

Train-the-Trainer Overview

Biniyog Briddhi (“B-Briddhi”) strives to support a thriving impact ecosystem by building vital capacities, introducing catalytic funding and helping to shape an empowering framework for entrepreneurs, investors, accelerators, supporters and advocates. B-Briddhi is a gender-inclusive programme, as we firmly believe that inclusion will drive innovation. Through our capacity building pillar, we hope to foster the growth of a marketplace for professional services provided by incubators to impact enterprises.

Train-the-Trainer programme is designed to establish a strong foundation for service providers in two areas: Impact Measurement and Management (IMM) and Impact Investment Readiness (IIR) through training provided by IMM and IIR specialists.

Train-the-Trainer Outcome

The learning outcomes are to equip service providers with foundational knowledge and skills in supporting impact enterprises to (i) build a fully-functioning IMM system and (ii) raise impact investments on the theoretical level.

After passing a rigorous performance assessment in the Train-the-Trainer Programme, the successful Train-the-Trainer graduates become certified service providers and are eligible to participate in the Voucher Scheme Programme, where they can deliver a comprehensive (foundational) scope of IMM and IIR services to impact enterprises in real-world contexts.

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

- **The Impact Investment Readiness (IIR) Programme:** The selected service providers will attend a series of online workshops to be held between May and the end of August 2024 (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
- **The Impact Measurement & Management (IMM) Programme:** The selected service providers 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 management system
 - data analysis and review
 - decision-making report
 - revised theory of change
 - impact reporting



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

Programme Timeline and Content

As a Train-the-Trainer 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 e-learning platform to enhance and expand your online learning experiences.

Below are the training sessions for IMM Train-The-Trainer Programme:

Session 1	Impact Planning (Lecture)	3 hrs	May 6, 24
Session 2	Impact Planning (Tutorial 1)	1.5 hrs	May 20, 24
Session 3	Impact Planning (Tutorial 2)	1.5 hrs	June 3, 24
Session 4	Collecting Data (Lecture)	2 hrs	June 6, 24
Session 5	Collecting Data (Tutorial)	2 hrs	June 20, 24
Session 6	Analysing /Reviewing/ Reporting Impact (Lecture)	3 hrs	June 24, 24
Session 7	Analysing /Reviewing/ Reporting Impact (Tutorial)	2 hrs	July 8, 24
Session 8	IMM Toolkit Introduction + Additional Resources	1 hr	July 11, 24
Eligibility tests*	Final IMM Exam	2 hrs	July-Aug, 24
	IMM Trainers Assessment	2 hrs	

Note: to assess readiness to become certified service providers*

Below are the training sessions for IIR Train-The-Trainer Programme:

Session 0	Pre-Course Materials (Self-Study)	2 hrs	May 5, 24
Session 1	The IR Framework & Ecosystem	3 hrs	May 13, 24
Session 2	The Social Problem & Solution	2.5 hrs	May 27, 24
Session 3	Market & Distribution / Growth & Scaling	2 hrs	June 5, 24
Session 4	Financing & Forecast	2.5 hrs	June 10, 24
Mid-term Exam	Submission Deadline	13 days	June 27, 24
Session 5	Deep Dive: Innovative Finance Toolkit	2 hrs	July 3, 24
Session 6	Investor Selection & Approach	1.5 hrs	July 10, 24
Session 7	Management Presentation	2 hrs	July 16, 24
Session 8	Investor Due Diligence & Negotiation	2 hrs	July 24, 24
Eligibility tests*	Final IIR Exam	11 days	Aug 8, 24

Note: to assess readiness to become certified service providers*

Note: Each TTT participant will also spend approximately 2 hours per session to prepare and submit group assignments as required by your IMM and IIR trainer.

