



IRAQ NATIONAL MICROFINANCE SUMMIT Erbil, November 13-16, 2006

Session 7

Concurrent Sessions: “Towards an Iraqi Microfinance Strategy (II)”

Facilitated discussions leading to outline of issues and suggestions.

Group A: Business Development Services and Alternative Delivery Mechanisms

Discussion of resources and services supporting or linking with the microfinance industry.

Issues discussed included:

- Business Consulting
 - Market for goods or services provided
 - Suitability of business for client
 - Business and financial capacity
 - Basic business planning
- Specialized courses on how to start up a business
 - How to Start Up a Small Business
 - Business Planning
 - Marketing
 - Cash Flows, Budgets and Financial Statements
- Computer courses
 - Fundamental Operations
 - Microsoft Office
 - Internet and E-mail
 - Business planning software
- Links to microfinance institutions and banks
 - Bank embedded microfinance facilities
 - Office locations
 - Introduction to loan officers
- Related business services
 - Feasibility studies
 - Partner search
 - Technical assistance

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