

Training Program on **Productive-sector Lending**

16-17 June, 2017, Kathmandu, Nepal

(Attendance is mandatory in all sessions)

PROGRAM AGENDA

Day 1 - 16.6.2017 (FRIDAY)

Time	Description	Facilitator
8:30-8:45	Arrival of the participants	
8:45-9:00	Registration	
9:00-9:15	Tea/Coffee (with cookies)	
9:15-10:30	Session 1: Regulatory Requirements & Provisions	Pralhad Giri
10:30-10:45	TEA BREAK	
10:45-12:00	Session 2: Agribusiness: Concept, Farm Product Design & Marketing	Pralhad Giri
12:00-13:00	LUNCH BREAK	
13:00-14:30	Session 3: Agribusiness: Accessing & Evaluating Borrowers	Pralhad Giri
14:30-14:45	TEA BREAK	
14:45-16:00	Session 4: Exercises, Q&A, Discussions	

Day 2 - 17.6.2017 (SATURDAY)

Time	Description	Facilitator
9:00-9:15	Arrival of the participants	
9:15-10:30	Session 5: Tourism, CSI & SME: Product Design & Marketing	Pralhad Giri
10:30-10:45	TEA BREAK	
10:45-12:00	Session 6: Exercises, Group Discussions & Dummy CAP Note: <i>The participants will have to identify the issues and gaps in the case studies, and the ways in which these gaps can be addressed during the loan appraisal process. At the end of the session, participants in group will give presentation in findings.</i>	Pralhad Giri
12:00-13:00	LUNCH BREAK	
13:00-14:30	Session 7: Presentation continues.....	Pralhad Giri
14:30-14:45	TEA BREAK	
14:45-16:00	Session 8: Risk Characteristics, Assessment & Mitigation Techniques	Pralhad Giri
16:00-16:15	PRE-CLOSING BREAK	
16:15-17:00	Overall Evaluation, Certificate Distribution & Closing	