Micro-leasing Product Design & Delivery 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

Micro-leasing has emerged as a transformative financial tool within microfinance, enabling small businesses and entrepreneurs to access capital-intensive assets without large upfront investments. Micro-leasing Product Design & Delivery Training Course provides participants with the practical knowledge and strategic insights necessary to design, price, and deliver micro-leasing products that enhance financial inclusion, optimize risk management, and drive sustainable growth in underserved markets.

Participants will explore the full micro-leasing lifecycle, including product structuring, credit risk assessment, portfolio monitoring, customer engagement, and operational implementation. By combining theoretical frameworks with real-world case studies, learners will gain hands-on expertise in delivering efficient, profitable, and scalable micro-leasing solutions tailored to the unique needs of micro and small enterprises.

Programme Curriculum

Micro-leasing Product Design & Delivery Training Course

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frameworks with real-world case studies, learners will gain hands-on expertise in delivering efficient, profitable, and scalable micro-leasing solutions tailored to the unique needs of micro and small enterprises.

Course Objectives

1. Understand micro-leasing principles and industry best practices.
2. Develop innovative micro-leasing product designs.
3. Apply risk-based pricing models for micro-leasing products.
4. Conduct credit assessments and due diligence for lease clients.
5. Implement effective loan recovery and portfolio monitoring strategies.
6. Design customer-centric leasing processes for improved adoption.
7. Integrate micro-leasing products within broader microfinance portfolios.
8. Apply financial modeling techniques to forecast revenue and risk.
9. Evaluate operational efficiency and cost structures of micro-leasing schemes.
10. Utilize technology and digital platforms for product delivery.
11. Address regulatory compliance and legal frameworks in micro-leasing.
12. Enhance stakeholder communication and product marketing strategies.
13. Develop scalable strategies for sustainable micro-leasing operations.

Organizational Benefits

- Increased access to capital for small businesses
- Improved portfolio diversification and revenue streams
- Enhanced customer satisfaction and retention
- Strengthened risk management practices
- Streamlined operational efficiency in product delivery
- Scalable micro-leasing frameworks for future growth
- Improved credit assessment and monitoring
- Enhanced compliance with regulatory requirements
- Better utilization of digital financial platforms
- Data-driven decision-making for strategic product design

Target Audiences

- Microfinance product managers and officers
- Credit and risk management personnel
- Branch operations and field staff
- Customer relationship managers
- Financial analysts and portfolio managers
- IT and digital platform specialists in microfinance
- Regulators and policy advisors
- Consultants in microfinance and micro-leasing

Course Duration: 5 days

Course Modules

Module 1: Introduction to Micro-leasing

- Understanding micro-leasing and financial inclusion
- Key types of micro-leasing products and their applications

- Market demand and client segmentation
- Financial and social impact of micro-leasing
- Critical success factors for micro-leasing programs
- Case Study: Successful micro-leasing product rollout in East Africa

Module 2: Product Design and Structuring

- Principles of product design in microfinance
- Structuring lease terms, durations, and asset selection
- Aligning product features with target client needs
- Pricing strategies for profitability and affordability
- Integrating risk controls into product design
- Case Study: Designing a micro-leasing product for agribusiness

Module 3: Credit Assessment and Risk Management

- Evaluating borrower creditworthiness and repayment capacity
- Risk scoring methodologies for micro-leasing clients
- Collateral management and alternative security measures
- Portfolio risk monitoring and mitigation techniques
- Operational risk identification and management
- Case Study: Risk-based credit assessment in urban micro-leasing

Module 4: Operations and Delivery Channels

- Streamlining lease application and approval processes
- Field operations and branch-level implementation
- Digital platforms for micro-leasing delivery
- Customer support and relationship management
- Tracking and reporting operational performance
- Case Study: Leveraging mobile platforms for micro-leasing delivery

Module 5: Pricing and Financial Modeling

- Lease pricing and revenue forecasting
- Cost analysis and margin optimization
- Scenario modeling for default and portfolio performance
- Product profitability measurement
- Integration of financial models with operational planning
- Case Study: Forecasting revenue from a small-scale micro-leasing portfolio

Module 6: Monitoring and Portfolio Management

- Tracking lease portfolio performance and repayment trends
- Identifying early warning indicators of default
- Reporting dashboards and key performance indicators
- Continuous improvement through data-driven insights
- Portfolio segmentation and optimization
- Case Study: Monitoring and managing a growing micro-leasing portfolio

Module 7: Regulatory Compliance and Legal Considerations

- Understanding legal frameworks for micro-leasing
- Licensing, reporting, and statutory obligations
- Consumer protection and contract management
- Compliance audits and internal control measures
- Mitigating legal and reputational risks
- Case Study: Navigating regulatory challenges in a micro-leasing program

Module 8: Marketing and Client Engagement

- Promoting micro-leasing products effectively
- Building client awareness and trust
- Tailoring communication strategies to target segments
- Leveraging community engagement and partnerships
- Enhancing customer retention and loyalty
- Case Study: Client engagement strategy for SME micro-leasing adoption

Training Methodology

- Instructor-led sessions and expert presentations
- Hands-on exercises and interactive workshops
- Group discussions and scenario-based problem solving
- Case study analyses for real-world micro-leasing examples
- Practical sessions on financial modeling and operational planning
- Continuous feedback and assessment for skill reinforcement

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.com 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
07 Sep 2026	11 Sep 2026	Physical	$1,500
14 Sep 2026	18 Sep 2026	Physical	$1,500
21 Sep 2026	25 Sep 2026	Physical	$1,500
28 Sep 2026	02 Oct 2026	Physical	$1,500
05 Oct 2026	09 Oct 2026	Physical	$1,500
12 Oct 2026	16 Oct 2026	Physical	$1,500
19 Oct 2026	23 Oct 2026	Physical	$1,500
26 Oct 2026	30 Oct 2026	Physical	$1,500

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