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**ONLINE PUBLICATION OF  
'CAPACITY BUILDING FOR PARTNERSHIPS  
IN MICROFINANCE - TRAINER'S MANUAL'**

The Banking With the Poor Network and The Foundation for Development Cooperation is proud to announce the online publication of the Capacity Building for Partnerships in Microfinance - Trainer's Manual.

The Foundation for Development Cooperation, in partnership with the Banking with the Poor Network (BWTP) and with funding support from the Citi Foundation, has developed these materials as part of a larger multi-year programme, which aims to promote partnerships in the microfinance industry in the Asia-Pacific region and beyond. The programme is a natural extension of the objectives, activities and needs of the BWTP Network which centre on promoting partnerships and the exchange of ideas and know-how among its diverse group of members.

The workshop curriculum contained in the trainer's manual is designed to help MFIs develop strategies for entering into partnerships to extend outreach, increase the range of services and improve the quality of life of their clients. It is the result of preliminary workshops held in Delhi, Jakarta and Colombo. While this trainer's manual is aimed primarily at MFIs, those from the commercial banking sector and other stakeholders will also find these materials useful. There is no doubt that much can be learned from the huge body of work that has been built up around alliances in the business and public sectors. However, partnerships in the microfinance sector present their own unique possibilities and challenges. It is hoped that these training materials will go a long way to advancing the successful and innovative application of partnership approaches by and for MFIs.

The Capacity Building for Partnerships in Microfinance – Trainers Manual is subject to a simple registration process, upon which a username and log in details will be forward to interested organisations. The Trainer's Manual is available to registered users and all BWTP Network members free of charge.

To register and access the trainer's manual, click the link below:

- ❖ [Capacity Building for Microfinance Partnerships - Trainer's Manual](#)

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The BWTP Network is an initiative of [The Foundation for Development Cooperation](#)

The [Citi Foundation](#) is a supporter of the BWTP Network.



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## Capacity Building for Partnerships in Microfinance Workshop

- ❖ The BWTP network and the Foundation for Development Cooperation with support from our local partner Credit Development Forum are organising a symposium and workshop on linkages and partnerships in microfinance in Dhaka, Bangladesh. The workshop is sponsored by the Citi Foundation. The event will be held from the 24 to 26 February at BRAC Centre Inn in Dhaka. If you are in Bangladesh and interested in attending [click here](#).

In May from the 12 to 14 the BWTP Network is planning on holding another capacity building for partnerships in microfinance workshop in Ho Chi Minh, Vietnam.

## Asia Microfinance Forum 2008

- ❖ The Asia Microfinance Forum 2008 will be held in Hanoi, Vietnam at the Melina Hanoi Hotel from 26 to 29 August 2008. This major international event will focus on the latest opportunities to grow microfinance availability through linkages with the financial system, new partnerships and innovative applications of technology. A call for papers will be distributed shortly. Over the coming month's updated information regarding the event will be published in our newsletter and on our website.

## BWTP Technical Exchange

- ❖ The BWTP Network, through the technical program, expects to both improve the 'younger' members in the network, and also to build capacity in countries or areas where microfinance practice and industry is less developed. If your organisation is interested in receiving or providing technical assistance, contact us by email at [info@bwtp.org](mailto:info@bwtp.org). Further details about the program are available from [http://www.bwtp.org/Programs/Disseminating\\_Best\\_Practices.html](http://www.bwtp.org/Programs/Disseminating_Best_Practices.html).

