





# CONTENT

**3**

Sustainable Finance

**4**

Study Content

**5**

Study Concept

**6**

Benefits at a Glance

**7**

Registration Deadlines and Tuition Fees

**8**

Your Lecturers

**9**

We Shape the Economy and Future

**10**

Contact

# CERTIFIED EXPERT IN ESG AND IMPACT INVESTING

## Course Objective

Environment, social and governance (ESG) criteria and impact investing have gained traction in recent years and will become even more prominent as economies recover from the pandemic. Regulation now requires that investors are very transparent about the impact targeted as ESG metrics used in the industry are coming under greater scrutiny. This course is designed to equip students with a comprehensive understanding of the interplay between ESG criteria and traditional finance while familiarising them with major stakeholders, initiatives, and approaches for integrating non-financial issues into investing.

## Target Group

This online course is designed for professionals in private asset management, institutional investors, and those in international development seeking to make impactful investments and provide ESG-compliant options. It is also beneficial for rating agencies, technical assistance providers, and financial institutions in emerging markets with non-financial goals.



**Karl H. Richter**

Lead lecturer  
Certified Expert in ESG & Impact Investing



**Jonas Hernán Fleer**

Director Green & Sustainable Finance  
Executive & Professional Education

**All Info on the topic**  
➔ [www.fs.de/CEII](http://www.fs.de/CEII)

# STUDY CONTENT

## Facts

### Learning format

Online course

### Course intakes

March – August  
September – February

### Duration of the programme

6 months  
(Course extension possible for a charge)

### Workload

5 – 8 hours per week

### Type of examination

Assignments (case studies) &  
final examination  
(2 hour in online format)

### Graduation

Certified Expert in ESG and Impact Investing

### Credits

6 ECTS

### Eligibility

Diploma in Green Finance  
Master of Leadership in Sustainable Finance  
(online)

## Unit 1

### Introduction and Overview: What are ESG Criteria and Impact Investing?

- Understand basic terms, trends and the landscape in ESG and impact investing
- Understand how and why ESG / impact investing affects risks and returns
- Understand how and why climate risks affect ESG and impact investing

## Unit 2

### Historical and Theoretical Context

- Understand key historical trends and theoretical concepts
- Understand what is relevant for diverse operational contexts
- Be ready to apply theory to practice

## Unit 3

### Quality Assurance Approach to Managing ESG Issues and Impact

- An understanding of the conceptual underpinnings of the Quality Assurance process to managing ESG and Impact.
- A high-level understanding of each of the eight strategies that are used to manage exposures, risks, outputs and outcomes
- Understanding what a Quality Assurance process is: what makes a good Quality Assurance process, how a Quality Assurance process is used and what it achieves.

## Unit 4

### Integrating ESG and Impact Management in the Investment Process

- Understanding each of the eight strategies in detail, including data and reporting requirements and the ESG and Impact claims made possible by each strategy.
- Understanding that the eight strategies are independent of each other and the implications this has for using the QA process to identify which strategies are being used by other actors.
- Understanding the types of behaviour that can be considered impact washing.

## Unit 5

### Integration of ESG & Impact Features into Financial Instruments and legal contracts

- Introduction to the most commonly used asset classes for ESG and impact investing purposes
- Understanding of the role of equity and debt as well as hybrid structures for ESG and impact investing as well as the different investor types' investment rationale
- Incorporation of ESG & impact features into sustainable finance instruments and introduction of drafting ESG and impact features in legal (financial) agreements

## Unit 6

### Disclosure and Reporting of ESG & Impact

- Understand how investors and private companies disclose their ESG and other impact
- Understand the spread of initiatives as well as what these initiatives require in terms of non-financial management and or reporting
- Applying the requirements of the main regulatory frameworks and emerging legislation in individual financial instruments and disclosure

# STUDY CONCEPT



Our certificate programs will help you to systematically develop your qualifications and knowledge, to shape them successfully and to advance your career.

Our online certificate courses are offered on a part-time basis and take 6 months to complete. The flexible approach of our courses allows you to follow your own and individual curriculum, taking into account a few deadlines. This makes it possible to complete the course in parallel with demanding jobs and private commitments.

