



International Management & Business Consultants

Seminar: Working with the International Financing Institutions (IFIs)

An introduction to the workings of the major IFIs (World Bank, regional development banks, EC external aid programmes, DFID) covering the latest development agendas, project financing mechanisms, how to identify and track commercial opportunities and achieve shortlisting, and the respective responsibilities of the IFI and the recipient government. The seminar also covers registration and goes live on to several websites to give an introduction to help choosing the best web sources for opportunities spotting and building bidding consortia.

Seminar Objectives:

- Provide an initial orientation for consultants new to projects funded by the IFIs
- Explain the workings and linkages of IFIs as funders and recipient countries as the implementers of projects.

"Cleverly angled to help both novices and those with experience of IFIs!"

"I can now see why our recent business finding efforts have been too unfocussed"

Seminar Benefits - Attendees will:

- acquire a good grasp of the workings of IFIs
- be able to identify sources of information on project pipelines
- know how to get on a shortlist
- understand how to proceed with IFI database registrations

"Good introduction - especially helpful in seeing where to target your efforts for maximum impact"

"A great deal of detail imparted"

Seminar Programme (half or one day)

- The World, African, Asian and Inter-American Development Banks:
 - their development agendas
 - financing mechanisms
- EBRD - the post-transformation agenda
- EC External Aid Programmes:
 - funds not agencies
 - moved to using common procedures
- UN agencies:
 - the UN Development Programme
 - some UNDP executing agencies
- UK DFID
- Project financing
- Registration
- The shortlisting process
- Roles of IFIs and recipient countries
- Useful sources of further information

For more information or to discuss your specific training requirements please email acronin@giclimited.com