Revenue Mobilization for Sub-National Governments Training Course

Professional Development Training Course Outline

Category	Public Financial Management & Budgeting	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Revenue mobilization is one of the most critical pillars of sustainable fiscal management for sub-national governments. Strengthening local revenue systems ensures financial autonomy, enhances service delivery, and promotes inclusive economic growth. Revenue Mobilization for Sub-National Governments Training Course equips participants with practical strategies, innovative tools, and global best practices to boost local revenue generation, optimize tax administration, and leverage non-tax revenue sources. Through interactive learning, participants will understand how to implement effective fiscal policies, enhance accountability, and strengthen institutional frameworks for improved financial sustainability.

In an era of growing fiscal decentralization, sub-national governments face unique challenges, including limited tax bases, compliance gaps, and dependency on central government transfers. This course provides comprehensive insights into modern revenue mobilization strategies such as property taxation, digital transformation of tax systems, public-private partnerships (PPPs), and innovative financing mechanisms. By combining theoretical knowledge with real-world case studies, this training empowers local leaders, financial managers, and policymakers to transform revenue administration into a driver of development and self-reliance.

Programme Curriculum

Revenue Mobilization for Sub-National Governments Training Course

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Course Objectives

1. Strengthen knowledge of revenue mobilization frameworks for sub-national governments.
2. Enhance local tax administration systems through innovation and best practices.
3. Promote fiscal decentralization and financial autonomy.
4. Build capacity in property taxation and valuation methods.
5. Leverage digital transformation in tax collection.
6. Explore innovative financing mechanisms for local governments.
7. Improve compliance and reduce tax evasion and avoidance.
8. Design strategies for public-private partnerships (PPPs) in revenue mobilization.
9. Foster citizen engagement and trust in tax systems.
10. Analyze global case studies on successful sub-national revenue systems.
11. Enhance transparency and accountability in fiscal management.
12. Equip participants with tools for data-driven revenue planning.
13. Develop actionable revenue mobilization strategies for sustainable development.

Target Audience

1. Local government officials
2. Municipal finance officers
3. Tax administrators and assessors
4. Policymakers and legislators
5. Development practitioners
6. Public financial management professionals
7. Civil society organizations (CSOs)
8. Academics and researchers in public finance

Course Modules

Module 1: Foundations of Revenue Mobilization

- Principles of revenue mobilization for sub-national governments
- Fiscal decentralization frameworks
- Sources of local revenue: tax and non-tax
- Key challenges in local government financing
- Policy and institutional frameworks
- **Case Study:** Kenya’s county government revenue strategies

Module 2: Local Taxation Systems

- Fundamentals of tax policy at sub-national level
- Enhancing efficiency in local tax collection

- Property tax systems and valuation
- Informal sector taxation models
- Improving tax equity and fairness
- **Case Study:** South Africa's property tax reform

Module 3: Digital Transformation in Revenue Administration

- Role of technology in modern tax systems
- E-taxation platforms and mobile payment solutions
- Digital ID integration for taxpayers
- Blockchain applications in revenue administration
- Data analytics for revenue forecasting
- **Case Study:** Rwanda's e-taxation model

Module 4: Non-Tax Revenue Sources

- User fees and service charges
- Local licenses and permits
- Public asset management for revenue generation
- Innovative financing: bonds and levies
- Strategies for enhancing non-tax compliance
- **Case Study:** Lagos State's land use charge

Module 5: Public-Private Partnerships (PPPs) in Revenue Mobilization

- PPPs as a tool for sub-national revenue generation
- Models of PPP implementation
- Risks and opportunities in PPP frameworks
- Regulatory frameworks for PPPs
- Building trust with private sector partners
- **Case Study:** Uganda's municipal PPP initiatives

Module 6: Strengthening Compliance and Reducing Tax Evasion

- Common drivers of tax evasion and avoidance
- Compliance enforcement mechanisms
- Role of audits and inspections
- Incentives for voluntary compliance
- Citizen engagement in compliance improvement
- **Case Study:** Ghana's tax compliance improvement program

Module 7: Enhancing Fiscal Accountability and Transparency

- Importance of accountability in fiscal management
- Public expenditure tracking tools
- Participatory budgeting and citizen oversight
- Institutional reforms for transparency
- Anti-corruption measures in revenue administration
- **Case Study:** Tanzania's open government initiative

Module 8: Developing Revenue Mobilization Strategies

- Designing integrated revenue strategies
- Medium-Term Revenue Framework (MTRF)
- Revenue forecasting and planning tools
- Linking revenue with service delivery outcomes

- Monitoring and evaluation systems
- **Case Study:** Ethiopia's local government revenue strategy

Training Methodology

- Interactive lectures with real-world insights
- Group discussions and peer-to-peer learning
- Case study analysis from global best practices
- Practical exercises and simulations
- Development of individual action plans

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	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

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Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com