



How the Trading Floor Really Works

By Terri Duhon

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A detailed look at what really happens in the front office of an investment bank and why

Trading floors have always fascinated people, but few understand the role they play in the world of finance today. Though markets rise and fall every day, the drivers of those are rarely explored. Those who understand the dynamics of trading floors will better understand the dynamics of global financial markets. This book reveals the key players on the floor, their roles and responsibilities, how they serve their clients, and how it all impacts the markets. It also explains important terminology, explains the world of trading both cash and derivatives, and much more.

Includes a foreword by Gillian Tett, author of *Fool's Gold: How Unrestrained Greed Corrupted a Dream, Shattered Global Markets and Unleashed a Catastrophe*.

Terri Duhon (www.terriduhon.co) is a financial market expert who in 2004 founded **B&B Structured Finance Ltd**, which provides expert consulting and financial markets training . Her time on the trading floor has been documented in the book **Fool's Gold** as well as by **PBS's Frontline**.

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Editorial Review

From the Inside Flap

"How the Trading Floor Really Works is an invaluable resource for current MBAs, recent graduates and experienced financial market participants alike. For the novice about to join the trading floor ranks, it provides a base framework for understanding the world they are entering. For the investment banker, investor, portfolio manager or other financial expert who doesn't work on the trading floor, it demystifies the "black box" of the trading floor in an entertaining yet informative way."

—**Dr. Susan S. Fleming, Senior Lecturer, Johnson Graduate School of Management/School of Hotel Administration, Cornell University/Former Partner, Capital Z Partners, L.P.**

"Written in a lively and digestible style, this clear and cogent book covers much more than the title suggests. In fact the book lays out much of the banking industry's critical role in financial markets; the basic differences between various classes of financial instruments; and how trading businesses interact with other parts of a large complex financial institution. Not only for students and post-grads interested in financial markets, this book would be a great primer for anyone entering or working in a related field, such as clients, journalists, regulators, consultants and policy-makers. The vignettes and examples the author uses bring relevance and humour to this technical subject, as well as capturing the trading floor environment."

—**Betsy Gile, Board Member, Deutsche Bank Trust Corporation/Board Member, Keycorp**

"An easy and enjoyable read – even for somebody who has been on a trading floor for over 20 years. I learnt a lot reading it. It has the balance of expertise written in an easy style with real examples – a valuable book for market professionals and also participants"

—**Addy Loudiadis**

From the Back Cover

Is the trading floor really the Wild West? Do banks' trading floors have a purpose or are they relics of the past in the brave new world of finance post crisis? Trading floors have always fascinated people, but few understand the role they play in the world of finance today. The dynamics of the trading floor are a microcosm of the global markets. Understand these dynamics and better understand the dynamics of global financial markets.

The book is the perfect starting place for anyone who wants to understand financial markets. It clearly explains how the financial markets work and what the purpose of the bank and the bank trading floor is, using clear examples. The book puts the bank's role in the financial markets in context, explains what really happens on the fabled trading floor and helps to interpret the conversations and the roles and responsibilities of the key players. It is also the ideal companion for any financial market professional not sat on the trading floor, with chapters detailing the roles of quants, risk managers and clients and going into the details of prop trading, market making and derivative trading.

How The Trading Floor Really Works covers what most academic books don't by focusing on key individuals on the trading floor and walking through some common financial markets transactions. It also clarifies the role of the trading floor itself and sheds light on the opaque terminology. In this book, Terri Duhon uses her personal experience of the trading floor to decipher and translate the world of financial markets.

Important questions this book answers include:

- Who are the key players on the trading floor and what are their roles and responsibilities?
- Who are the clients and do they really need the services the trading floor provides?
- How does the client understand their risk and know when the price is right?
- How does all this impact global financial markets?

About the Author

Terri Duhon is a financial market expert with almost 18 years of experience in financial markets. She graduated from MIT in Math in 1994 and immediately joined JPMorgan as a derivatives trader on Wall Street. While at JPMorgan, she was instrumental in developing the credit derivative market globally. Her time on the trading floor has been documented in the book *Fool's Gold* as well as by PBS's *Frontline*. In 2004, after 10 years on the trading floor in New York and London, Terri founded B&B Structured Finance Ltd, which provides expert consulting and financial markets training. She has led expert witness teams for financial litigation in both NY and London, assisted asset managers in assessing financial market risks as well as given hundreds of training programs globally for thousands of participants. She is also retained by a major financial regulator as an expert consultant on financial markets. Terri gives university lectures, speaks at conferences and is often quoted in the financial press. She sits on the board of two charities and lives with her family in Oxford, England.

Users Review

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Roger Waldrop:

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