

# Train-The-Trainer Component: Detailed Information

## What are the main differences between the Investment Readiness and Impact Management Train-The-Trainer Programmes?

You can choose to participate in one or both of our Train-The-Trainers Programme on Investment Readiness and Impact Management. The two Programmes will differ slightly:

- **The Investment Readiness Programme:** The selected incubators will attend a series of online workshops to be held between mid-May and the end of July 2022 (exact dates TBD). Incubators will be trained on the following topics:
  - social problem and solution,
  - market and distribution/growth and scaling,
  - financing and forecasting
  - investor approach/investor selection,
  - management presentation,
  - investor due diligence/negotiation,
  - innovative finance instruments.

Upon completion of Train-the-Trainer workshops, incubators must pass the IR Theoretical Exam and a Trainer Assessment prior to being eligible to apply as a service provider for the Voucher Scheme programme.

- **The Impact Management Programme:** The selected incubators will attend a series of online workshops to be held between mid-May and the end of July 2022 (exact dates TBD). Incubators will be trained on the following topics:
  - impact planning (impact model, customer promise sheet, theory of change),
  - data collection (customer touchpoint approach, data collection plan),
  - data analysis and review system,
  - impact reporting.

Upon completion of Train-the-Trainer workshops, incubators must pass the IM Theoretical Exam and Trainer Assessment prior to being eligible to apply as a service provider for the Voucher Scheme Programme.

Incubators are welcome to apply to one or both of the Programmes as long as they are ready and willing to offer these services to impact enterprises in the near future. You can find more information on the application and eligibility requirements below.

## Programme Timeline and Content

The Train-The-Trainer Programme is targeted at incubators in Bangladesh. Due to the pandemic and ongoing contact restrictions, training workshops have been carried out in an online format since last year. As a participant, you will take part in a series of online workshops conducted by local and international experts. You will also gain access to online workspaces and the Social Finance Academy platform to enhance and expand your online learning experiences. The online training and test



sessions for both the Investment Readiness and Impact Management Programmes will take place between mid-May and the end of July 2022.

Below is a tentative timeline and content for Impact Management Train-The-Trainer Programme:

IM TTT Session 1	Impact Planning (Lecture)	3 hrs
IM TTT Session 2	Impact Planning (Tutorial)	1.5 hrs
IM TTT Session 3	Collecting Data (Lecture)	2 hrs
IM TTT Session 4	Collecting Data (Tutorial)	1.5 hrs
IM TTT Session 5	Analysing Data / Reviewing Impact; Impact Reporting (Lecture)	3 hrs
IM TTT Session 6	Analysing Data / Reviewing Impact; Impact Reporting (Tutorial)	1.5 hrs
Eligibility Tests for Incubators as Service Provider	Theoretical Exam	2 hrs
	Trainers Assessment	2 hrs

Below is a tentative timeline and content for Investment Readiness Train-The-Trainer Programme:

IR TTT Module 0	Pre-Course Materials (Self-Study)	TBD
IR TTT Module 1	The IR Framework & Ecosystem	TBD
IR TTT Module 2	The Social Problem & Solution	TBD
IR TTT Module 3	Market & Distribution / Growth & Scaling	TBD
IR TTT Module 4	Financing & Forecast	TBD
Mid-term Exam		TBD
IR TTT Module 5	Deep Dive: Innovative Finance Toolkit	TBD
IR TTT Module 6	Investor Selection & Approach	TBD
IR TTT Module 7	Management Presentation	TBD
IR TTT Module 8	Investor Due Diligence & Negotiation	TBD
Final Exam		TBD

Roots of Impact, in partnership with LightCastle Partners, will deliver the training. The Programme will focus specifically on suitable approaches and solutions adapted to the local regulatory environment and economic context.

If you are eligible to proceed as a service provider to support impact enterprises in the subsequent Voucher Scheme Component, you will also continue to enjoy support on a regular basis as you integrate the tools and knowledge from the training into your advisory work for the impact enterprise.

