Unitar Online Catalogue

Negotiation of Financial Transactions (2019)

Prosperidad

Plazo: 23 Sep 2019

Tipo:	Course
Ubicación:	Web-based
Fecha:	16 Sep 2019 to 18 Oct 2019
Duración:	5 Semanas
Área del programa:	Public Finance and Trade
Sitio web:	http://www.unitar.org/pft/events
Precio:	800,00 US$
Correo Electrónico del Centro de Coordinación del Evento:	pft-elearning@unitar.org

ANTECEDENTES

This course is designed for officials and other participants who are interested in learning more about the structuring and negotiating of financial transactions between developing/emerging countries and their external sources of funds. Scarcity of external funds and development assistance as well as greater conditionality and a plethora of loan documentation require government officials and financial negotiators to better understand international financial markets and financial flows as well as know their lenders better. This course will allow the

participant to understand the global negotiating environment, prepare for multilateral, bilateral and commercial negotiation situations as well as weigh the relative advantages and disadvantages of a particular financial transaction.

OBJETIVOS DEL APRENDIZAJE

At the end of the course, the participants should be able to:

- Demonstrate familiarity with the global negotiating environment;
- Describe the main characteristics of international financial markets and financial flows;
- Recognize which source of funds caters to a particular purpose; and
- Appraise the contribution of lawyers in financial transactions.

CONTENIDO Y ESTRUCTURA

This online course will cover the following modules:

- Module 1: Introduction
- Module 2: Official Sources of Funds
- Module 3: Commercial Sources of Funds
- Module 4: Debt Renegotiations
- Module 5: The Role of the Lawyer in Financial Transactions

METODOLOGÍA

In order to ensure the best possible outreach, the course will be delivered through e-learning. Through a multiple-instructional setting, the goal is to achieve the learning objectives by means of learning technologies that match personal learning styles and by the inclusion of non-linear learning that aims at the development of just-in-time skills of adult learners. At the same time, in order to allow participants maximum flexibility of scheduling , the learning will be conducted in an asynchronous manner. Using a state-of-the-art training architecture, UNITAR will combine self-learning with assessments and online discussions. The pedagogy - adapted specifically to professionals in full-time work - will help train participants through various experiences: absorb (read); do (activity); interact (socialize); reflect (relate to one’s own reality).

PÚBLICO OBJETIVO

This course is relevant to a global audience of finance sector officials, debt managers, lawyers involved in international financial transactions, as well as economists and policy makers. Stakeholders working in the development field will also benefit from this course.

INFORMACIÓN ADICIONAL

A certificate of completion will be issued by UNITAR to all participants who complete the course-related assignments and assessments successfully. ***Course schedule is subject to change. Course fee is non-refundable but transferrable to another course or participant and subject to change as per UNITAR's policy on pricing.***

Recommended hardware and software requirements for taking our e-learning courses:

- Platform: Windows XP sp3, Vista sp2, Windows 7 sp1, MacOS X.
- Hardware: 2 GB of RAM and higher for Vista and Windows 7.
- Software: Microsoft Word, Microsoft Excel, Microsoft Powerpoint and Adobe Acrobat Reader (downloadable for free at adobe.com).
- Browser: Internet Explorer 8 or higher; Mozilla Firefox 8 or higher.
- Internet connection: 128kbps and higher.
- Note: JavaScript, pop-ups & cookies must be enabled.