

Capacity Building for Partnerships in Microfinance Workshop

February 20-22, 2012, Siem Reap Cambodia

WORKSHOP SCHEDULE

Day 1 - February 20, 2012

8:30 – 8:45 AM	Welcome Remarks and Introduction
8:45 – 10:00 AM	Module 1 – Capacity Building for Partnerships in Microfinance: Concepts, Definitions and Processes Topic 1 – Microfinance Challenges and Stakeholders Topic 2- Partnership Definitions and Objectives
10:00 – 10:15 AM	Coffee Break
10:15 – 12:00 NN	Module 1 – Capacity Building for Partnerships in Microfinance: Concepts, Definitions and Processes Topic 3 – Drivers and Success Factors Topic 4 – The Partnership Process
12:00 – 1:00 PM	Lunch Break
1:00 – 3:00 PM	Module 2 – Partnership Exploration Topic 1 – Defining Outcomes Topic 2 – Internal Assessment by Individual Partners
3:00 – 3:20 PM	Coffee Break
3:20 – 5:00 PM	Module 2 – Partnership Exploration Topic 3 – Design Parameters and Partner Identification



DAY 2 – February 21, 2012

8:30 – 9:30 AM	Module 3 – Partnership Building Topic 1 – Resource Mapping
9:30 – 10:00 AM	Module 3 – Partnership Building Topic 2 – Case Study: Analysis of ICICI Bank – MFI Partnerships
10:00 – 10:15 AM	Coffee Break
10:15 – 12:00 NN	Module 3 – Partnership Building Topic 2 – Case Study: Analysis of ICICI Bank – MFI Partnerships (cont.)
12:00 – 1:00 PM	Lunch Break
1:00 – 3:00 PM	Module 3 – Partnership Building Topic 3 – Negotiating and Entering into Partnership Agreements (with role play)
3:00 – 3:20 PM	Coffee Break
3:20 – 4:00 PM	Module 3 – Partnership Building Topic 3 – Negotiating and entering into partnership agreements (cont.)
4:00 – 5:00 PM	Module 3 – Partnership Building Topic 4 – Building Capacity

DAY 3 – February 22, 2012

8:30 – 10:00 AM	Module 4 – Partnership Maintenance Topic 1 – Maintaining Partnerships, Monitoring Commitments
10:00 – 10:15 AM	Coffee Break
10:15 – 11:00 AM	Module 4 – Partnership Maintenance Topic 1 – Maintaining Partnerships, Monitoring Commitments (cont.)
11:00 – 12:00 NN	Module 4 – Partnership Maintenance Topic 2 – Assessing the Value of Partnerships
12:00 – 1:00 PM	Lunch – End of Workshop (Invest Mekong Marketplace by 1:30 - 5:00 PM)

INVEST IN MEKONG REGION MARKETPLACE

February 22, 2012, Siem Reap Cambodia

(Exclusive for MFIs in Mekong Region only)

PROGRAM

1:30 – 2:00 PM	Welcome Remarks and Introduction
2:00 – 3:00 PM	MFIs – Investors “Speed Dating” - Participating MFIs will be given an opportunity to present their institution’s background, mission and interests to each of the investors for 5-10 minutes and vice-versa.
3:00 – 3:20 PM	COFFEE BREAK
3:20 – 5:00 PM	Investors – MFIs “Match-Making” - A scheduled “match-making” between Investors and MFIs will be followed for a one-on-one discussion for 20-30 minutes.
5:00 PM	End of Invest Mekong Marketplace
7:00 – 8:00 PM	Dinner with Investors and MFIs in Mekong Region, present in the Invest Mekong Marketplace (Dinner will be hosted by BWTP Network)