



**MEFMI**

Macroeconomic and Financial Management  
Institute of Eastern and Southern Africa



## 2025 BUSINESS DEVELOPMENT UNIT PROSPECTUS

MEFMI

YOUR TRUSTED CAPACITY BUILDING PARTNER

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MEMBER COUNTRIES



# Finance for Supply Chain Professionals

## Workshop Finance for Supply Chain Professionals

### Date

24 – 28  
February 2025

### Venue

Johannesburg,  
South Africa

### Fee

USD1,000  
Per Participant

### Language

English

### Background

Understanding financial statements and key metrics allows supply chain professionals to effectively communicate with finance teams, collaborate on projects, and gain buy-in for their initiatives. Every decision in the supply chain has financial implications. By understanding costs, pricing strategies, and the impact of working capital, supply chain professionals can make data-driven decisions that optimise efficiency and profitability. Finance training equips professionals to analyse financial data and identify areas for cost reduction. This can involve optimising inventory levels, negotiating better payment terms with suppliers, and exploring cost-saving opportunities throughout the supply chain.

### Course Objectives

- To equip participants with a foundational understanding of financial concepts critical for effective supply chain management; and
- To equip participants with skills to analyse financial data, assess the financial impact of their decisions, and collaborate effectively with finance teams.

### Course Content

- Introduction to Financial Management in Supply Chain;
- Financial Statements and Analysis;
- Cost Concepts and Analysis;
- Capital Budgeting and Investment Analysis;
- Working Capital Management;
- Supply Chain Financing;
- Risk Management and Insurance;
- Performance Measurement and Metrics;
- Emerging Trends in Supply Chain Finance; and
- Case Studies.

### Target Group

Supply chain professionals (planners, buyers, logistics coordinators). Any professional seeking to understand the financial aspects of supply chain management.

### NB

*Tuition fees cover tuition, training materials, lunch and refreshments only.*





# Executive Leadership Development

# Workshop Executive Leadership Development

## Date

24 - 28  
March 2025

## Venue

Port Louis,  
Mauritius

## Fee

TBA

## Language

English

## Background

Effective leadership hinges on understanding oneself and others. Leaders should develop emotional intelligence, build self-confidence, and navigate complex situations with resilience. Leaders need to communicate visions, inspire teams, and influence stakeholders. Leaders do not succeed in isolation. It is important that leaders develop their coaching and mentoring skills to empower teams, foster collaboration, and cultivate a culture of high performance.

## Course Objectives

- To equip senior leaders with the advanced skills and knowledge needed to navigate complex business challenges and drive organisational success in today's dynamic environment; and
- To provide participants with a deeper understanding of themselves, enhance their strategic thinking, and develop their ability to inspire and motivate high-performing teams.

## Course Content

- Leading with Vision and Strategy;
- Self-Awareness and Emotional Intelligence;
- Effective Communication and Influence;
- Coaching and Developing High-Performing Teams;
- Strategic Decision Making and Problem-Solving;
- Business Acumen and Financial Literacy;
- Building and Maintaining Ethical Leadership;
- Leading with Influence and Negotiation;
- Leading Through Disruption and Change; and
- Executive Coaching and Action Planning.

## Target Group

CEOs, COOs, CFOs, Senior managers on the cusp of executive leadership roles, and Leaders seeking to enhance their strategic vision and influence

## NB

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# **Ethics, Governance and Credit Risk Management**

# Workshop Ethics, Governance and Risk Management

## Date

5 - 9  
May 2025

## Venue

Mbabane,  
Eswatini

## Fee

USD1,000  
Per Participant

## Language

English

## Background

Understanding ethical principles helps one to navigate complex situations and make choices that align with one's values. By instituting good governance practices and proactively identifying and managing risks, organizations can achieve their strategic objectives while avoiding costly fines, lawsuits, and reputational damage. Operating ethically and with good governance builds trust with investors, customers, employees, and the wider community.

## Course Objectives

- To define and explain the core concepts of ethics, governance, and risk; management;
- To identify the importance of ethical behaviour in organisational decision-making;
- To understand the principles of good governance and their impact on organisational success;
- To develop a framework for identifying, assessing, and mitigating organizational risks; and
- To explore tools and strategies for promoting ethical conduct and effective risk management within an organisation.

## Course Content

- Understanding ethical principles and frameworks;
- Identifying ethical dilemmas in the workplace;
- Making ethical decisions;
- Reporting unethical behaviour;
- Understanding the role of governance in organisations;
- Different governance structures;
- Effective board practices;
- Corporate social responsibility;
- Identifying and assessing risks;
- Risk mitigation strategies;
- Developing a risk management plan;
- Compliance and regulatory requirements; and
- Case studies.

