Informal Sector Taxation Strategies Training Course

Professional Development Training Course Outline

Category	Taxation and Revenue	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The informal sector represents a large share of economic activity and employment in many countries, yet it remains significantly under-taxed due to limited formal registration, weak administrative systems, and low voluntary compliance. Informal Sector Taxation Strategies Training Course equips participants with the skills, frameworks, and policy insights needed to design, implement, and manage effective taxation strategies tailored for informal sector dynamics. Participants will explore challenges, behavioral drivers, compliance barriers, revenue mobilization options, and stakeholder engagement approaches that support sustainable and equitable taxation reforms.

The course combines practical case studies, policy simulations, and evidence-based methodologies to strengthen participants' ability to evaluate informal sector characteristics, develop simplified tax regimes, improve taxpayer education, enhance digital registration, and apply incentive-based compliance models. Emphasis is placed on balancing revenue objectives with economic inclusion, fairness, and administrative efficiency.

Programme Curriculum

Informal Sector Taxation Strategies Training Course

Introduction

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Objectives:

1. Understand economic characteristics of the informal sector.
2. Analyze barriers to tax compliance and formalization.
3. Evaluate taxation models applicable to informal actors.
4. Apply simplified assessment and presumptive tax frameworks.
5. Integrate behavioral insights into compliance strategies.
6. Strengthen revenue administration and institutional capacity.
7. Promote digital registration and e-tax solutions.
8. Engage stakeholders through communication and awareness.
9. Examine enforcement and incentive-based approaches.
10. Assess social, political, and regulatory implications.
11. Compare international best practices and case studies.
12. Develop practical informal sector tax strategies.
13. Formulate monitoring and performance evaluation indicators.

Organizational Benefits:

- Enhanced informal sector taxation capacity
- Broader tax base and sustainable revenue growth
- Improved taxpayer registration and compliance rate
- Reduced administrative complexity and costs
- Strengthened public trust and tax morale
- Enhanced digital and data-driven tax reforms
- Increased policy effectiveness and socio-economic fairness
- Improved stakeholder collaboration and advocacy
- Reduced risks of parallel and shadow economies
- Stronger institutional governance and accountability

Target Audience:

- Tax authority officers and administrators
- Fiscal policy makers and planners
- Revenue mobilization specialists
- Local government officials
- NGOs and development practitioners
- Research and policy analysts
- Tax consultants and advisors
- Digital taxation and registration specialists

Course Duration: 5 days

Modules:

Module 1: Understanding the Informal Sector Economy

- Definitions, characteristics, and drivers
- Economic contributions and sector segmentation
- Legal status and socio-economic context
- Challenges in taxation and revenue gaps
- Informal value chains and business models
- Case study: Mapping informal sector activities

Module 2: Barriers to Tax Compliance and Formalization

- Administrative, financial, and socio-cultural barriers
- Trust deficits and perceptions of government
- Knowledge gaps and literacy challenges
- Enforcement limitations and monitoring issues
- Impact on gender and vulnerable groups
- Case study: Perceptions of taxation in informal markets

Module 3: Taxation Models and Simplified Frameworks

- Presumptive and turnover-based taxation
- Sector-specific tax regimes and levies
- Informal-formal linkage strategies
- Thresholds, exemptions, and rate design

- Balancing equity and efficiency
- Case study: Successful implementation of presumptive tax

Module 4: Behavioral and Incentive-Based Compliance Strategies

- Behavioral economics and taxpayer psychology
- Reward-based compliance mechanisms
- Progressive integration approaches
- Education, sensitization, and awareness campaigns
- Social contracts and public value delivery
- Case study: Incentive-driven compliance program

Module 5: Strengthening Tax Administration and Institutional Capacity

- Organizational and legal frameworks
- Human resource and field capacity development
- Tailored audit and enforcement strategies
- Use of community-based intermediaries
- Collaboration with local authorities
- Case study: Local government-led revenue mobilization

Module 6: Digital Transformation in Informal Sector Taxation

- Mobile-based tax systems and e-registration
- Digital identity and simplified onboarding
- Data capture and profiling technologies
- Payments, record-keeping, and tracking tools
- Risks, opportunities, and scalability
- Case study: Mobile tax payment platform adoption

Module 7: International Experiences and Best Practices

- Country benchmarking and regional comparisons
- Multilateral policy frameworks and guidelines
- Public-private partnerships (PPP) in taxation
- Community taxation models
- Lessons for policy adaptation

- Case study: Transformative reforms in selected countries

Module 8: Strategy Development, Implementation, and Monitoring

- Policy design process and sustainability planning
- Performance measurement and KPIs
- Stakeholder engagement and consensus building
- Monitoring, evaluation, and adaptive learning
- Ethical, social, and political considerations
- Case study: Designing a national informal sector tax plan

Training Methodology:

- Interactive lectures and policy briefings
- Group exercises and brainstorming workshops
- Real-world case study analysis
- Digital tools and simulation assignments
- Stakeholder scenario mapping
- Facilitated expert discussions and Q&A

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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