



European Financial Tools for project start-up: the fund-raising approach

Course available on the Comenius-Grundtvig course database managed by the European Commission
<http://ec.europa.eu/education/trainingdatabase/>



Dates and location of the training events

Training events that will take place in **Brussels**-Belgium:

07/05/2012 – 11/05/2012

And in **Oderzo**-Italy (50Km from Venice):

25/06/2012 – 29/06/2012

Deadline for the grant request: 16 January 2012

Brussels-Belgium:

08/10/2012 – 12/10/2012

Oderzo-Italy:

12/11/2012 – 16/11/2012

Deadline for the grant request 30 April 2012

Brussels-Belgium:

09/04/2013 – 13/04/2013

Deadline for the grant request: 17 September 2012

Participation fee : 750€

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Websites

Consulumarc Sviluppo

<http://www.consulumarc.it>

European Academy Network

<http://www.eanetwork.be/>

Why this course

The course has been conceived with the aim of training adults' teachers to inform the economic operators of their Country of origin about the project financing practice and in particular where look for finance projects contributing to the Lisbon economic goals. The course will be focused on opportunities provided by International Financial Institutions. The idea of this course comes from the requests we have received from trainers working with entrepreneurs and public administrations that need an updating on direct and indirect financial mechanisms adopted by International Financial Institutions for financing European projects and European initiatives.

Objectives

The main objective of the course is to make teachers active players in supporting the spread of knowledge in the field of financial opportunities at international level. To this scope the participants will be taught about the specificities of the single financial market and institutions, their *raison d'être* as well as their initiatives and complementarity. In particular the learners will get knowledge, methodologies and learning instruments to organise courses on international financial institutions in their Country of origin:

The course will be focused on improving key-competences such as digital skills in information search and sharing as well as developing the sense of entrepreneurship. Digital competences are essential to keep up to date on international financial opportunities and the sense of entrepreneurship is essential to successfully plan and manage project.

- How to identify the potential participants
- Finding and selecting information
- How to communicate the importance of these financing opportunities
- International framework related to international financial institutions
- Specific micro-lexicon.

Methodologies

The teaching method chosen is both theoretical-oriented and practical-oriented in order to encourage participants to a close interaction with teachers and the other classmates. The final part of the practical sessions will be devoted to networking activities among participants in order to allow them to confront their experiences and to evaluate future collaborations. In particular, as one of the main aim of the course consists in creating some "European Training Laboratories" on strategic international issues in order to further new operative initiatives.

To this scope during the course participants will be encouraged to confront their experiences and to evaluate future collaborations. Moreover Consulumarc Sviluppo, as well as European Academy Network, benefits from the expertise of high profile trainers, having diversified experiences at European level. This element gives our courses the possibility of reaching excellent results in fulfilling participants' expectations.

Please note that each course session will be realized only if the minimum number of **15 participants** is reached. In case of cancellation of the session, all registered participants will be completely refunded.



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Competences required to attend the course :

- Degree and at least two- years working experience in the adults' training sector
- Knowledge of English
- Knowledge of main PC programmes
- Use of Internet
- Basic knowledge of the internationalization process

Follow up

Ex-post evaluation questionnaire

This questionnaire will be given to participants the last day of the course and it will be aimed at collecting participants' opinions on course's contents, the logistic organisation, the teaching methods, the material provided and their suggestions for the future editions.

One-year after questionnaire

This questionnaire will be distributed via e-mail in order to assess how the participants have put into practice what they have learned during the course and how useful it has been in facilitating in promoting European projects and collaborations.

Moreover, initiatives aimed at maintaining and developing knowledge are scheduled. In order not to lose what they have learnt during the course and to be constantly updated, the former participants will be offered the following services/ opportunities: upon request they will receive a Newsletter on issues related to European initiatives in the field of lifelong learning. Learners will also have access to a reserved web-area conceived to share documents, doubts and cooperation proposals with former participants. Following EAN mission, participants will come mainly from training societies, they will be invited to become part of a European network created in order to multiply and improve training activities.

Preparation

Organisers will provide future participants with a general introduction to the subject and a basic guide on financial instruments. Participants will be asked to fill-in a self-evaluation questionnaire in order to have an overview of their competences and personal interests and to assess their initial level. This will allow the organizers and the teachers to adapt the contents to the their knowledge and expectations.

Type of certification awarded

Participants will receive a certificate of attendance that will prove their attendance to the lessons.

Teachers

The teachers will be officers of the International Financial Institutions as well as professionals working on IFI's funding instruments.



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MODULES

DAY 1

- **MODULE 0 - OPENING SESSION**

Presentation of Consulmarc and European Academy Network main aims and activities as well as the course's objectives and structure.

- **MODULE 1 - THE WORLD BANK GROUP**

Overview on the "World bank Group". The lessons will be focused on the organisation, objectives and of the World Bank, The International Bank for Reconstruction and Development, The International Finance Corporation, the Multilateral Investment Guarantee Agency

DAY 2

- **MODULE 2 - THE "EUROPEAN FINANCIAL SYSTEM"**

Overview on the architecture of EU financial institutions such as the European Investment Bank, the European Investment Fund and the European Bank for Reconstruction and Development. Overview of some multilateral development banks such as the Council of Europe Development Bank, the Asian Investment Bank, African Development Bank etc.

- **MODULE 3 - THE IFI'S INSTRUMENTS**

Overview of the IFI's main instruments such as low interest loans, interest free credits, guarantees, technical assistance etc. Orientation on the importance of Project financing techniques such as financial modelling, analysis of scenarios, presentation of results to make a valid project.

DAY 3

- **MODULE 4 - METHODOLOGIES OF FINANCING**

Methodologies for setting project goals, identifying financing sources, institutions and requirements, setting the project's timing. Analysis of a fund raising dossier.

DAY 4

- **MODULE 5 - THE PUBLIC-PRIVATE PARTNERSHIP**

Overview on the cooperation among public authorities at all levels and private sector organisations known as PPP. Best practices in private-public partnership in the field of education.

- **MODULE 6 - THE EXPORT RISK GUARANTEE AND THE EXPORT CREDIT AGENCIES**

Presentation of services offered by Export Risk Guarantees Agencies and Export Credit Agencies such as COFACE, AKA Export Finance Bank, SACE, Export Risk Guarantee Agency etc.

DAY 5

- **MODULE 7 - BEST PRACTICES**

Study of a case history of a successful project planning.