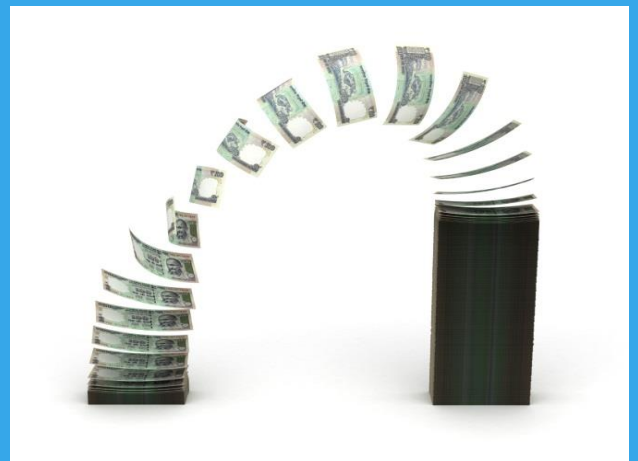


Approaching Banks for Financing



SUMMARY

This course explains the ways in which the financial needs of small enterprises are determined and the obstacles that they face in accessing adequate financing. It explores the various available sources of financing, as well as the loan requirements of banks, with particular focus placed on the ways in which enterprises can meet these requirements by putting together the required financial documents and other necessary information.

TARGET AUDIENCE AND OBJECTIVES

The course is aimed at all those who want an overview of the challenges of exporting IT-related services and cooperating with other companies/groups.

AT THE END OF THIS COURSE, PARTICIPANTS WILL BE ABLE TO:

- Analyse the financial needs of SMEs and identify suitable sources of financing; and
- Advise SME exporters on the best ways of meeting bank requirements when applying for financing

CERTIFICATION



Participants who meet the course requirements will receive a Certificate of Achievement issued in electronic format. The certificate is verifiable through the SME Trade Academy.

COURSE STRUCTURE

- Lecture 1: Introduction to Access to Financing
- Lecture 2: Financial Institutions
- Case Study 1: Obtaining Finance in order to expand Small Cashmere Business in Mongolia
- Lecture 3: Applying for Financing
- Case Study 2: Accessing Finance for Small Furniture Manufacturing Company in Uganda

REGISTRATION



Interested participants can register to this course by going to the SME Trade Academy website at:

learning.intracen.org

Once on the website, simply create a new account, input your information, and sign up to the course.

