- > **Application fees:** If your company pays all or part, you should contact your human resources department
- > **Course hours:** the programme is eligible for training leave known as “Congé Individuel de Formation (CIF)”
  - > More information on [www.leguichet.lu](http://www.leguichet.lu)



## CONTACTS

### Registration/Administration

**Institut Supérieur de l'Economie (ISEC)**

7 rue Alcide de Gasperi  
L-1615 Luxembourg

+352 46 50 16 900

info@isec.lu / www.isec.lu



### Academic information

**ESLSCA Business School Paris**  
**Françoise Croze-Scardulla**  
Academic Director

+33 7 63 63 28 94

fcroze@eslsc.fr / www.eslsc.fr

### Georges Castel

Programme Director

+33 6 64 21 00 68

gcastel@eslsc.fr / www.eslsc.fr

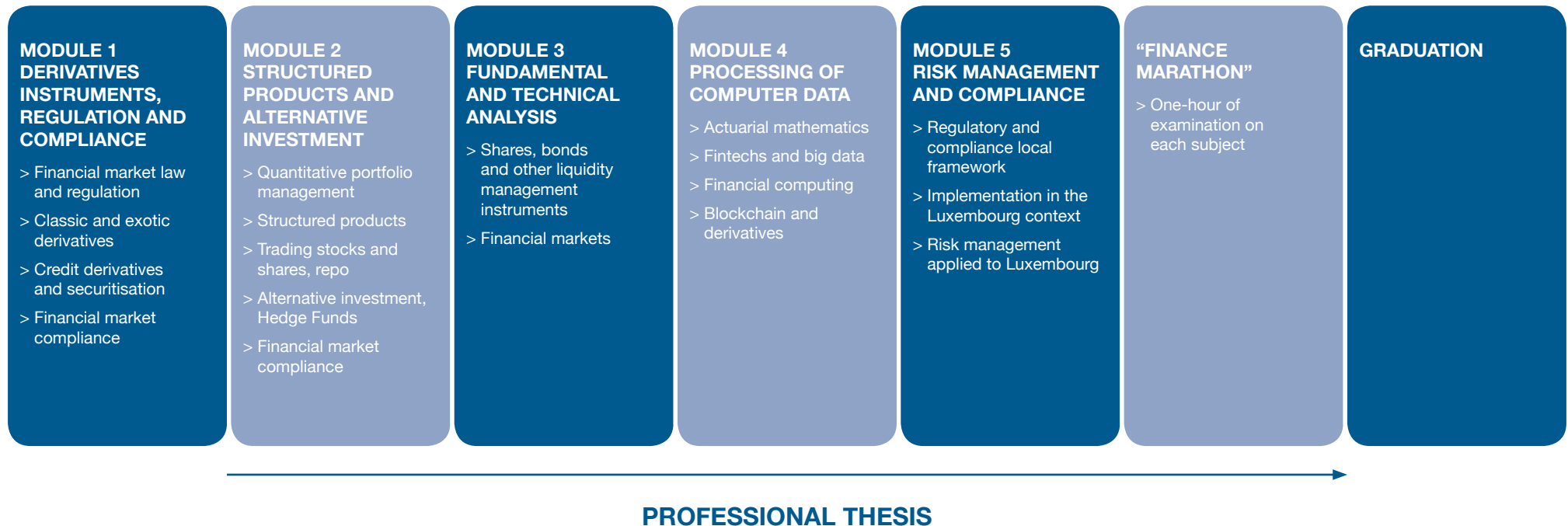


# Detailed structure of the programme “MBA in Finance and Financial Instruments”

2019-2020

Autumn 2019

December 2020



## Testimonials

### Vincent Inthinavong

Market Analyst,  
X-Trade Brokers DM SA

“The quality, relevance and richness of all the courses makes the MBA's reputation. Professors are all recognized professionals in their field and have gained experience and expertise beneficial to students.”

### Arnaud Luu

FO Lab,  
Société Générale Corporate and Investment Banking - SGCIB

“I met great people both within the business school and within my class. In my opinion, the level of competence of the speakers and the relevance of the teaching remain to this day the strong point of this training. I benefited from each speaker teaching a discipline that they have practiced professionally, with the transmission of their knowledge, wisdom and passion. It is not just knowledge that has been passed on, but a range of know-how that is needed by everyone to achieve their goals in this environment.”

### Christophe Cornaire

Director,  
CAMcap Markets Ltd., London

“I was enthusiastic about the practical approach and the proximity of the ESLSCA MBA professionals. It was my best year of study, and did most to strengthen my ability to choose a career that is right for me.”

## CONTACTS

### Registration/Administration



Institut Supérieur de l'Economie (ISEC)

7 rue Alcide de Gasperi  
L-1615 Luxembourg

+352 46 50 16 900

info@isec.lu / www.isec.lu

### Academic information



ESLSCA Business School Paris

Françoise Croze-Scardulla  
Academic Director

+33 7 63 63 28 94

fcroze@eslsc.fr / www.eslsc.fr

Georges Castel

Programme Director

+33 6 64 21 00 68

gcastel@eslsc.fr / www.eslsc.fr

## Schedule

> **Intake:** Autumn 2019

> **Graduation:** December 2020

> **Courses held** on Friday afternoons and on Saturdays all day every second week (except during school holidays)

> Please see **the detailed structure of the programme** on the back side of the page

## LOCATION

Courses take place in the premises of the **Training Centre of the Luxembourg Chamber of Commerce**

7 rue Alcide de Gasperi  
L-1615 Luxembourg

## Fees and funding

### FEES

The fees for the whole programme are set at **EUR 14,500 incl. VAT**

### FUNDINGS

> **Application fees:** if your company pays all or part, you should contact your human resources department

> **Course hours:** the programme is eligible for training leave known as “Congé Individuel de Formation (CIF)”

> More information on **www.leguichet.lu**