Microfinance vs Traditional Banking Training Course

Professional Development Training Course Outline

Category	Microfinance & Financial Inclusion	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Microfinance vs Traditional Banking Training Course provides a comprehensive understanding of how microfinance institutions and traditional banking systems operate, their key differences, market positioning, regulatory structures, and financial products. The course equips participants with crucial insights on financial inclusion, credit delivery mechanisms, risk assessment strategies, portfolio management approaches, and the role of technology in strengthening both banking and microfinance operations. Through clear comparisons and analytical frameworks, participants learn how to evaluate institutional models, lending methodologies, and client outreach methods.

As financial sectors evolve, the boundaries between microfinance and traditional banking continue to shift, with fintech innovations, digital lending platforms, and policy reforms influencing industry practices. This course enables participants to strategically analyze performance indicators, operational sustainability, customer segmentation, and financial services expansion. The goal is to enhance decision-making capacity, improve product design, and strengthen institutional competitiveness while promoting responsible finance and inclusive growth.

Programme Curriculum

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Course Objectives

1. Understand the core differences between microfinance institutions and traditional banks.
2. Analyze financial inclusion principles and their impact on underserved populations.
3. Examine lending methodologies used in microfinance versus conventional banking.
4. Identify key risks and challenges in microfinance operations.
5. Assess portfolio quality, loan performance, and sustainability metrics.
6. Explore regulatory frameworks governing microfinance and banking sectors.
7. Compare credit scoring processes and risk assessment models.
8. Evaluate financial products offered across both sectors.
9. Analyze digital transformation trends influencing both microfinance and banking.
10. Examine customer segmentation and market outreach differences.
11. Understand capital structure, funding sources, and institutional models.
12. Review governance practices and operational policies in both sectors.
13. Develop strategies for integrating microfinance principles into traditional banking systems.

Organizational Benefits

- Enhanced understanding of financial sector dynamics
- Improved ability to assess market opportunities for inclusive finance
- Stronger risk management capabilities across lending operations
- Better alignment of institutional strategy with regulatory expectations
- Improved loan product design and customer targeting
- Strengthened portfolio monitoring and reporting frameworks
- Increased capacity to analyze financial performance indicators
- Enhanced operational efficiency through comparative insights
- Better integration of technology into financial service delivery
- Improved governance and compliance structures

Target Audiences

- Microfinance practitioners and loan officers
- Traditional bank staff and branch managers
- Financial inclusion and development specialists
- Risk management and compliance professionals
- Policy makers and regulators
- Financial analysts and portfolio managers
- Consultants in microfinance and banking
- Students and researchers in finance and development

Course Duration: 5 days

Course Modules

Module 1: Introduction to Financial Systems

- Overview of microfinance and traditional banking ecosystems
- Historical evolution and global trends
- Key players and institutional structures
- Financial sector roles in economic development
- Comparison of service delivery approaches
- Case Study: Evolution of a microfinance institution versus a local bank

Module 2: Lending Methodologies

- Group lending versus individual lending
- Collateralized versus non-collateralized lending
- Credit assessment approaches
- Loan approval workflows
- Repayment structures and monitoring
- Case Study: Group lending success in rural microfinance programs

Module 3: Financial Products and Service Offerings

- Loan products across both institutions
- Savings and deposit products
- Insurance and micro-insurance options
- Digital financial services and mobile banking
- Cross-selling and product diversification
- Case Study: Designing a microloan product tailored to low-income clients

Module 4: Risk Management Approaches

- Credit risk evaluation methods
- Operational and market risks
- Portfolio quality metrics
- Early warning signals and remediation measures
- Traditional bank versus MFI risk mitigation strategies
- Case Study: Risk escalation management in an MFI portfolio

Module 5: Regulatory and Compliance Frameworks

- Regulatory requirements for MFIs and banks
- Licensing, supervision, and reporting standards
- Consumer protection and responsible lending guidelines
- AML/CFT considerations
- Compliance challenges and enforcement
- Case Study: Regulatory reforms impacting microfinance operations

Module 6: Financial Sustainability and Performance

- Profitability indicators and financial ratios

- Funding models and capital structure
- Operational efficiency and cost control
- Pricing strategies for loan products
- Social performance versus financial sustainability
- Case Study: Comparing financial ratios of an MFI and a commercial bank

Module 7: Technology and Digital Transformation

- Digital lending platforms and automation
- Core banking systems versus MFI MIS systems
- Mobile money integration
- Data analytics for credit decision-making
- Fintech innovations influencing both sectors
- Case Study: Adoption of mobile lending in a microfinance institution

Module 8: Customer Segmentation and Market Outreach

- Client profiling and segmentation techniques
- Urban versus rural financial service models
- SME financing versus microenterprise support
- Customer experience and service delivery improvements
- Community engagement and financial literacy programs
- Case Study: Targeting low-income entrepreneurs for loan expansion

Training Methodology

- Instructor-led presentations and facilitated discussions
- Comparative analysis exercises between MFIs and banks
- Hands-on activities using financial datasets
- Group work, problem-solving tasks, and collaborative case studies
- Practical tools and templates for credit assessment and portfolio reviews
- Continuous assessment, feedback sessions, and end-of-course evaluations

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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