



## Welcome to LinkEd! We link people to education – get LinkEd!

LinkEd is the e-learning platform of the Frankfurt School of Finance & Management. With LinkEd Frankfurt School the educational programmes of the Frankfurt School can be accessed from all over the world, allowing you to take part in our educational programmes, regardless of physical, political and economic boundaries.

Education is central to development - both in the sense of personal advancement and the wider context, defined as the development of nations. The Frankfurt School of Finance & Management e-learning programmes help you to systematically and successfully develop your qualifications and to build your career while recognizing the social function of education.

**The second run of the India-focused “Certified Expert in Microfinance” will start in March 2011. During 2011, new international programmes in microfinance and SME finance will be added.**

Interested? Have a look at [www.linked.fs.de](http://www.linked.fs.de) and choose your e-learning programme!

For further information please contact your:

### LinkEd Team

Sonnemannstraße 9-11  
60314 Frankfurt am Main  
Tel.: +49 (0)69 154008-624  
Fax.: +49 (0)69 154008-670  
Email: [linked@fs.de](mailto:linked@fs.de)

“Frankfurt School of Finance & Management is a leading private business school and advisory institute in Germany with more than 50 years of experience in consulting, qualification, capacity building and training services in all areas of banking and finance.



We have successfully managed and implemented development finance projects worldwide for a wide range of clients, such as the major international development finance institutions. One of our core focuses is MSMEs finance-related issues and improvement of MFI staff’s competencies to support increased access to finance for low-income population in developing countries and emerging markets.

If you want to learn more about us have a look at [www.frankfurt-school.de](http://www.frankfurt-school.de)”

Fatma Dirkes  
Head of International Advisory Services  
Frankfurt School of Finance & Management

## Welcome to our LinkEd e-learning programme: Certified Expert in Microfinance

Are you familiar with tools and techniques for improving the operations of your MFI? Are you able to lead your MFI in times of growing competition? Do you look for chances to improve your skills and knowledge in the area of microfinance in a flexible study pace?

The **Frankfurt School of Finance & Management** has designed **an exclusive e-learning programme tailored to the needs of middle and upper management of Indian MFIs**. We combine international best practice with extensive regional expertise. The 5-month certification course is adapted to your working context with sufficient flexibility to follow your own schedule. We deliver contents that help you to immediately improve your daily job performance as well as the performance of your institution. The cooperation with **ACCESS Development Services** in India brings additional direct input from the Indian market.

### Your success is our inspiration!

We offer you:

- 7 modules incl. self-assessment tests, exercises and case studies
- Discussion forum and discussion events
- Final examination will be held in ACCESS local office in India in the following cities:  
New Delhi, Bhopal, Kolkata, Secunderabad and Jaipur.
- Frankfurt School certificate confirming your successful completion of the programme

### Course content 2011

**Module 1: Microfinance – International Trends and Best Practice**

**Module 2: Managing Micro Credits**

**Module 3: Managing Micro Savings and Micro Insurance**

**Module 4: Risk Management**

**Module 5: Marketing and Sales**

**Module 6: Financial and Social Performance Management**

**Module 7: Management of Human Resources**



**Interested?  
Register now at  
[www.linked.fs.de](http://www.linked.fs.de)**

**The next India-focused  
Certified Expert in  
Microfinance will start on**

### Tuition fees:

Register before January 31, 2011 and **benefit from our early bird registration fee of 249,- EUR.**

Regular registration fee is 299,- EUR.

For further information please have a look at [www.linked.fs.de](http://www.linked.fs.de) or contact us:

### LinkEd Team

Tel.: +49 (0)69 154008-624

Fax.: +49 (0)69 154008-670

Email: [linked@fs.de](mailto:linked@fs.de)