The Certified Expert in ESG and Impact Investing (CEII) is designed as an online course. Methodologically, this course is based on video lectures, PDF scripts, interactive forums, exercises, and case studies. The topics and international discussions, best practices and lessons learned are deepened by means of practical examples from the field. Short online quizzes check your learning progress.

At the end of the course, the participants work on practical assignments and put their newly acquired knowledge into practice - supported by our experienced

team of trainers. They are given the opportunity to take part in a discussion forum. Here, all course-specific topics and contents are discussed and a lively exchange of experiences and ideas takes place. Furthermore, the multilingual e-Campus team is always available to answer questions of any kind.

After successfully completing the e-learning course, graduates receive a Frankfurt School certificate, which will entitle them to identify themselves as Certified Experts in in ESG and Impact Investing.

# ON-CAMPUS TRAINING

The voluntary classroom training is a practical complement to the e-learning course. It can be booked independently of the course or in combination with it. The 2-day classroom training takes place on the new campus of the Frankfurt School of Finance & Management. Although it does not affect the certificate

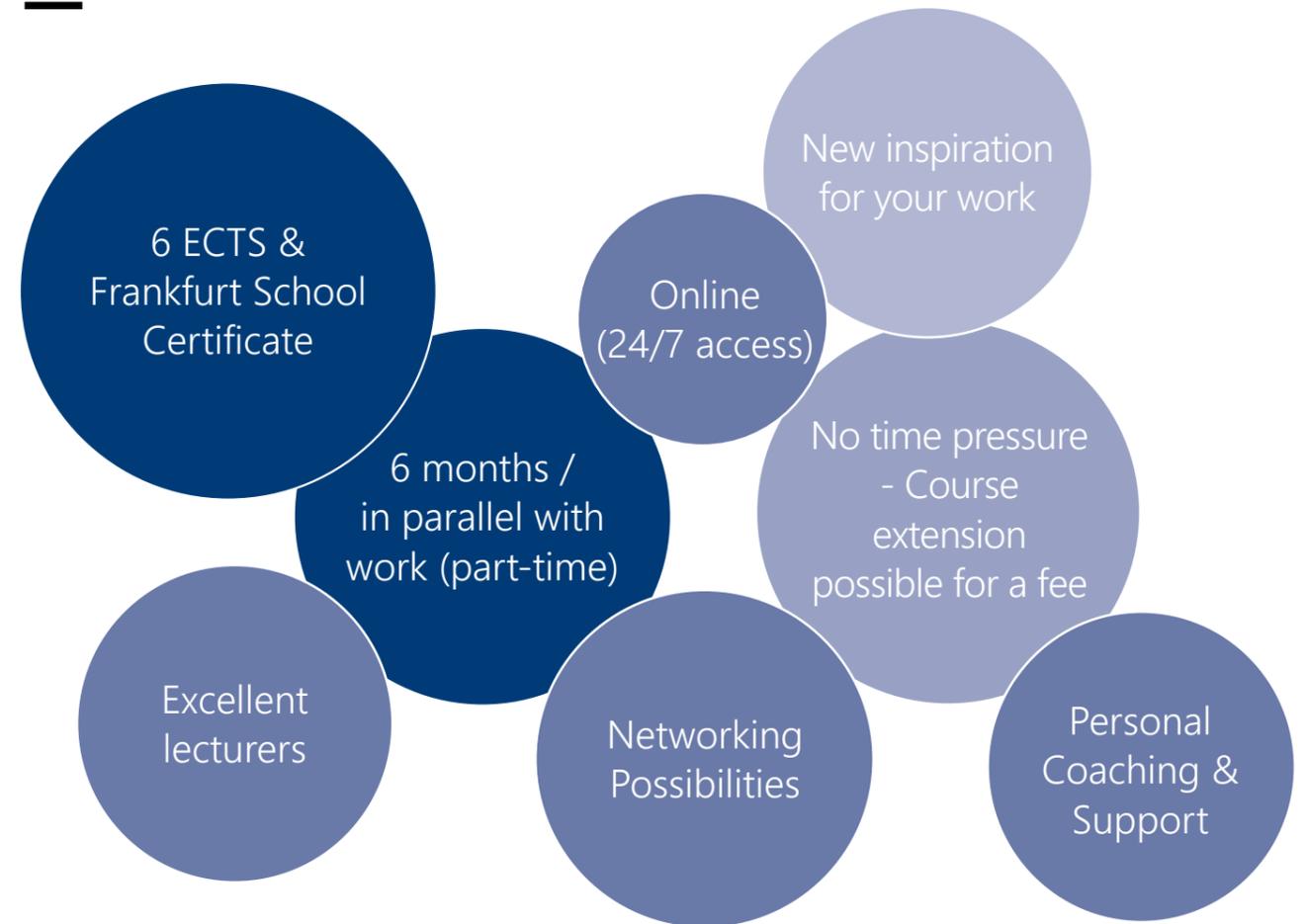
issue, it provides excellent support for the practical application of the acquired knowledge. You will get to know your fellow students and trainers personally, and have the chance to discuss and network with them about relevant topics. An agenda for the training could look like the following:

Time / Day	Day 1	Day 2
09:00 - 12:30	Welcome and Introduction	Greenwashing: Avoiding Bad Practices
	Physical Climate Risk	ESG Due Diligence
	Transition Finance	
12:30 - 13:00	Networking Lunch	Networking Lunch
13:30 - 17:00	Impact Management & Impact Investing	ESG Data: The role of AI and machine learning
	Making Carbon Accounting Count Positive Impact in the Context of Regulation	Change Management EU Taxonomy
17:00	Networking Event & Keynote Speech	Farewell Drinks

**Language**  
Only English

\*Provisional agenda. Subject to change

# BENEFITS AT A GLANCE



## Your contribution towards achieving the UN SDGs

This course expands your knowledge about the following SDGs. The Sustainable World Academy (SWA) offers courses for professionals and managers that aim, among other things, to promote the UN Goals for Sustainable Development (SDGs).



# REGISTRATION DEADLINES AND TUITION FEES

## Next course intakes:

September - February  
March - August

## E-Learning

Registration period .....	Fee
Until 15 January / 15 July .....	EUR 1,600
After 15 January / 15 July .....	EUR 1,900

## On-Campus training\*

Registration period .....	Fee
Until 15 April / 15 October .....	EUR 1,400
After 15 April / 15 October .....	EUR 1,600

## Package fees

Registration period .....	Fee
Until 15 January / 15 July .....	EUR 2,750
After 15 January / 15 July .....	EUR 3,100

## Discounts

### 10%

## Group discount

(for 2 or more participants of the same organization/ institution)

### 10%

for FS Alumni



**You can register here**

➔ [www.fs.de/CEI](http://www.fs.de/CEI)

\* If less than 16 people attend, the training will not take place, and the amount will be refunded.

# YOUR LECTURES



## Karl H. Richter

- Co-founder of EngagedX, specializing in impact investing, data and tech development, and policy.
- Senior Fellow at the Finance Innovation Lab with international advisory roles.



## Dina Lorentz

- Business Development Manager Regulatory with a background in economic law and finance.
- Board member of SA Oikocredit North Germany, supporting impact investing initiatives.



## David Wilton

- Experienced investor specializing in sustainable and emerging market private equity.
- Advisor and board member for IFC's AIMM panel, Lumis Partners, and various impact-focused funds.

# WE SHAPE THE ECONOMY AND FUTURE

Our graduates are the authors of the Frankfurt School success story. For more than 60 years we have been training young talents and experienced professionals.

Frankfurt School of Finance & Management is a leading business school in Europe. It holds triple-crown accreditation from AACSB, AMBA, and EQUIS. Its programmes are regularly ranked among the top performers in prestigious university rankings. It is represented by numerous regional educational centres throughout Germany and many affiliates and programmes abroad. It offers challenging study and executive education opportunities in various program areas. These include scientific research centres and numerous national and international consulting projects.

Frankfurt School promotes the UN goals within the **Sustainable World Academy** for Sustainable Development (UN-SDGs) through its educational programmes, courses of study, research, and consultancy projects. The courses are offered online and in classrooms through our e-Campus platform. Ranging from online courses to on-campus trainings and customised programmes, we are able to provide education solutions to fit all schedules to companies and organisations for young professionals, experienced specialists, and managers.

## Sustainable World Academy Facts & Figures\*



\*Figures as of 31 December 2023

# CONTACT

Whatever information and support you need for your studies - we will be happy to help you find out whether the Certified Expert in Sustainable Finance course is suitable for you. Please feel free to contact us if you have any questions. We are looking forward to your call or message!



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