## BWTP Member News

- ❖ **Banking on the Future: An Interview with Chandula Abeywickrema from Hatton National Bank in Sri Lanka**  
Hatton National Bank (HNB) is a leading commercial bank in Sri Lanka. The bank was created in 1888 to cater to the investors in large-scale tea plantations as well as to the small savers amongst the plantation workers. It became popular in the rural hills area, working through mobile banks and undertaking special services to targeted client groups. Today HNB builds on this heritage by offering innovative school banking products that promote savings by the younger generation. To view the interview with Deputy General Manager and BWTP Chairman Chandula Abeywickrema [click here](#).
- ❖ **The 50 Top Microfinance Institutions**  
Forbes Magazine recently compiled its first-ever list of the Top Microfinance Institutions. The data was sourced from The MIX, Micro-Credit Ratings and MicroRate, to rank the top 50 microfinance institutions (from a field of 641 reporting microfinance providers) against six key variables. A copy of the article is [available here](#).  
The BWTP Network would like to congratulate the following BWTP Members who were ranked as follows:
  1. ASA (Bangladesh)
  2. Bandhan (India)
  35. Shakti Foundation for Disadvantaged Women
  50. Sanasa Development Bank

❖ **TSPI wins Best NGO Award**

The start of the New Year was indeed remarkable for TSPI as it was awarded by the Technical Skills and Development Authority (TESDA) as the best Non- Government Organization (NGO) in Pangasinan, one of Philippines' Northern provinces. TESDA has been a long-time partner of TSPI in delivering trainings for livelihood programs of clients in various areas in the Philippines. This partnership contributes to the enhancement of clients' knowledge and skills in starting and growing their enterprises. In this connection, TSPI started its operation in Pangasinan since March 1997 and as of December 2007, TSPI's total client outreach in the province has already reached 33,517, delivered through 9 branches. [More...](#)

❖ **2007 Mix Global 100: Rankings of Microfinance Institutions**

A recent report released by the Microfinance Information eXchange focuses on ranking the top performing microfinance institutions throughout the developing world. A copy of the report is [available here](#).

The BWTP Network would like to congratulate the following BWTP Members who were listed in the composite rankings.

6. Bandhan (India)
13. ASA (Bangladesh)
14. FMFB (Pakistan)

❖ **Sajida Foundation wins ICAB National Award**

Congratulations to the Sajida Foundation of Bangladesh on being evaluated 2nd in the 7th ICAB National Awards in December for Best Published Accounts and Reports 2006 in the NGO/MFI sector. The Institute of Chartered Accountants of Bangladesh (ICAB) as the regulatory body of the Accountancy Profession in the country, evaluates the published accounts and financial statements of NGOs/MFIs in the country each year. The awards aim to recognise the maintenance of auditing and compliance accounting standards in Bangladesh. The award is recognition of the professionalism and transparency of the Sajida Foundation, a valued BWTP member.

## Microfinance News

❖ **IBM Podcast Series for 2008 Features Microfinance**

IBM has launched its 2008 podcast series "IBM and the Future of...". The series presents interviews with thought leaders on how technology will change different aspects of everyday life. They also examine how shifting economics can dramatically alter performance and value. The first podcast on microfinance features Jessica Flannery, co-founder of Kiva.org and Kevin Thompson from IBM's corporate citizenship and corporate affairs. To know more and to access the podcasts, please [click here](#).

❖ **Microfinance Passport launched**

During December, Plural India announced the launch of its "Microfinance Passport" initiative. "Microfinance Passport" is the first of its kind four month distance learning course for those interested in the emergent field of microfinance. The course comprises two comprehensive modules spanning an expansive range of topics in microfinance, both at the macro and micro level, Freestyle (debate sessions) and GroundZero (field visits to partner microfinance institutions). [More....](#)

## Microfinance Publications

- ❖ **How MFIs and their Clients Can Have a Positive Impact on the Environment**  
This paper was prepared by Green Microfinance in 2006 for the Microcredit Summit. The article examines whether microfinance can contribute towards eradicating extreme hunger and poverty while simultaneously contributing to ensure environmental sustainability. The authors argue that microfinance can, and should, contribute to a healthier natural environment for the benefit of the poor. To read a copy of the article [click here](#).
  
- ❖ **Summary Microfinance and the Environment: Setting the Research and Policy Agenda**  
This paper is a summary from the 2006 Green Microfinance Wharton Roundtable aimed to further explore the ways in which the microfinance industry can continue to grow as an agent for the end of poverty and a healed environment. To view a copy of the article [click here](#).

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