

tools to underpin the finances for the business' growth plan. The Financial Management module introduces to growth businesses key aspects of analysing and interpreting financial statements, financial planning and control, capital investment appraisal techniques, management of working capital, sourcing finance and how to safeguard business resources. The end result will be better financial performance, and a sound financial plan that supports the overall business growth plan. Training delivery, including a business game session, takes place within approx. 3 days.

#### Who should participate ?

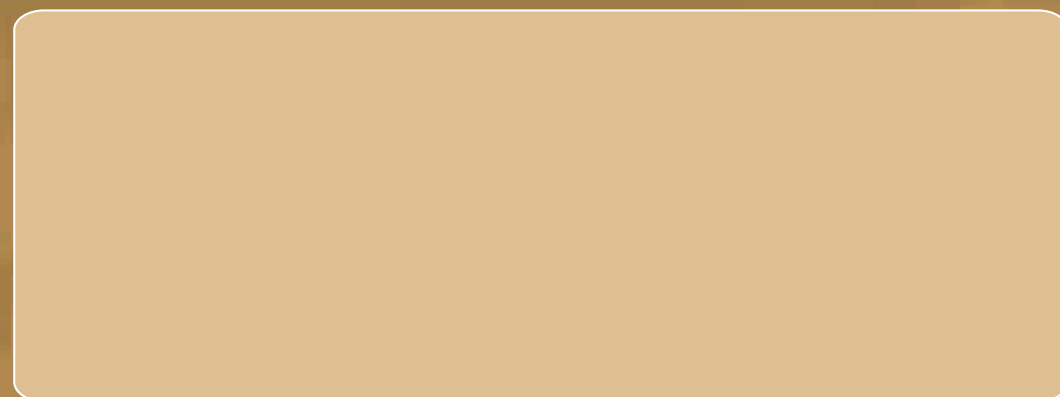
The training is primarily meant for the owners and managers of businesses. As an owner or director, you may want to decide to participate yourself alone. However, if you have managers or important staff and experts in your business who could benefit from the programme, we do recommend that you also enrol them for the programme. In particular if you have line managers for marketing, HR or finance, we strongly suggest that they participate at least in the area of their expertise. This way you will capacitate them to strengthen the business function they are responsible for, and build a good technical working relation with them upon completion of the course.

#### Who provides the training and follow-up?

The EYB programme works only with high profile, well-respected and experienced consultants and trainers with substantial business experience. They have been carefully selected and thoroughly trained to bring the EYB programme to you. Every area of the programme will have its own experts, so that the chances are slim you will meet the same expert during the different training sessions. Trainers will therefore be different for Strategic Management, Marketing Management, Human Resource Management and Finance Management. Depending on your local programme, the follow-up one-to-one counselling will be done either by the trainers or by specially trained counsellors from the EYB national coordinating organization.

## How do I access to EYB programme?

To obtain further information about the EYB programme, please contact your nearest EYB training provider at the following address:



Alternatively, further information about the EYB programme can be obtained from the ILO-SIYB/EYB Regional Project Office at 101 Kwame Nkrumah Avenue, P. O. Box 3474, Harare, Zimbabwe. Tel: (263-4) 793285/6, e-mail: [secretariat@ilosiyb.co.zw](mailto:secretariat@ilosiyb.co.zw) or on the EYB website: <http://www.ilo-eyb-africa.org>

You can also write to the ILO - SIYB Project Offices in Harare or the ILO offices in the region. These offices can advise you about the EYB training opportunities in your country. Their addresses are listed below.

SIYB/EYB Regional Project Office  
P.O. Box 3474  
Harare / Zimbabwe  
Phone: 263-4-793285/6, 795048/9  
Fax: 263-4-793287  
E-mail: [secretariat@ilosiyb.co.zw](mailto:secretariat@ilosiyb.co.zw)  
Website: <http://www.ilo-eyb-africa.org>

ILO Sub Regional Office (SRO)  
P.O. Box 210  
Harare / Zimbabwe  
Tel: 263-4-369805/12  
Fax: 263-4-369813/4  
E-mail: [harare@ilo.org](mailto:harare@ilo.org)

ILO Area Office Lusaka  
P.O. Box 32181  
Lusaka / Zambia  
Tel: 260-1-228071, 228084  
Fax: 260-1-223277, 223284  
E-mail: [lusaka@ilo.org](mailto:lusaka@ilo.org)

ILO Area Office Dar-Es-Salaam  
P.O. Box 9212  
Dar-Es-Salaam / Tanzania  
Tel: 255-22-2126821/4/6  
Fax: 255-22-2126627  
E-mail: [daressalaam@ilo.org](mailto:daressalaam@ilo.org)

ILO Headquarters  
IFP/SEED  
4, Route des Morillons  
CH-1211 Geneva22 / Switzerland  
Tel: 41-22-7996409  
Fax: 41-22-7997978  
E-mail: [ifp-sed@ilo.org](mailto:ifp-sed@ilo.org)

# EYB

## Expand Your Business

An integrated support package for  
Growth Oriented Enterprises



- *Linkages to Finance*
- *Individual Counselling*
- *Business and Marketing Linkages*
- *Business Support Group*



**Expand Your Business. Increase Your Profits**

- *Strategic Management*
- *Human Resources Management*
- *Marketing Management*
- *Financial Management*



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