Training Course on Foreign Direct Investment Strategies and Country Risk Analysis

Professional Development Training Course Outline

Category	CEOs and Directors	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today's interconnected global economy, **Foreign Direct Investment (FDI)** stands as a pivotal engine for **economic growth, technology transfer, and job creation**. As businesses increasingly seek to expand their global footprint and diversify market access, understanding the intricacies of FDI strategies becomes paramount. Training Course on Foreign Direct Investment Strategies and Country Risk Analysis provides a deep dive into the strategic considerations for attracting, facilitating, and managing FDI, equipping participants with the knowledge to identify lucrative investment opportunities and navigate complex international landscapes.

However, the pursuit of international ventures is inherently accompanied by diverse **country risks**. From political instability and regulatory hurdles to economic volatility and cultural nuances, these risks can significantly impact the success of FDI projects. This program integrates robust **country risk analysis methodologies**, enabling participants to assess, mitigate, and manage potential threats effectively. Through practical case studies and real-world scenarios, attendees will gain actionable insights to make informed decisions, safeguard investments, and foster sustainable growth in a dynamic global environment.

Programme Curriculum

Training Course on Foreign Direct Investment Strategies and Country Risk Analysis

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Course Objectives

1. Analyze current **global FDI flows**, emerging markets, and key sectors attracting significant foreign capital.
2. Formulate effective strategies for **investment promotion**, targeting high-value FDI, and creating conducive business environments.
3. Evaluate **political risk, economic stability, regulatory frameworks**, and **geopolitical factors** impacting investment decisions.
4. Understand and address **supply chain risks, labor market dynamics**, and **environmental regulations** in host countries.
5. Gain expertise in **international investment agreements, bilateral investment treaties (BITs)**, and dispute resolution mechanisms.
6. Design and implement **investment incentives, special economic zones (SEZs)**, and investor aftercare programs.
7. Explore the role of **FinTech, AI-driven analytics**, and **digital platforms** in enhancing FDI decision-making and risk management.
8. Integrate **ESG (Environmental, Social, Governance) factors** and **impact investing principles** into FDI strategies.
9. Conduct thorough **commercial and financial due diligence** for potential FDI projects.
10. Analyze **foreign exchange volatility** and implement **hedging strategies** to minimize financial exposure.
11. Enhance skills in **intercultural communication and negotiation tactics** for successful international partnerships.
12. Develop proactive strategies for managing **unforeseen geopolitical events and economic crises** affecting FDI.
13. Design strategies to maximize the **local economic impact of FDI** through supply chain integration and human capital development.

Organizational Benefits

- Equip teams with the foresight to identify and capitalize on **global investment opportunities** , leading to market expansion and revenue growth.
- Develop capabilities to proactively identify, assess, and mitigate **country-specific and project-level risks**, safeguarding assets and ensuring project success.
- Foster data-driven decision-making processes for **cross-border investments**, optimizing resource allocation and maximizing returns.

- Cultivate expertise in creating an **attractive investment climate**, leading to increased FDI inflows and stronger international partnerships.
- Improve efficiency in **FDI promotion and facilitation**, reducing administrative burdens and accelerating project implementation.
- Integrate the latest **risk assessment tools, data analytics techniques**, and **best practices in FDI management**.
- Upskill existing personnel in crucial **international business and finance domains**, fostering internal expertise and reducing reliance on external consultants.

Target Audience

1. Government Officials.
2. Corporate Executives
3. Investment Professionals
4. Economic Development Specialists
5. Financial Analysts
6. Legal and Advisory Professionals
7. Researchers and Academics.
8. Entrepreneurs and Business Owners

Course Outline

Module 1: Foundations of Foreign Direct Investment (FDI)

- Defining FDI: Types, characteristics, and distinguishing from portfolio investment.
- Historical trends and evolution of global FDI flows.
- Motivations for FDI: Market seeking, resource seeking, efficiency seeking, strategic asset seeking.
- Theories of FDI: OLI Paradigm, internalization theory, eclectic paradigm.
- **Case Study:** The rise of Chinese Outward FDI (OFDI) and its drivers.

Module 2: Global FDI Landscape and Trends

- Current global FDI patterns: Inflows, outflows, and regional distribution.
- Emerging markets as key FDI destinations and sources.
- Sectoral analysis of FDI: Greenfield vs. Brownfield investments.
- The impact of geopolitical shifts on FDI flows.
- **Case Study:** FDI trends in the Renewable Energy sector across different continents.

Module 3: Introduction to Country Risk Analysis

- Defining country risk: Political, economic, financial, and social dimensions.
- Methodologies for country risk assessment: Qualitative and quantitative approaches.
- Sources of country risk data and indices.
- Interplay between country risk and FDI decisions.
- **Case Study:** Analyzing the country risk profile of a nation experiencing political transition.

Module 4: Political Risk Assessment for FDI

- Types of political risk: Expropriation, policy changes, civil unrest, terrorism.
- Tools and frameworks for political risk forecasting.
- The role of governance, rule of law, and institutional quality.
- Mitigating political risks through insurance and strategic partnerships.

