



USAID | IRAQ
FROM THE AMERICAN PEOPLE

TRAINING COURSES 2006 SME DEVELOPMENT / BANK LENDING

Month	Course Title	# of Days	Attendees
January	Accounting and Credit Analysis	11	15
February	Cash Flow Reporting	4	14
April	Communication Skills and Marketing	2	23
April	Cash Flow Reporting (Arbil)	4	10
April & May	Managerial Accounting and Credit Analysis	12	23
May	Documentation, Security and Collateral	1	13
May	Basel II Reporting	2	13
May & June	Financial Analysis (Arbil)	4	11
June	Loan Classification and Reserves	1	10
June	Credit Practice and Loan Evaluation	4	21
July	Money and Banking	2	6
July & Aug	Basel II Reporting (Arbil)	5	5
August	Loan Administration	1	8
September	Anti-Money Laundering and Combating the Financing of Terrorism	2	16
October	Lending to the SME Sector	1	14
October	Collateral Based versus Cash Flow Based Lending	1	14
October	Introduction to the ICBG Documentation Package	1	14
October	Introduction to the ICBG Application Form	1	17
October	Managerial Accounting and Credit Analysis	12	19
November	Lending to the SME Sector	1	19
November	Collateral Based versus Cash Flow Based Lending	1	19
November	Introduction to the ICBG Documentation Package	1	15
November	Introduction to the ICBG Application Form	1	15
November	Credit Authorities & Risk Rating Systems	1	10
November	Performance Planning for Credit Officers	1	11
December	Letters of Credit	2	13
December	Credit Officer Concept; Setting Up an SME Unit	2	13
December	SME Lending	1	13
December	Internal Auditing and Control	3	7
Total		79	401


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IRAQ PRIVATE SECTOR GROWTH AND EMPLOYMENT GENERATION