## Target Group

Professionals at all levels who want to gain a deeper understanding of ethics, governance, and risk management principles.

## NB

*Tuition fees cover tuition, training materials, lunch and refreshments only.*



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# Communications For Central Banks And Financial Services Sector

## Workshop Communications for Central Banks and Financial Services Sector

### Date

12 - 16  
May 2025

### Venue

Zanzibar,  
Tanzania

### Fee

USD1,000  
Per Participant

### Language

English

### Background

In today's competitive landscape, strong communication skills are a distinguishing factor for professionals. Financial services involve complex products and concepts. Skilled communication allows professionals to explain financial information clearly and concisely, ensuring clients understand their options and make informed decisions. Strong communication skills are essential for building strong client relationships. By actively listening, addressing concerns, and tailoring communication styles, professionals can create lasting and positive relationships. Learning effective communication strategies for online platforms, social media, and video conferencing allows professionals to stay relevant and connect with clients. Communication plays a vital role in regulatory compliance. Understanding clear and concise communication protocols helps professionals avoid misunderstandings and potential legal or financial risks.

### Course Objectives

- To develop core communication competencies essential for success in the financial services sector.
- To provide participants with skills to develop compelling narratives that distill complex financial concepts into clear, concise language tailored to diverse stakeholder groups.
- To enable participants to navigate intricate communication challenges, including crisis management, regulatory compliance, and reputation management in the financial sector.

### Course Content

- Effective communication principles
- Financial writing and reporting
- Financial storytelling
- Crisis and Reputation Management
- Leveraging Digital and Virtual Communications for finance
- Crafting compliant communications & Managing regulatory relationships
- Developing a communication strategy
- Change management and communication
- Financial literacy and inclusion
- Communicating ESG performance and progress
- Metrics and measurement for communication effectiveness
- Media relations and management

### Target Group

Financial advisors, wealth managers, loan officers, client service representatives, account managers, financial analysts and researchers marketing and branding teams, financial journalists and media,

### NB

*Tuition fees cover tuition, training materials, lunch and refreshments only.*





# Combating Money Laundering

# Workshop Combating Money Laundering

## Date

16 – 20  
June 2025

## Venue

Cape Town,  
South Africa

## Fee

USD1,000  
Per Participant

## Language

English

## Background

Money laundering and the financing of terrorism are issues of great concern, with profound economic and social implications globally. The United Nations Office on Drugs and Crime estimates that about 2 - 5 percent of global GDP (or USD800 billion - USD2 trillion) is laundered annually. At a broad level, money laundering diverts resources from economically and socially productive uses, thus negatively impacting the national and international financial sector. It undermines the legitimacy and integrity of the private sector and financial markets, creates economic distortions and instability, reduces revenues that could be available for implementing development programmes and projects, and creates significant reputational risks for organisations and countries.

Tackling the above-mentioned challenges requires a concerted approach by various stakeholders. There is need for regulators at both local and international level to promulgate relevant laws, guidelines, directives and recommendations on anti-money laundering and financing terrorism. The financial sector players need to develop and implement programmes that mitigate the adverse effects of criminal economic activity and promote integrity and stability in financial markets.

## Course Objectives

- To impart knowledge to participants on the key aspects of Anti-Money Laundering (AML) and Counter-Terrorism Financing (CTF), enabling them to identify, report, and prevent money laundering and the financing of terrorism. This training will help participants protect themselves and their institutions against the associated risks.

## Course Content

- Overview of money laundering and terrorist financing;
- International context of AML and CTF;
- International and local Anti-Money Laundering legislation;
- Risk based approaches.
- Compliance strategies;
- Recognising and reporting suspicious transactions;
- Money laundering detection techniques;
- Roles and responsibilities of accountable institutions;
- AML topologies;
- Customer due diligence;
- Records management;
- Implementation of UNSCR regulations; and
- Case studies.

## Target Group

Junior and middle level staff from banking, mobile financial services, wealth management institutions, middle and back-office personnel, front office personnel, compliance and risk officers, regulators, investigations and security management. communication skills for the financial services industry.

