



### CALENDAR FOR THE YEAR 2017/18

	PROGRAMMES	COUNTRIES	OBJECTIVES	TARGETED PARTICIPANTS	DATES	DURATION
1	Credit Risk Management for the SMEs	Swaziland	Aims to develop and enhance Credit Appraisal Officers' skills, knowledge and competencies in undertaking efficient and effective appraisals and assessments so that only viable projects are ultimately funded	Portfolio Executives, Business Advisors, Lending Officers, Officers dealing with debts	3 - 7 April 2017	5 Days
2	Managing Problem Loans	Swaziland	To enhance the skill of minimising borrowing costs and keeping risk at acceptable level, and to deal with loan workout and debts restructuring	Portfolio Executives, Business Advisors, Lending Officers, Officers dealing with debts	10 -12 April 2017	3 Days
3	Change Management for Managers	Lesotho	To execute strategy to deliver change via Establishing a Culture of Innovation, principles for change, best practices for innovation, develop change leaders, identify change accountability and responsibility.	Supervisors, Managers	10 - 12 May 2017	3 Days
4	Export Credit Finance	South Africa (EY - Sandton)	To expose delegates to export credit finance risk mitigation and co-funding solutions	Staff dealing with Exports, Finance Analysts, Business, Projects & Investments Analysts	25 – 26 May 2017	2 days
5	Prudential Standards, Guidelines and Rating System (PSGRS) for Implementing officers in DFIs	South Africa (DBSA)	To revive performance of DFIs on the AADFI Prudential Standards and Guidelines	Finance, Internal Auditors, Risk Management, Research Staff	29 - 30 May 2017	2 Days

6	Intermediate Risk Management	Tanzania	To improve skills of assessing and managing credit and operational risk	Credit Officers, Project officers	3 – 7 July 2017	5 Days
7	Financial Modeling	Namibia	To enhance the skills of developing and applying financial models to practical business situations	Staff responsible for modelling, planning and monitoring financial performance of their organisations or projects undertaken	24-28 July 2017	5 Days
8	Leadership and Management Skills Development Programme	Namibia	To understand elements of a Leadership Culture & critical point of reference in aligning and achieving an organisational purpose	Managers and Senior Managers	31 July -2 August 2017	3 days
9	Investment Appraisal and Risk Analysis	Zimbabwe	To develop skills to plan and assess investment projects, redesign projects to add value, prepare projects financing agreement and address stakeholders concerns	Business, Projects & Investments Analysts	4-8 September 2017	5 Days
10	Advanced Project Finance	Zimbabwe	To improve skills of developing & packaging finance for projects	Business, Projects & Investments Analysts	11-15 September 2017	5 Days
11	Due Diligence	Zimbabwe	To enhance skills on deal making.	Business, Investment, Project Analysts and Staff dealing with Due Diligence Business	18-21 September 2017	4 Days
12	CEO's Colloquium	South Africa	A high-powered executive development programme for Chief Executive Officers of DFIs dealing with the unique role and challenges of the CEO as a leader and manager, and addressing contemporary themes and developments in a dynamic, turbulent and complex national, regional and global environment	Chief Executive Officer	11- 12 October 2017	2 Days
13	Capacity Building Review & Communication Skills for HR Managers	South Africa	Consultative conference on review of capacity building and enhancing communication skills	HR Managers	15 - 17 November 2017	3 Days

14	Finance for Non Finance Managers	Botswana	To expose non-Finance managers to the essential skills of accounting and financial management for effective interaction with the finance function	Senior Managers with limited or no professional financial training	5 – 7 December 2017	3 Days
15	Public Private Partnership - Case Workshop	Zambia	To gain broader understanding of facilitation of government service delivery, public debt reduction, promotion of public sector savings, project cost savings, value for money, efficiency in public sector delivery and attraction of private sector in public goods & services investment	PPP Specialists, Projects specialists	February 2018	5 Days
16	Marketing of Financial Services for DFIs	Botswana	Enhance the understanding of the special needs of financial services customers need with strong marketing acumen.	Business Advisors, Portfolio Executives, Marketing Officers, Customer Relations Officers, etc	February 2018	3 Days
17	Negotiation Skills	Botswana	To enhance skills on how to prepare, have clear aims and objectives, how and when to use different negotiating styles, strategies and tactics.	Supervisors, Managers	February 2018	2 Days
18.	Finance for Board Members	Botswana	To expose Board Member and Chief Executive Officer to the essential skills of accounting and financial management for effective interaction with the finance function	Board Member, Directors and CEOs	March 2018	2days