United Nations Institute for Training and Research

Unitar Online Catalogue

Negotiation of Financial Transactions (AGFUND eCourse 2020)

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□□□□ : 13 □□ 2020

□□ :	Course
□□ :	Web-based
□□ :	21 □□ 2020 to 16 □□ 2020
□□ :	5 Weeks
□□□□ :	Public Finance and Trade
□□ :	http://www.unitar.org/pft/events
□□ :	US$0.00
□□□□□ email:	pft-elearning@unitar.org

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*This course is funded by the **Arab Gulf Development Programme (AGFUND)**, a regional organization based in Riyadh, Saudi Arabia. AGFUND was established in 1980 upon the initiative of His Royal Highness, Prince Talal Bin Abdul Aziz Al Saud with the support of leaders of the Gulf Cooperation Council Countries: United Arab Emirates, Kingdom of Bahrain, Kingdom of Saudi Arabia, State of Qatar, Sultanate of Oman and the State of Kuwait. AGFUND works mainly in the field of development and growth at the international level through an effective*

partnership with the United Nations Organization, with regional and national development organizations, with public institutions, with the private sector, as well as with organizations of the civil society. | http://agfund.org

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.

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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.

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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

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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).

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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.

Priority will be given to applicants from Microfinance Institutions supported by the Arab Gulf Development Programme (AGFUND).

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This course is free of charge to selected participants throught the generous financial support of the Arab Gulf Development Programme (AGFUND).

A Certificate of Completion will be issued jointly by UNITAR and AGFUND to all participants who complete the course-related assignments and assessments successfully. Course schedule is subject to change.

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.