

*"Pacesetters in Microfinance Trainings"*

## STRATEGIC COURSE ON MICROFINANCE & FINANCIAL INCLUSION

A 4 -day interactive Strategic course on Microfinance & Financial Inclusion with a day dedicated to Fund Managers to talk to delegates about their funding needs

**August 12th -15th, 2019**

Lagos, Nigeria.

# LAGOS

AFRICA'S MODEL MEGACITY



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## THE FINANCIAL INCLUSION ADVOCACY CENTRE

The Financial Inclusion Advocacy Centre is an international action-oriented microfinance think-tank geared toward an exhaustive financial inclusion.

The Financial Inclusion Advocacy Centre's mission is to build the institutional strength and outreach of the microfinance sector, by providing a full range of high-quality, best-practice technical inputs and support to all industry stakeholders, in a sustainable and demand-driven manner. As an independent support centre, FIAC is committed to promoting innovations, transparency, and improved outreach to the poor and ever-improving performance in the microfinance industry the world over.

### Course Objective:

This course is designed to enable participants to be effectively equipped with knowledge and skills of microfinance and financial inclusion. This 4-day training course is for microfinance managers and operators, regulatory bodies, investors, supporters, donors, legal advisors, board members and commentators on, financial inclusion and the institutions, which provide these services.

### Understanding Microfinance and Financial Inclusion

This introductory session takes a historical perspective and examines the various approaches taken by commercial banks, non-governmental organisations, credit unions, governments and microfinance institutions. It will define the concept of microfinance and financial inclusion, the paradigm shift and the evolution to sustainable entities and social enterprises.

### Strategic Planning and Management

Financial institutions find themselves in operating environments and markets that are ever changing, where the nature of customers and their expectations are never constant. Furthermore, these institutions have a responsibility to stakeholders who have invested in them and who are looking to obtaining financial and social returns on their investments.

Strategic planning therefore becomes a significant tool for obtaining clarity in the direction the organisation is taking, for giving options for allocating resources and providing a framework for execution of the agreed plans.

This course explores three critical issues in strategic planning i.e. critical aspects of a analysis, strategy formulation and execution. The course examines the aspirations of an organisation on the backdrop of environmental realities within which organisations operate now and are anticipated to operate within in future.

Participants will take time to appreciate the place of the customer and shareholders as well as internal realities that determine the extent to which organisation strategic aspirations can be realised.

This course is designed to allow participants to pick lessons from each other on aspects that are closely related to the own operating environment as well as gain insights from presented cases and facilitator led discussions.

This course will allow participants to learn from aspects that are most relevant to them by use of a combination of open space; practical participant identified assignments as well as short case studies.

### Social Performance Management

The module on Social performance management would consider the systems that organizations use to achieve their stated social goals and put customers at the center of strategy and operations. A provider's social performance refers to its effectiveness in achieving its stated social goals and creating value for clients. If a provider has strong SPM practices, it is more likely to achieve strong social performance. There is no single formula for successful SPM. However, the industry has recognized a set of core management practices that constitute "strong" SPM.

## Digital Finance

Digital finance is quickly changing the nature of financial service provision - with promising opportunities to reach more customers and offering a more complete suite of relevant products.

However, providers face multiple obstacles leveraging this opportunity - platforms are not always accessible, customers are difficult to serve on digital-only channels, and ad-hoc partnerships pose obstacles many providers find difficult to surmount. Several factors are changing this: open digital architectures, an emerging

This course is directed to managers of financial service institutions (banks, MFIs, other), program managers of development agencies (DFIs, development banks, non - profits), and leaders of government development agencies' Fintech offering, and the application of digital finance to expand access to broader basic services are helping develop ecosystems where financial service providers play a key role.

This course will help participants understand how these ecosystems are coming together, what the main elements that make them work, and the role different kinds of providers play in the development of such ecosystems.

## Agency Network Management

The module on agency banking would consider the distribution channel strategy used for delivering financial services. While the strategy may complement an existing bank branch network for giving customers a broader range of channels through which they can access financial services, branchless banking can also be used as a separate channel strategy that entirely forgoes bank branches. According to a 2011 survey, 62% of respondents said the Internet is their preferred banking method. This course will explore pertinent issues relating to the use of agency banking.

## Risk Management

With the prevalence of numerous risks it became necessary to develop processes for managing risk by establishing activities that help MFI managers to identify vulnerabilities; to design and implement controls, and to monitor the effectiveness of those controls. The session considers various risks and suggests manners in which they can tabulate, measure and manage the risks.

## Financial Analysis

This Session outlines the dual mission of MFIs and discusses Sustainability & Profitability. In particular it highlights the analytical and critical management of Loan Portfolio. The Session also examines several MFIs in different countries and their varying models, structures & KPIs.

## The Way Forward

In the past 40 years, microfinance institutions have evolved significantly. What are the key challenges for them to achieve greater financial inclusion? What are the opportunities and possible ways forward? The session will debate and discuss the most plausible scenarios for a better future

**Interactive:** The teaching methodology is based on lectures, group work, case-studies, discussions and presentations

**Profound:** Sufficient time is allotted to each of these complex technical modules

**Individual:** Participants will be exposed to an array of technical and innovative developments in the microfinance and financial inclusion space and will get the time to network with each other

**Faculty:** Hand-selected faculty with many years of exposure in the field share their experiences.

## Target Audience

Microfinance and Microcredit Practitioners, Regulatory Officers, Potential Social Investors, Senior Managers in MFIs, Senior Managers in NGO's, Senior Managers in Socially Responsible Investment Firms, Independent Practitioners, Consulting Firms, Central Bank Officials, Donor Agencies, Change Management Consulting Organizations, Private Equity Firms, Academicians

## Fees & Expenses

- The tuition fee for this course is \$750.00 per delegate inclusive of Course Material, Snack and Lunch, Certificate of Participation and Networking Opportunities.
- Different Fund Managers expected to talk to delegates about their funding needs
- Book early in order not to be disappointed.
- To attend, full payment need to be received by 9th August, 2019



**Venue** : Lagos, Nigeria.

## Registration

Please fill the attached registration form and send to [info@financialinclusionadvocacy.org](mailto:info@financialinclusionadvocacy.org)

## Deadline

All registration forms should be submitted by the 9th August, 2019, late applications will be considered subject to availability.

## Cancellation Policy

You may make a substitution, without charge, at any time before the start of the course but all cancellations must be confirmed in writing. Cancellations received more than four weeks prior to the start of the course are not subject to any penalty. Cancellation received after that time incurs the following penalties: two to four weeks 50% of the course fee; less than two weeks 100% of the course fee. If written notification is not received and you do not attend, the full course fee will be retained as a cancellation charge.

# THE FINANCIAL INCLUSION ADVOCACY CENTRE

## Registration Form

STRATEGIC COURSE ON MICROFINANCE & FINANCIAL INCLUSION

**Lagos, Nigeria. August 12th - 15th, 2019.**

TITLE:	
FIRST NAME:	
LAST NAME:	
ORGANISATION:	
ADDRESS:	
TELEPHONE	
EMAIL ADDRESS:	
ACADEMIC QUALIFICATION	
EMPLOYMENT STATUS FOR THE LAST FIVE YEARS	
CAREER OBJECTIVE AFTER COMPLETION OF COURSE	
DATE OF ARRIVAL	
PAYMENT MUST BE MADE BY BANK TRANSFERS. BANK DETAILS ARE PROVIDED AFTER SUCCESSFUL REGISTRATION AND INVOICE ISSUED	