



Peter Skerritt & Associates



# Structuring and Marketing Foreign Exchange Options

VIRTUAL LEARNING  
PROGRAMME

e-PAL

## About the Programme:

This live, virtual workshop offers a unique opportunity to investigate the practical skills required to successfully structure and market vanilla and popular exotic option instruments in the foreign exchange market.

The key focus of the workshop is to examine best practices for structuring option-based solutions for corporate risk management, and to differentiate between appropriate and inappropriate hedging solutions against the backdrop of relevant economic and regulatory imperatives.

### Learning Outcomes:

- Identify stochastic processes of foreign exchange rates
- Understand the logic of option models and the concept of dynamic asset replication
- Critically assess the limitations of the Black-Scholes model assumptions
- Understand risk sensitivities of options (the 'Greeks')
- Interpret and apply implied volatility quotes
- Understand the rationale for, and expression of, the implied volatility smile
- Appreciate key market jargon and conventions
- Identify best practices for hedging with option
- Design and price appropriate option-based structures for hedging
- Differentiate between 'good, bad and ugly' hedging structures
- Assess suitability/appropriateness criteria
- Identify suitable exotic option strategies for hedging applications
- Identify value-adding option 'repair' strategies
- Pitch deal-winning client presentations

## Workshop

### Methods:

This workshop runs over four half-day sessions, with live presentations on Microsoft Teams.

It comprises a series of theoretical presentations and case studies, followed by extensive pricing of a variety of option strategies using Excel models.

Delegates are assumed to already possess a basic understanding of Microsoft Excel.

### Dates:

The workshop comprises four half-day sessions between **11 & 20 June 2025**.

Please see below for more details of the programme and dates.

Please note that the times included in the schedule are based on SAST (UTC +2).

## **Facilitator:**

Peter's career spans three decades and three continents, where he has worked as a derivatives trader, financial engineer, author and training consultant.

Peter has both traded and structured FX options for leading international banks and, working as a consultant, he has implemented state-of-the-art risk management systems for these complex instruments in a number of South African bank and non-bank entities.



**Peter Skerritt**  
**Facilitator**

## **Assignment:**

The workshop culminates in an assignment where the delegates are required to price and structure a number of real-world option-based hedging solutions.

## **Pre-Course Preparation:**

Delegates are required to complete pre-course reading covering basic option terminology and concepts.

Following the reading, the delegates are required to complete a self-assessment, comprising multiple choice questions, with immediate and detailed feedback.

## **Equipment:**

Each delegate requires a laptop computer with a current version of the Microsoft Office Suite.

Delegates must also have a webcam or other suitable device to ensure they are visible at all times to the workshop facilitator.

## **Contact Us:**

To arrange a programme, or for enquiries, please contact our Programme Director, Lerato Metseeme.

Email: [lerato@peterskerritt.com](mailto:lerato@peterskerritt.com)

Phone: (+27) 11 884 9910



**Lerato Metseeme**  
**Programme Director**

## **Fee:**

The cost of the workshop per delegate is **USD 1095.00**.

Please note that we provide a 10% discount for two or more delegates registering from the same organisation.

N.B. South African delegates will be invoiced in Rand at the prevailing USD/ZAR exchange rate and additionally charged VAT at 15%.

The fee **includes**:

- Expert live virtual facilitation
- Spreadsheet models
- Copies of slides

# Programme:

## Session 1: 11 June

**09h00** The random behaviour of exchange rates  
**09h45** Break  
**10h00** Review of option theory: The Black-Scholes Model  
**10h45** Break  
**11h00** The Garman Kohlhagen model for option pricing  
**11h45** Break  
**12h00** Option risk sensitivities: the 'Greeks'  
**12h45** Close

## Session 2: 13 June

**09h00** Volatility analysis  
**09h45** Break  
**10h00** Volatility skews and risk reversals  
**10h45** Break  
**11h00** Corporate FX risk management  
**11h45** Break  
**12h00** Hedging FX exposures with options  
**12h45** Close

## Session 3: 18 June

**09h00** Pricing option combinations  
**09h45** Break  
**10h00** Pricing option combinations (cont.)  
**10h45** Break  
**11h00** Repair strategies  
**11h45** Break  
**12h00** Popular exotic options  
**12h45** Close

## Session 4: 20 June

**09h00** Hedging with Asian-style and Barrier options  
**09h45** Break  
**10h00** Suitability/appropriateness criteria  
**10h45** Break  
**11h00** Preparing and delivering the client pitch  
**11h45** Break  
**12h00** Assignment  
**12h45** Close