



Baden International Business School
Switzerland



Training Workshop Module on **Financing Business**

Location: Baden International Business School, Baden, Switzerland

Date, workshop duration and fee: To be established in consultation with the group of participants depending upon the depth required and the inclusion of other modules in the training programme.

Content: This training module examines different ways and sources of business financing, and analyses their appropriateness and advantages / disadvantages for different business cases. Ways and sources examined include:

- ◆ Venture Capital;
- ◆ Funding from Multilateral Development Organisations;
- ◆ Business Angels;
- ◆ Commercial bank loans;
- ◆ Stock exchange;
- ◆ Mezzanine Financing;
- ◆ Government Funds;
- ◆ Alternative ways of financing (Financing through the supply chain, Financing by the client, Lease Financing, Counter trade, Factoring, Friends and Relatives, PPP - Private Public Partnerships, Incentives provided by local authorities);
- ◆ Financial engineering considerations & processes;
- ◆ Financing International Trade (Methods of Payment in International Trade, Cash-in-Advance, Letters of Credit, Documentary Collections, Open Account, Export Working Capital Financing, Government-Guaranteed Export Working Capital Programs, Export Credit Insurance, Export Factoring, Forfaiting, Government Assisted Foreign Buyer Financing);
- ◆ Case studies.