



## EXPRESSION OF INTEREST

### RESEARCH ON IMPACT OF EXECUTIVE EDUCATION

#### 1. The Consultancy

Financial Sector Deepening Africa (“FSDA”) wishes to identify and contract an individual consultant or consultancy firm (the “Consultant”) to carry out research into the impact of executive education in the financial sector (the “Services”).

#### 2. Background

##### 2.1. About FSDA and rationale for the study

FSDA is a non-profit company which promotes financial sector development across sub-Saharan Africa. It sees itself as a catalyst for change, working with partners to build financial markets that are robust, efficient and, above all, inclusive. It uses funding, research and technical expertise to identify market failures and strengthen the capacity of its partners to improve access to financial services and drive economic growth.

In the last 10 years, there has been a proliferation of executive education training courses in Africa. However, there has been limited research and analysis on the importance and impact of education more broadly and on the financial sector specifically.

#### 3. Objectives and scope

##### 3.1. Objective

The main objective of this consultancy is to conduct research in multiple settings to develop an understanding of how middle and senior-level managers learn most effectively in executive education programmes and how what they learn benefit their organisations.

##### 3.2. Scope

The scope of work will include:

- Carry out a study of current executive education offerings in general and those aimed at the financial sector
- Develop a conceptual framework and methodology for and undertake a detailed analysis of best practices in executive education
- Propose impact indicators by which executive education can be measured objectively

#### 4. Expression of Interest

In view of the size of this contract, procurement of the Services has a two-part process:

- i. In the first part, **Expression of Interest** (EOI) are invited from qualifying firms in an open tender. This invitation is open for a minimum of 30 calendar days.
- ii. In the second part, following a shortlisting process, FSDA will issue an Invitation to Tender to shortlisted firms. The invitation to Tender must be held open for a minimum of 30 calendar days. A detailed Invitation to Tender document will be prepared by FSDA during the EOI phase.

At this point, FSDA is inviting EOIs from suitably qualified consultants/consulting firms.

Your EOI should contain:

- i. Names and CVs (maximum 3 sides of A4 paper each) of lead consultant (s) including qualifications and relevant experience in providing the kind of services required and an outline of team structure.
- ii. A short statement of why you believe your firm has the right experience and blend of expertise for this assignment.
- iii. A short description of anticipated risks and how you would expect to deal with these.
- iv. Confirmation of you/your firm's availability to carry out this work, giving details of any prior commitments on your time.
- v. Any information that you believe should be taken into account in the shortlisting process.

**Please note- a fully costed proposal and/or detailed workplan is not required at this stage.**

Your EOI which should not exceed 3 sides of A4 (font size 11), excluding CVs, company brochures etc. should be sent to [info@fsdafrika.org](mailto:info@fsdafrika.org) by 1200 (EAT) on **14th December 2015**, under a subject line reading **"Impact of Executive Education Research"**

#### **5. Contact**

Questions or comments in respect of this request for Expression of Interest should be directed to: Julius Alego at [julias@fsdafrika.org](mailto:julias@fsdafrika.org)