- **Case Study:** Assessing political risk for an investment in a volatile sub-Saharan African country.

Module 5: Economic and Financial Risk Analysis

- Key macroeconomic indicators for FDI assessment: GDP growth, inflation, interest rates, public debt.
- Exchange rate risk and currency convertibility issues.
- Financial market stability and banking sector health.
- Debt sustainability and sovereign risk.
- **Case Study:** Analyzing the economic and financial risks for FDI in an emerging market facing high inflation.

Module 6: Regulatory and Legal Environment for FDI

- International investment law: BITs, investment chapters in FTAs.
- Host country legal frameworks: Investment codes, company laws, taxation.
- Dispute resolution mechanisms: ICSID, UNCITRAL, national courts.
- Intellectual property rights protection and enforcement.
- **Case Study:** A multinational corporation facing a dispute over investment protection in a developing country.

Module 7: Strategic FDI Location Decisions

- Factors influencing location choice: Market size, labor costs, infrastructure, proximity to suppliers/customers.
- Agglomeration economies and industrial clusters.
- The role of special economic zones (SEZs) and free trade zones.
- Competitive bidding for FDI projects.
- **Case Study:** Why a major automotive manufacturer chose to locate a new plant in a particular emerging economy.

Module 8: Investment Incentives and Facilitation

- Types of investment incentives: Tax holidays, grants, subsidies, customs duty exemptions.
- Effectiveness and economic impact of incentives.
- Investment promotion agencies (IPAs) and their role.
- Post-investment support and investor aftercare.
- **Case Study:** Evaluating the success of an investment promotion agency in attracting significant FDI to its region.

Module 9: Due Diligence and Valuation for FDI

- Comprehensive due diligence process: Commercial, financial, legal, environmental.
- Valuation methodologies for cross-border acquisitions and greenfield projects.
- Assessing target company financials and market position.
- Risk-adjusted valuation techniques.
- **Case Study:** Performing due diligence on a target company for a cross-border acquisition in the tech sector.

Module 10: Mergers, Acquisitions, and Joint Ventures in FDI

- Strategic rationale for M&A and JVs in international expansion.
- Structuring cross-border M&A deals.

- Negotiating and managing international joint ventures.
- Post-merger integration challenges and best practices.
- **Case Study:** The challenges and successes of a cross-border merger in the telecommunications industry.

Module 11: Sustainable and Responsible FDI

- Integrating ESG factors into FDI decision-making.
- Impact investing and its role in sustainable development.
- Corporate social responsibility (CSR) in host countries.
- Addressing labor rights, environmental standards, and community engagement.
- **Case Study:** An FDI project focused on renewable energy with a strong emphasis on community development and environmental sustainability.

Module 12: Managing Operational Risks in FDI

- Supply chain resilience and diversification in international operations.
- Labor market analysis: Skills availability, wage rates, labor laws.
- Cultural intelligence and managing diverse workforces.
- Infrastructure development and logistics considerations.
- **Case Study:** A manufacturing company overcoming supply chain disruptions and labor challenges in a new FDI location.

Module 13: Repatriation of Profits and Exit Strategies

- Regulations on capital repatriation and profit remittance.
- Currency controls and foreign exchange restrictions.
- FDI exit strategies: Divestment, liquidation, sale of assets.
- Managing the legal and financial aspects of exit.
- **Case Study:** A foreign investor successfully navigating repatriation challenges and executing an orderly exit from a market.

Module 14: Digitalization and Future of FDI

- Impact of Industry 4.0 and emerging technologies on FDI patterns.
- Data analytics and AI for FDI prospecting and risk assessment.
- Blockchain technology in international finance and transactions.
- The rise of digital nomads and remote work impacting service FDI.
- **Case Study:** How a country is leveraging digital infrastructure and e-governance to attract technology-driven FDI.

Module 15: Developing a Comprehensive FDI Strategy

- Integrating all elements: Attraction, risk management, post-investment.
- Crafting a compelling value proposition for potential investors.
- Building effective stakeholder relationships (government, local communities).
- Measuring FDI impact and adapting strategies.
- **Case Study:** Developing a national FDI strategy for a country aiming to diversify its economy.

Training Methodology

This training course will employ a highly interactive and practical methodology to ensure maximum learning and engagement. The approaches include:

- **Expert-Led Lectures:** Concise and focused presentations delivering core concepts and theoretical frameworks.
- **Interactive Discussions:** Open forums for participants to share experiences, ask questions, and engage with facilitators and peers.
- **Real-World Case Studies:** In-depth analysis of successful and challenging FDI projects from diverse sectors and geographies.
- **Group Exercises and Workshops:** Collaborative problem-solving activities to apply learned concepts to practical scenarios.
- **Simulations and Role-Playing:** Hands-on experience in negotiation, risk assessment, and decision-making in a simulated environment.
- **Guest Speakers:** Insights from industry leaders, government officials, and experienced practitioners in FDI and international risk.
- **Q&A Sessions:** Dedicated time for addressing specific participant queries and concerns.
- **Pre-Course Readings and Post-Course Resources:** Supplementary materials to enhance learning before and after the program.

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 CONS

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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