

## TABLE OF CONTENTS

|                                                                                         |    |
|-----------------------------------------------------------------------------------------|----|
| 1. LEARNING OBJECTIVES.....                                                             | 7  |
| 2. PROCESS AND PACING .....                                                             | 8  |
| 3. INTRODUCTION .....                                                                   | 11 |
| 4. THE WORLD BANK AND INTERNATIONAL FINANCIAL INSTITUTIONS (IFIS) .....                 | 12 |
| 4.1 ECONOMIC DEVELOPMENT AND THE EDUCATION AND TRAINING INDUSTRY .....                  | 12 |
| 4.1.1 <i>International Niche Markets</i> .....                                          | 12 |
| 4.1.1.1 The International Financial Institutions(IFIs) regional agenda .....            | 14 |
| 4.1.2 <i>International Co-operation and International Financial Institutions</i> .....  | 15 |
| 4.1.2.1 Role of IFIs .....                                                              | 15 |
| List of Multi-lateral Development Banks and Their Headquarters : .....                  | 16 |
| 4.1.2.3 Why IFIs? .....                                                                 | 16 |
| 4.1.2.4 Longer term benefits of working with IFIs.....                                  | 16 |
| 4.1.2.5 How does an IFIs work, loaning money to developing economies? .....             | 17 |
| 4.1.2.6 How were these contracts awarded? .....                                         | 19 |
| 4.2 INTERNATIONAL FINANCIAL INSTITUTIONS (IFIS) .....                                   | 21 |
| 4.2.1 <i>World Bank and the Strategic Compact</i> .....                                 | 21 |
| 4.2.1.1 What does Globalisation mean for IFIs? .....                                    | 21 |
| 4.2.1.2 Removing obstacles to state reform.....                                         | 22 |
| 4.2.1.3 Was has changed since then? .....                                               | 23 |
| 4.2.2 <i>IFIs Services, Products and Infrastructure Contracts</i> .....                 | 25 |
| 4.2.2.1 What types of business opportunities arise from world bank-assisted projects .. | 25 |
| 4.2.3 <i>Role of Canadian Organisations and Small Business</i> .....                    | 28 |
| 4.2.3.1 Canadian Consultant Trust Fund .....                                            | 29 |
| 4.3 INTERNATIONAL BUSINESS OPPORTUNITIES.....                                           | 29 |
| 4.3.1 <i>Prospecting Strategies</i> .....                                               | 29 |
| 4.3.3.1 Which project is right for me? .....                                            | 29 |
| 4.3.1.2 How do you know what standing a country enjoys with the IFIs? .....             | 30 |
| 4.3.1.3 Marketing Tips .....                                                            | 31 |
| 4.3.1.4 Obtaining Early Market Intelligence .....                                       | 32 |
| 4.3.1.5 A successful sub-contracting approach.....                                      | 33 |
| 4.3.2 <i>The Importance of Partnerships</i> .....                                       | 34 |
| 4.3.2.1 How do partnerships work in IFIs contracting?.....                              | 34 |
| 4.3.3 <i>The Project Cycle</i> .....                                                    | 34 |
| 4.3.3.1 How does an interested company submit a bid? .....                              | 35 |