

MAKING MICROFINANCE WORK
COURSE FOR FUNDERS

How can funders support
microfinance effectively?



MAKING MICROFINANCE WORK: COURSE FOR FUNDERS

How can funders support microfinance effectively?

- How does microfinance help to reduce poverty?
- Should your agency support microfinance?
- How do you select a good microfinance institution (MFI) to invest in?
- What indicators do you track to measure MFIs' performance?
- What will it take for your agency to support microfinance effectively?

The “Making Microfinance Work: Course for Funders” is based on a former CGAP Funders’ course. It is the only microfinance course in the market tailored for donors and investors. It will give you the knowledge, tools, and network to make the right decisions. The course covers the history, trends and the fundamentals of how donors and investors can effectively fund microfinance. It also features field visits to MFIs, where you will meet with clients, management, and staff, while also getting an understanding of the broader policy and market infrastructure opportunities and challenges facing the institutions. Join the ranks of the 750 people who have already participated in this training. Past participants have included staff from all major donor and investor agencies, such as AFD, AfDB, ADB, CIDA, DFID, EBRD, FMO, IFAD, IFC, KfW, Oikocredit, Sida, UNDP, World Bank, and staff from nongovernmental organizations

Our approach...

Instructors use case studies to simulate a typical microfinance project management cycle: from an initial market assessment to monitoring and performance reporting. Using the latest interactive adult learning techniques, the course offers an engaging and lively environment in which to learn the basic tools of the trade. You can choose to attend the three-day short course or the five-day full course. Those attending the full course benefit from carefully sequenced sessions that lead to the practical application of good practice principles. Those attending the short course receive a thorough overview of the fundamentals of microfinance.



Making Microfinance Work: Course for Funders

Day 1	
Introduction	Review of course's objectives and get to know the trainers and the other participants
Clients at the Center	Analyze a case study to understand the financial needs of poor clients
Financial Systems Approach	Understand the evolution of microfinance, and discuss the different levels of the financial system
Understanding the Markets: Assessment	Review the type of information needed to understand the overall financial system
Day 2	
Understanding the Markets: Retail Financial Service Providers	Analyze a case study to review the types of actors that serve the poor and low-income market and identify gaps at the retail level
Understanding the Markets: Market Infrastructure and Policy Issues	Analyze a case study to review the actors and systems that support retails providers and identify gaps at the meso and macro levels
Elements of Funder Effectiveness	Discuss the main components of being an effective funder
MFI's Appraisal	Review the type of information needed to conduct an appraisal of an MFI
Day 3	
Site Visits to MFIs	Make a field visit to a local MFI to meet staff and clients and simulate a mock appraisal
Resources and Frontier Topics in Microfinance	Review the main microfinance resources available and discuss some of the latest developments in microfinance
Day 4	
Micro-level Project Assessment	Analyze the financial statements and ratios of an MFI seeking funding
Meso-level Project Assessment	Analyze and making funding decisions on projects that support market infrastructure
Day 5	
Macro-level Project Assessment	Analyze projects that address policy and regulatory issues
Monitoring, Reporting and Evaluation	Review the main indicators and systems needed for monitoring, and understand the distinction between monitoring and evaluation
Decision	Analyze agencies' comparative advantage and structure and make a funding decision for a set of project proposals
Q&A and Action Plans	Finalize an action plan and answer any remaining questions

More about the course...

The Short Course

The short course (the first three days of the course) features a broad overview of microfinance:

- What is a financial systems approach?
- Clients at the center— Why is access to financial services important?
- Understanding the financial market at micro, meso, and macro levels
- Financial system gap analysis framework
- What constitutes appropriate roles of funders and factors for effective involvement?
- Site visits to MFIs

The Full Course

Two additional days focus on applying skills and knowledge learned to assess a funding request. Specific topics covered include:

- Micro, meso, and macro level project assessment
- Comparative advantage, instruments, collaboration
- How to structure monitoring and reporting





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**Based on former
CGAP Funders'
course**

16 – 20 February, 2015, Addis Ababa, Ethiopia

Tuition Fee: 1,500 € for 5 days

Lunches, breaks, field trips, and materials are covered by tuition.

Participants are responsible for travel, hotel, and dinner costs.

Deadline for application : January 15, 2015.

Payment of tuition fees is made by bank transfer. Participants will receive payment instructions upon acceptance of their application.

Cancellation fees apply after January 15, 2015.

For registration:

<http://intranetp.itcilo.org/SHF/A958079/en>

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International Training Centre

The ITC-ILO - International Training Center of the ILO ' is an integral part of the International Labour Organization (ILO). The Centre provides training and related services that develop human resources and institutional capabilities. It is a focal point for high-level in-service training. Courses take place in Turin/Italy, in multicultural and multilingual environment, as well as in participants' home countries or via the Internet.

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