

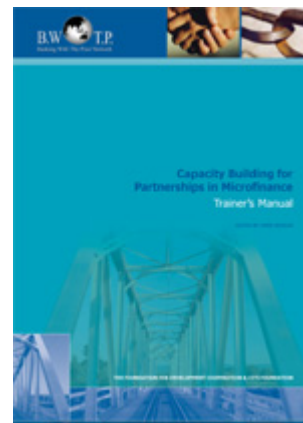
ORDER FORM: Capacity Building for Partnerships in Microfinance—Trainer’s Manual CD ROM

The world’s microfinance industry is in the midst of unprecedented expansion and transformation. No longer simply a provider of small loans, the array of financial and non-financial products being offered by MFIs has proliferated and now includes, for example, insurance, remittances, telecommunication services, energy, water and sanitation, and health and education services.

Underpinning this expansion and transformation is the growing relevance of partnerships. Microfinance partnerships are providing new ways for MFIs to better enable poor households to protect income and assets, increase productivity and business opportunities, insulate against risks and shocks, and improve health and education outcomes.

Innovative partnership approaches are opening up new streams of funding for MFIs, which translate into expanded outreach and new levels of financial sustainability. In addition, commercial banks are increasingly focusing on microfinance as a potential new market and revenue stream. It is within the context of this proliferation of partnerships in microfinance that this workshop curriculum and trainer’s manual have been developed.

The *Capacity Building for Partnerships in Microfinance –Trainer’s Manual* is a workshop curriculum that has been developed by the Foundation for Development Cooperation and the Banking with the Poor Network as a series of six modules from which stakeholders can select topics according to their particular needs and context. While this trainer’s manual is aimed primarily at MFIs, those from the commercial banking sector and other stakeholders will also find these materials useful. There is no doubt that much can be learned from the huge body of work that has been built up around alliances in the business and public sectors. However, partnerships in the microfinance sector present their own unique possibilities and challenges. It is hoped that these training materials will go a long way to advancing the successful and innovative application of partnership approaches by and for MFIs.



Editor Jamie Bedson

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