



# DIPLOMA IN SME & MICRO BANKING

JUNE 01, 2010 TO SEPTEMBER 30, 2010



Small Medium Enterprise  
Development Authority

Considering the growing importance of SME & Micro Sector in economic development of developing countries and increasing demand of qualified and well trained SME & Micro Finance bankers in financial sector, Business Support Center of Institute of Business Management (IoBM) in collaboration with Small & Medium Development Authority (SMEDA) and Shell Tameer offers a Diploma in SME & Micro Banking.

This intensive 100 hour diploma program is particularly designed for students and experts who intend to undertake professional work in the area of micro-lending and finance for small and medium-sized businesses. The course provides the necessary training to develop managerial skills and operational tools needed in SME and micro finance. In addition, it gives an overview of SME organization and functions to give participants a balanced perspective in managerial decision making.

## COURSE DESIGN

The course consists of three modules (2 core modules and 1 elective) that employ a hands-on approach. Case studies and exercises explore effective financing decisions, financial viability of the enterprise, financial self-sufficiency of the institutions and tools for making business decisions.

## FIELD TRAINING

- ◆ The participants will work with other expert professionals who will conduct seminars on specific topics.
- ◆ At the end of the course, few top students will have the opportunity to participate in

## IS THIS PROGRAM FOR ME?

This course is especially suitable for those who want to undertake professional activities in commercial and investment banks, financial development corporations, multilateral and bilateral development agencies and non-governmental organizations. The students will acquire operational skills needed to plan and assess all aspects of banking in micro, small and medium-sized enterprises.

## WHY SHOULD I ENROL?

This short intensive course is suitable for working people who need to upgrade their expertise effectively, rapidly and with a concentrated effort. Newly graduate students seeking a highly specialised qualification in a short period of time for a comparatively low cost should engage in this promising endeavour. The course is unique in the sense that it covers both microfinance and Small and Medium Enterprise (SME) finance. The course explores the similarities between these markets, especially in risk identification and mitigation and the key strategic and operational differences.

## THE PARTICIPANTS SHOULD BE ABLE TO:

- ◆ Acquire profound understanding of the issues involved in appraisal and financing decisions in SMEs and Micro finance;
- ◆ Explore the best practices and paradigms in design and management of SME & Micro-credit projects;
- ◆ Develop and put into practice analytical skills, tools and techniques used by bankers;
- ◆ Acquire a sound knowledge of specific geographical areas where financial decisions must be made.

**Admission Deadline: May 15, 2010**

Main Organizer



Business Support Center

Technical Partner



**Program Fee Rs. 25,000**  
**Registration Fee: Rs. 5,000**

**Register before May 01, 2010**

**For Registration Contact:**

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internship in a commercial or investment bank, consulting firm or NGO.

- ◆ Visits of SME sites in getting practical knowledge of financing techniques