



PROFESSIONAL DEVELOPMENT FOR WOMEN

Women Entrepreneurs: Enterprise Development and Access to Finance

3 day course

Classroom, online or in-house

Course overview

Women own a large share of African businesses and receive a small share of business finance, and the gap is explained less by the businesses than by collateral rules, record keeping and the way a proposal is presented. This course addresses what can be changed. Delegates work through business model and margin, because a lender funds a business that works rather than an idea, and the financial records that make a business fundable. Funding options are compared realistically: bank credit, microfinance, development finance, grants, supplier credit and equity, each with what it actually demands. Proposal and pitch preparation are practised. The course closes on supplier development and procurement access, and on growing without losing control.

What you will learn

- Test a business model and understand where its margin comes from
- Keep financial records that make a business fundable
- Compare funding options and what each actually demands
- Address collateral and security constraints realistically
- Prepare a funding proposal and pitch it
- Access corporate and public procurement through supplier development
- Grow the business without losing control of it

Who should attend

- Women business owners and founders
- Women in cooperatives and small enterprises
- Enterprise and supplier development programme staff
- Business advisers and incubator staff
- Development agency and finance institution staff

Course outline

- 01 Where the finance gap actually comes from
- 02 Business model and margin
- 03 Financial records that make a business fundable
- 04 Bank credit, microfinance and development finance
- 05 Grants, supplier credit and equity
- 06 Collateral and security constraints
- 07 Proposals, pitching and lender questions
- 08 Supplier development, procurement access and controlled growth

Upcoming dates

Dates	Venue	Format	Fee per delegate
12 to 14 October 2026	Durban, South Africa	Classroom	R14,950
26 to 28 October 2026	Cape Town, South Africa	Classroom	R14,950
18 to 20 January 2027	Online	Online	R6,500



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

AfriScience Group | +27 61 536 6531 | info@afriscience.co.za | Pretoria, Gauteng, South Africa