## NB

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# Cyber Security in the Financial Services Sector

## Workshop Cyber Security in the Financial Services Sector

### Date

21 – 25  
July 2025

### Venue

Nairobi,  
Kenya

### Fee

USD1,000  
Per Participant

### Language

English

### Background

While the world is dealing with the effects of the COVID pandemic and companies are scaling up their ICT systems to the cloud to enable remote access, another global pandemic called the “cyber-security pandemic” has been emerging. The shift by companies and organisations to new services and systems has allowed larger volumes of transactions to be executed remotely. The adoption of these new and relevant systems has increased the threat surface and scope for cybercriminals. Several global companies have fallen victim to cyber-security incidents.

The financial services sector is a fertile ground for cyber-criminals as it deals with, movement of funds, access to money, personal information and investments making them potential conduits for cybercrime. In this regard, there is need for organisations to strengthen monitoring, configuration of security devices, adopt security strategies and systems, and improve human capacity to enhance resilience to cyber-crime.

### Course Objectives

- To raise participants’ awareness on the motives and methods behind cyber financial crimes and equip them with tools for detection, conducting judicially valid and admissible investigations, reporting and prevention techniques, as well as managing necessary internal and external controls.

### Course Content

- Current and emerging cyber financial crime threat landscape and fraud topologies;
- Impact of cyber financial crimes on firms and the financial services sector;
- Relevant legislation;
- Key security methods used to prevent cyber financial crime;
- Warning signs of cyber financial crime;
- Ethical considerations in financial fraud prevention;
- Anti-fraud measures;
- Investigating suspected fraudsters;
- Investigations into social media, malware, viruses, and ransomware; and
- Detection and prevention of Money Laundering.

### Target Group

Senior and middle level professionals in the following departments/units: internal audit, risk management, security, legal, regulatory compliance, operations and finance.

### NB

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# RISK MANAGEMENT



## Fundamentals of Credit Risk Management

# Workshop Fundamentals of Credit Risk Management

## Date

25 - 29  
August 2025

## Venue

Kampala,  
Uganda

## Fee

USD1,000  
Per Participant

## Language

English

## Background

It is crucial for financial institutions, including commercial banks, investment banks, and microfinance institutions, to effectively manage their credit to reduce financial risks. These risks include the possibility of default or non-repayment by borrowers. As lenders, financial institutions play a vital role in providing loans to businesses, which inherently involves credit risk.

## Course Objectives

- To equip participants with the requisite knowledge and skills to manage financial risks and minimise bad debts; and
- To equip participants with the knowledge and skills to understand and apply credit assessment policies and their control mechanisms.

## Course Content

- Definition and importance of credit management;
- Objectives and key players in credit management;
- Effective credit and collection policies;
- Credit application and approval process;
- Credit Analysis and Risk Assessment;
- Negotiation & reconciliation techniques;
- Improve cash flows with effective credit control management;
- Identify insolvency signs and take appropriate action;
- Counter debtor delay tactics;
- Understanding the legal procedures in debt recovery; and
- Application of automation in CRM process.

## Target Group

Credit Officers, Investment Bankers, Management Consultants, Bond Credit Analysts, Fixed Income/Credit Traders, Fund Managers, Treasurers, Compliance Officers, Risk Managers, and Financial Decision Makers in Companies.

## NB

*Tuition fees cover tuition, training materials, lunch and refreshments only.*



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# Artificial Intelligence in Finance

## Workshop Artificial Intelligence in Finance

### Date

22 – 26  
September 2025

### Venue

Livingstone,  
Zambia

### Fee

USD1,000  
Per Participant

### Language

English

### Background

AI is transforming the financial landscape. By understanding AI, finance professionals can leverage its capabilities to gain an edge in areas like algorithmic trading, fraud detection, and personalised financial services. AI can automate repetitive tasks such as data entry, portfolio rebalancing, and regulatory compliance checks. This frees up valuable time for professionals to focus on higher-level strategic initiatives.

### Course Objectives

- To equip finance professionals with a foundational understanding of Artificial Intelligence (AI) and its applications within the financial sector;
- To provide insights into key AI techniques and explore how AI is transforming financial processes; and
- To impart knowledge to participants how to leverage AI to enhance decision-making, optimise operations, and gain a competitive edge.

### Course Content

- Introduction to AI;
- Machine Learning Fundamentals;
- AI Applications in Investment Management;
- AI Applications in Insurance;
- AI in Risk Management and Regulatory Compliance;
- Natural Language Processing (NLP) for Finance;
- AI in Fintech and the Future of Finance; and
- Practical Considerations for Implementing AI in Finance.

### Target Group

Financial analysts, Portfolio managers, Risk management professionals, Investment Bankers, Wealth advisors, Insurance professionals, and any other professional in the financial sector seeking to understand AI.

