

Screening Investor: Practice Exercise

Presented by:
Will Speller
IISD

**Training for Governments and
Parliamentarians from ECOWAS
2-3 November 2016
Hotel Novotel Abidjan, Ivory Cost**





Instructions

- Read the sample business plan executive summary provided.
- In groups, discuss and identify your TOP 5 issues which:
 - Should be mentioned, but is missing (GAP)
 - You would like more information on to screen the investor
- Present to the plenary
 1. Why your group selected each issue
 2. What information you would expect from a prospective investor on each issue.



Timing

- Individual reading of business plan - 15 mins
- Group discussion - 40 mins
- Group presentations – 4 x 5 mins - 20 mins
- Plenary reflections - 20 mins
- Summary - 5 mins