Accessing Capital: Donors, Investors & Blended Finance Training Course

Professional Development Training Course Outline

Category	Microfinance & Financial Inclusion	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Accessing Capital: Donors, Investors & Blended Finance Training Course equips participants with advanced knowledge and practical tools to mobilize, structure, and manage financial resources from diverse funding sources, including donors, impact investors, and blended finance mechanisms. This course emphasizes innovative financing solutions, risk management, capital structuring, and strategic alignment to support sustainable development projects and growth initiatives. Participants gain skills in leveraging both public and private capital, navigating investor requirements, and optimizing blended finance deals to enhance financial resilience and scalability.

The training integrates case studies, interactive exercises, and real-world examples to help practitioners design funding strategies, negotiate with investors, and deploy resources efficiently. Emphasis is placed on due diligence, financial modeling, investment readiness, donor engagement, impact measurement, and portfolio optimization. By the end of the course, participants will have the capability to identify opportunities, structure deals, and execute blended finance solutions that maximize impact, attract investors, and strengthen organizational sustainability.

Programme Curriculum

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Course Objectives

1. Understand the fundamentals of donors, investors, and blended finance.
2. Identify sources of capital for sustainable development projects.
3. Analyze investor priorities, risk appetites, and funding criteria.
4. Structure blended finance deals to attract both public and private capital.
5. Develop financial models for funding proposals and investment readiness.
6. Apply due diligence processes for investor and donor evaluation.
7. Strengthen negotiation and engagement strategies with funders.
8. Evaluate risk-return frameworks in blended finance projects.
9. Monitor and report on investment performance and impact.
10. Align funding strategies with organizational goals and sustainability objectives.
11. Leverage innovative finance mechanisms, including guarantees and co-investments.
12. Build partnerships and networks for multi-stakeholder financing initiatives.
13. Create actionable roadmaps for capital mobilization and funding sustainability.

Organizational Benefits

- Enhanced ability to access diversified funding sources
- Improved investment readiness and proposal quality
- Increased alignment of funding with strategic goals
- Stronger relationships with donors and investors
- Optimized blended finance deal structures
- Improved portfolio risk management and monitoring
- Enhanced financial sustainability of projects
- Greater capacity to attract impact and development capital
- Strengthened internal processes for capital mobilization
- Better reporting and transparency for funders and stakeholders

Target Audiences

- Finance and investment managers
- Nonprofit and development program leaders
- Fundraising and resource mobilization professionals
- Social enterprise and impact venture teams
- Investment analysts and advisory consultants
- Donor relations and grant management officers
- Policy makers and development finance specialists
- Project managers involved in blended finance initiatives

Course Duration: 10 days

Course Modules

Module 1: Introduction to Capital Access

- Overview of donors, investors, and blended finance
- Key trends in global development finance
- Types of funding sources and instruments
- Understanding funding priorities and strategic alignment
- Impact of capital mobilization on project success
- Case Study: Mobilizing donor funds for a social enterprise

Module 2: Donor Landscape and Engagement

- Mapping donor institutions and funding opportunities
- Donor priorities, guidelines, and compliance requirements
- Building strategic donor engagement plans
- Effective communication and proposal submission strategies
- Donor relationship management and reporting
- Case Study: Successful donor engagement for a rural development project

Module 3: Understanding Investors

- Private and impact investor profiles
- Investor risk appetite and return expectations
- Investment readiness assessment
- Crafting compelling investor propositions
- Investor reporting and transparency requirements
- Case Study: Engaging impact investors for a green energy project

Module 4: Blended Finance Fundamentals

- Concept and mechanisms of blended finance
- Structuring deals combining public and private capital
- Role of guarantees, concessional loans, and co-investments
- Risk-sharing models and instruments
- Aligning blended finance with SDGs and organizational goals
- Case Study: Structuring a blended finance deal for infrastructure development

Module 5: Financial Modeling for Funding Proposals

- Building financial models for project evaluation
- Scenario analysis and sensitivity testing
- Forecasting cash flows and returns
- Incorporating blended finance structures into models
- Linking financial models to impact measurement
- Case Study: Financial modeling for a blended agriculture project

Module 6: Due Diligence and Risk Assessment

- Due diligence processes for donors and investors

- Assessing financial, operational, and impact risks
- Mitigation strategies and contingency planning
- Legal and compliance considerations
- Tools and frameworks for systematic risk evaluation
- Case Study: Conducting due diligence for an impact investment

Module 7: Proposal Development and Pitching

- Structuring effective funding proposals
- Key elements: executive summary, financials, impact metrics
- Crafting persuasive investor and donor pitches
- Tailoring proposals to funder expectations
- Presentation techniques and storytelling strategies
- Case Study: Winning blended finance funding through strong proposals

Module 8: Negotiation with Funders

- Negotiation strategies for donors and investors
- Balancing risk, return, and impact priorities
- Structuring agreements to meet multiple stakeholder objectives
- Legal and contractual considerations
- Relationship management during negotiation
- Case Study: Negotiating a co-financing arrangement for health services

Module 9: Monitoring and Reporting Capital Use

- Establishing performance indicators for fund utilization
- Financial reporting standards for donors and investors
- Tracking blended finance outcomes and impact
- Reporting frameworks and dashboards
- Improving transparency and accountability
- Case Study: Reporting investor impact in a renewable energy portfolio

Module 10: Risk Management in Blended Finance

- Identifying financial, operational, and market risks
- Portfolio-level risk management strategies
- Stress testing and scenario planning
- Using insurance and guarantees to mitigate risks
- Building internal control systems for blended finance
- Case Study: Risk management in a mixed donor-investor project

Module 11: Strategic Partnerships for Capital Access

- Mapping potential partners and stakeholders
- Structuring public-private and multi-stakeholder partnerships
- Building collaborative networks for funding sustainability
- Roles and responsibilities in partnership governance
- Effective communication and coordination mechanisms
- Case Study: Multi-stakeholder partnerships driving investment in social housing

Module 12: Impact Measurement and Evaluation

- Defining metrics for financial and social impact
- Integrating impact into project design and reporting
- Evaluating donor and investor outcomes
- Lessons learned for continuous improvement
- Communicating results to funders and stakeholders
- Case Study: Measuring blended finance impact in education projects

Module 13: Scaling and Replicating Successful Projects

- Strategies for scaling funded initiatives
- Replication in different geographic and sectoral contexts
- Leveraging additional funding for scale-up
- Operational considerations for growth
- Maintaining quality and impact during scale-up
- Case Study: Scaling a successful blended finance microfinance program

Module 14: Legal and Regulatory Considerations

- Understanding relevant finance regulations and compliance
- Structuring transactions to meet legal standards
- Cross-border considerations for investors and donors
- Reporting and documentation compliance
- Mitigating legal and regulatory risks
- Case Study: Compliance challenges in cross-border blended finance deals

Module 15: Developing a Capital Mobilization Roadmap

- Creating actionable funding strategies
- Prioritizing funding opportunities and investors
- Integrating blended finance into long-term organizational planning
- Tracking progress and performance metrics
- Lessons learned and continuous improvement strategies
- Case Study: Roadmap implementation for a multi-year infrastructure fund

Training Methodology

- Instructor-led presentations and conceptual briefings
- Hands-on exercises for funding analysis and deal structuring
- Group case study discussions and problem-solving sessions
- Practical demonstrations of blended finance tools and models
- Peer-learning and collaborative scenario exercises
- Continuous feedback and assessment of learning outcomes

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

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