
INTERNATIONAL BUSINESS DEVELOPMENT

INTRODUCTION TO DEVELOPMENT FINANCE

1 day

IB0244

The goal of this course is to educate DFAIT staff members on the relevance of key international development institutions for Canada's international policy objectives.

At the end of this one-day training session, DFAIT staff will be able to:

- provide an overview of the international aid architecture, particularly the International Financial Institutions;
- explain how the Government of Canada is set up to deliver assistance; outline the importance of development institutions to the attainment of Canadian development, foreign and commercial policy objectives;
- identify issues and trends of interest to DFAIT;
- recognize the importance of sharing information on development activities and contacts.

Population: DFAIT staff (both political and trade) with limited knowledge and experience with development institutions. (May be of particular interest to staff working on developing country issues or being posted to a developing country)

Mode of Delivery: Classroom

INTRODUCTION TO INTERNATIONAL TRADE FINANCE

2 day

IB0241

This course examines the main financial tools available to Canadian exporters or investors for their activities abroad. This course will prepare the participants to understand challenges faced by firms in finding financing and how to be more proactive in assisting them when posted abroad. The course will cover fundamental concepts such as the export transaction process, international business risks, the commercial contract, sources of financing for the short, medium and long term, project financing, equity financing, Incoterms, and also programs and opportunities offered by EDC, CIDA, CCC and the Multilateral Development Banks.

Population: All employees who require this specialized training for their work

Mode of Delivery: Classroom

INVESTMENT DEVELOPMENT AND STRATEGIC ALLIANCES

2 days

IB0681

This course prepares trade officers for their investment development responsibilities abroad. Case studies and exercises will assist in identifying target companies, presenting investment opportunities to potential investors, and using the support network in Canada. It also includes a module on the variety of forms that strategic alliances can take and that can be used to implement mutually beneficial relationships between Canadian companies and foreign business partners. This course is required to register for Foreign Direct Investment (FDI) Promotion.

At the end of this course, participants will:

- have gained a better understanding of how clients make decisions on investment and strategic alliances;
- have a deeper appreciation of how investment and strategic alliances are critical to Foreign Affairs and International Trade Canada's work in support of international commerce;
- have developed a profile of their role in investment and strategic alliances.

Population: All new entry-level rotational officers; all rotational and non-rotational employees who require this specialized training for their jobs

Mode of Delivery: Classroom