



DEVELOPING INCLUSIVE FINANCIAL SYSTEMS

How can funders support
microfinance effectively?



in collaboration with
ITC 
International Training Centre

DEVELOPING INCLUSIVE FINANCIAL SYSTEMS

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 CGAP Course for funders of Microfinance 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 700 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.



Developing Inclusive Financial Systems - The CGAP Course for Funders of Microfinance

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

"Good overview of all aspects for donors. Good practical exercises. Good, active, interactive learning methods. Time went quickly!"

(Training Participant, Kenya, November 2010)

"The course was very useful in introducing new concepts and solidifying existing knowledge. The participatory approach was a good way to enforce learning during each session."

(Training Participant, Indonesia, April 2010)

"The training covered in a very short time several key concepts of microfinance and gave participants tools to better evaluate and assess various microfinance programs managed by different actors (including donors) at the micro, meso and macro levels."

(Training Participant, Senegal, November 2009)

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



DEVELOPING INCLUSIVE FINANCIAL SYSTEMS **The CGAP Course for funders of Microfinance**

16-20 April 2012 in Nairobi, Kenya

Tuition Fee: 1,200 € for 5-days; 950 € for 3-days .
Lunches, breaks, field trips, and materials are covered by tuition.
Participants are responsible for travel, hotel, and dinner costs.

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

For registration:

http://intranetp.itcilo.org/SHORFFUND?coord_code=A155266&set_language=en

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The CGAP Course for Funders of Microfinance is offered in collaboration with the ITC ILO



About CGAP

CGAP is an independent policy and research center dedicated to advancing financial access for poor people. It is supported by over 30 development agencies and foundations who share a common mission to alleviate poverty.

For more information about CGAP and our work with funders, contact us at

cgapbetteraid@worldbank.org



About ITC-ILO

The ITC-ILO is an integral part of the ILO, which has a global network of offices and technical specialists. In project implementation, the ITC-ILO works closely with the ILO's field offices in implementation of national level activities. The ILO Offices provide a range of services that include logistical and administrative support, access to local networks of expertise, contacts with the ILO's constituents (Ministries of Labour, Trade Unions, Employers' Organizations) and other partners.

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