### NB

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# Office Management and Administration

# Workshop Office Management and Administration

## Date

20 – 24  
October 2025

## Venue

Johannesburg,  
South Africa

## Fee

USD1,000  
Per Participant

## Language

English

## Background

Effective and efficient office administration lies at the heart of every successful organisation. In an ever-evolving world, it is vital that administrators develop their knowledge and experience on the inner workings of a business to help it run smoothly in the day-to-day operations.

## Course Objectives

- To empower participants with skills and knowledge on how to manage an office effectively and efficiently thereby contributing to their organizations as well as their own growth and success.

## Course Content

- The role and responsibilities of an effective office administrator;
- Developing an Effective Office Management System;
- Becoming a 'Star Administrator' in the Office;
- Developing a Customer-Centric Mind-set;
- Office Technology and Software Applications;
- Event and Travel Management;
- Business Meetings;
- Time Management and Prioritisation;
- Telephonic Skills as an Office Administrator; and
- Emotional Intelligence.

## Target Group

Office Administrators, Office Managers, Office Assistants, Administrative Supervisors, Executive Secretaries and Personal Assistants.

## NB

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# Advanced Risk-Based Auditing

## Workshop Advanced Risk-Based Auditing

### Date

17 – 21  
November 2025

### Venue

Gaborone,  
Botswana

### Fee

USD1,000  
Per Participant

### Language

English

### Background

It is important that auditors have the fundamental knowledge needed to become effective in performing risk-based internal audits. Risk-based audits provide valuable insights into the likelihood and severity of potential risks, allowing for better decision-making. Regular risk assessments help organisations to stay on top of evolving regulations and industry best practices. Risk-based audits demonstrate a commitment to proactive risk management, which can boost confidence among investors, creditors, and other stakeholders.

### Course Objectives

- To equip participants with an understanding of the role of the internal auditor in risk-based auditing;
- To identify key risk and risk management concepts and principles, along with internal and external influences on risk; and
- Enable participants to recognise well-known risk frameworks, including COSO and ISO 31000, and explain the importance of risk appetite and risk tolerance.

### Course Content

- Advanced Risk Management Techniques;
- Data Analytics for Auditing;
- Risk Assessment Frameworks;
- Audit Planning & Risk-Based Approach;
- Internal Controls & Risk Mitigation;
- Audit Procedures & Techniques;
- Reporting & Communication;
- Internal Audit & COSO Frameworks;
- Emerging Risks & Technologies; and
- Advanced Audit Techniques.

### Target Group

Board members (especially risk and audit committee chairs and members), Chief Risk Officers, Heads of market, Credit, and Operational Risk, Head of Risk Management, Chief Compliance Officers, Chief Audit Officers, Chief Financial Officers, Actuaries, Treasurers, Auditors (External & Internal), Bank regulators and examiners, and Risk management consultants.

### NB

*Tuition fees cover tuition, training materials, lunch and refreshments only.*





# Technical Report Writing & Presentation Skills

## Workshop

# Technical Report Writing & Presentation Skills

**Date**

1 - 5  
December 2025

**Venue**

Johannesburg,  
South Africa

**Fee**

USD1,000  
Per Participant

**Language**

English

### Background

It is imperative that staff in every organisation are able to craft presentations which demonstrate professionalism and help to reinforce an organisation's corporate image. Effective and good presentation skills help eliminate miscommunication, enhance impact of messages, keep audiences engaged and help the presenter communicate with confidence. The ability to communicate effectively will help accomplish the desired organisational goals.

Technical writing is an essential element for many industries and plays an important role in communicating complex information to a specific audience. Technical writers are responsible for creating documents that are accurate, informative, and easy to understand.

### Course Objectives

- To develop participants' ability to prepare and deliver powerful, well-structured and captivating presentations that will ensure the effective impact of messages. Participants will also learn to convey complex information in a simple manner.

### Course Content

- Foundations of Technical Writing;
- Research and Data Analysis;
- Technical Report Writing Techniques;
- Introduction to Presentation Skills;
- The Art of Presenting;
- Structuring and Planning Your Presentation;
- The Power of Body Language & Voice;
- Using Effective Questioning & Answer Techniques; and
- Effective Delivery Techniques.

### Target Group

Economists, Researchers, and other technical professionals, Project managers, Analysts, Professionals seeking to improve their writing and presentation skills for career advancement, and anyone who needs to communicate technical information.

**NB**

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