



# Mastering Collateral Management and Documentation: A Practical Guide for Negotiators

*Paul C. Harding, Christian A. Johnson*

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In response to the continuing and growing use of collateral by banks and other financial institutions, this is the first comprehensive book on the subject. This practical guide provides negotiators with a clear, concise explanation of the topic, from an operational perspective and with particular focus on the five ISDA Credit Support Documents. Collateral is now big business. In January 2001 the International Swaps and Derivatives Association, Inc. (ISDA) calculated that between US\$175-200 billion was pledged as collateral to protect credit exposure in the derivatives market. The authors estimate that 20-25% of interest rate and currency swap trades are now covered by collateral. This book describes collateral documentation in jargon-free, concise terms making it the must have book for all junior and experienced negotiators in this field.

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