



Vantage Africa

School of Leadership



Resource Mobilization & Proposal Writing

For more information or to enroll contact;

Tel: +254 725 303 645

Email: info@vantageafricaleaders.com

Location: C603, 6th Floor Astrol Business
Center Thika Road Nairobi



Introduction

This is a 4 weeks Resource Mobilization and Proposal Writing that aims at making you an expert in Resource Mobilization and Proposal Development. We will meet for 3 Topics each week for 4 weeks. For maximum learning, the course is delivered through a combination of live and E-Learning sessions.

Live Sessions

Live sessions are held via Zoom. These are highly interactive sessions where participants are guided on key RM skills, especially in the process of developing a Concept Note and Proposal.

E-Learning Sessions

Here, we have a host of prerecorded sessions, PPT notes, RM toolkits, links etc. all aimed at equipping participants with the most current RM skills. After each session, a self-assessment quiz is provided to reinforce learning. Once a participant completes a session including the quiz, the system opens the following session.

Course Completion

In order for you to be considered to have completed the course, you will need to fulfill the following criteria:

- ☑ Develop complete Concept note and Proposal
- ☑ Complete E-Learning lessons
- ☑ Clear the fees

N/B - A certificate will be issued upon completion of the course.

Course Outline

Week 1		
Day	Topic	Topic Outcomes (By the end of the session, the learner should be able to:)
Day 1	Overview of Project Management	<ul style="list-style-type: none"> ☑ Define key terms in project management ☑ Understand the relationship of project management and other management disciplines
Day 2	Theory of Change	<ul style="list-style-type: none"> ☑ Appreciate the value of TOC in Resource Mobilization ☑ Design a theory of change for case study project
Day 3	Introduction to Resource Mobilization	<ul style="list-style-type: none"> ☑ Understand Resource mobilization principles and practices ☑ Appreciate current funding environment for non-profit organizations
Online Self-Assessment Quiz 1		

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Week 2		
Day	Topic	Topic Outcomes (By the end of the session, the learner should be able to:)
Day 4	Resource Mobilization Planning	<ul style="list-style-type: none"> ☑ Strategic plan and resource mobilization ☑ Resource mobilization strategy ☑ Resource mobilization action plan
Day 5	Getting organized for Resource Mobilization	<ul style="list-style-type: none"> ☑ Understand the key internal and external alignments required to excel in Resource Mobilization ☑ Strategic Resource Mobilization
Day 6	Resource Mobilization Strategies	<ul style="list-style-type: none"> ☑ Understand the key resource mobilization strategies ☑ Learn how to pick the right strategy for your context ☑ Where to fundraise from (and how)
Online Self-Assessment Quiz 2		

Week 3		
Day	Topic	Topic Outcomes (By the end of the session, the learner should be able to:)
Day 7	Developing a Concept note and Proposal	<ul style="list-style-type: none"> ☑ Proposal writing in grants mobilization ☑ Understanding donors' requirements ☑ Proposal formats ☑ Project development and proposal Writing
Day 8	Project M&E	<ul style="list-style-type: none"> ☑ Understand the key M&E considerations that donors looking for before deciding to fund you ☑ Develop an M&E strategy for your case study project
Day 9	Budget Development	<ul style="list-style-type: none"> ☑ Detailed budget ☑ Cost Sharing ☑ Summary budget
Online Self-Assessment Quiz 3		

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Week 4		
Day	Topic	Topic Outcomes (By the end of the session, the learner should be able to:)
Day 10	Developing a Logical Framework for your Project	<ul style="list-style-type: none">☑ Appreciate the Importance of Logical Framework in Resource Mobilization☑ Develop a comprehensive Logframe for your Proposal
Day 11	Building Relationships with Donors	<ul style="list-style-type: none">☑ The circle of Intimacy☑ Developing individual donors☑ Developing Institutional Donors☑ Sustaining Relationships with Institutional Donors☑ How Donors Think☑ Where can Donors be found?
Day 12	Emerging Issues in Donor Environment	<ul style="list-style-type: none">☑ Gender Mainstreaming☑ Project Sustainability☑ Climate Change and Environmental Sustainability☑ Donor Fatigue☑ Shifting Global Humanitarian Priorities☑ Governance☑ Human Rights

Online Self-Assessment Quiz 4

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