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- WE ENSURE :
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ACCORDING TO INTERNATIONAL STANDARDS
- WE ENSURE :
THE CONTINUITY OF INSTITUTIONS IN BOTH PUBLIC
AND PRIVATE SECTORS

MANUAL OF TRAININGS AND ADVISORY SERVICES

PROVIDED BY
GOVERNANCE INSTITUTE FOR
DIRECTORS (GIOD)

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Governance Institute for Directors GloD

The Governance Institute for Directors is a non-profit civil society organization established in 2016 registered in the Non-Governmental Organizations, and it is one of the Institute of directors located around the world that was established with the support of the International Finance Corporation IFC / member of the World Bank Group with the aim of activating and supporting the private and public sectors By spreading the culture of corporate governance (good management) to build the fundamental for companies and banks according to international standards to ensure the continuity of their work for future generations, expand their activities and increase their profits.

GloD is characterized and unique by its programs that designed by the International Finance Corporation (IFC) appropriate to the Iraqi environment. These programs are provided by international and regional experts, noting that all certificates issued by our institution are signed by the International Finance Corporation IFC / the World Bank in addition to our organization.

Our training and advisory services follow a practical approach and use the modern methods in this specialty.

The GloD - Iraq has contributed by providing many advisory services, workshops and courses in order to develop the capabilities of senior leaders in many institutions (companies and banks). For more information, please visit the website:

www.iraqi-iod.org



Definition of the corporate governance (CG) :

In reference to the Organization for Economic Co-operation & Development OECD definition, we can define the corporate governance as it is a set of procedures and processes by which the institution is managed and controlled to achieve its objectives, and it includes the distribution of rights and responsibilities between the various parties to this institution and the identification of rules and procedures for decision-making in it.

What is the benefit that will accrue to your company from implementing corporate governance?

- Improving sustainability opportunities and facilitating its transmission to future generations
- Attracting finance and investment by increasing levels of disclosure and transparency
- Increasing the productivity and improve the performance through the distribution of tasks and responsibilities.
- Effectiveness the Management control environment and reduce operational costs.
- Improving the credibility and reputation of the company
- Institutionalizing family businesses
- Reducing risks for the institutes that applied practices of corporate governance



Training Services

Corporate Governance for SMEs

Introduction:

Governance refers to the framework of rules, systems and processes put in place to oversee and monitor – or “govern”. Good governance underpins good conduct and the good judgment by those who are charged with running an organization

Key Benefits of SME Governance:

- Sound corporate governance makes companies stronger - even in the face of crisis, more efficient and accountable, and supports implementation of good environmental and social practices.
- Allow businesses to mitigate risk, survive crisis, safeguard against mismanagement, and attract the investment and capital that will fuel their growth.
- Improved corporate governance practices also increase access to markets and lower the cost of capital, which encourages new investments, boosts economic growth, and provides employment opportunities.
- Family owned enterprises are ore sustainable with smooth transition among generations if they good governance.

This is why Good corporate governance is very important for economic development, not only for the individual company, but also for the economy as a whole.

Key Facts about Governance:

- 77% of the Investors are willing to pay a premium for a well governed company;
 - Investors are willing to pay premium up to 40% for well-governed companies (McKinsey, 2001);
 - 95% of companies do not survive third generation of ownership due to sustainability issues;
- ... Governance is about the system by which companies are directed and controlled for higher performance and sustainability

Why I Should attend this Program:

1. If you are concerned about any of the following:

- Your company is dependent on a key person and hence you are worried about its future
- You want to increase your company’s performance
- Being not able to attract good calibers
- You want to finance your company’s growth and hence you need to have better access to financing
- You have a ‘growing pain’ with your fast-expanding company
- You want to appear more attractive and less risky for investors and banks considering financing
- You are planning for an IPO

2. You have plans to exit and you want to have higher valuation of your company.



Target groups:

- The target companies would be SMEs with 10 employees or more
- The target participants would be Individuals from the senior, executive and board levels of companies who wish to improve their SME governance practices
- Family members from Family Owned Enterprises who wish to ensure the sustainability of their company
- Bankers who are looking to promote their SMEs business through safer financing and better retention for SMEs
- Private Equity Investors who want to further promote their SMEs
- Corporate secretaries who will be assisting companies to implement corporate governance practices

Program Objectives:

By the end of this program the participants should get out of this workshop knowing:

- What are the key governance actions needed to ensure company's sustainability?
- How to perform a diagnostic of the governance readiness for a certain company using the diagnostic tool on a case study and later on their own companies.
- To identify the key governance gaps in a certain company
- To develop an action plan to implement the key governance elements needed for a certain company

Program outlines

The program covered the following key areas:

- Module (I) Introduction to SME Governance
- Module (II) Board Effectiveness
- Module (III-A) Management Environment
- Module (III-B) Control Environment
- Module (IV) Disclosure & Transparency
- Module (V) Family Governance

Each module was followed by the application of the 'IFC Diagnostic Tool' (DT) on a case study

Duration:

- Physical: 3 days
 - Electronic: 3 hours daily, 7 days
- Language: Arabic



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