



GRANT WRITING FOR SUSTAINABLE DEVELOPMENT GOALS

December 20-21, 2019
| Friday & Saturday |
| 9 am to 5 pm |

TRAINING INVESTMENT

PKR: 18,000/
(Exclusive of 5% sales tax)
(includes certificate,
lunch/refreshment, business
networking)

For Registrations

Website: www.sdp.iba.edu.pk

Email: besdp@iba.edu.pk

Tel: 021-38104700-01

Ext: 1801, 1811, 1541, 1813

Course Overview

The Grant Proposal workshop is the state-of-the-art workshop which helps participants to explore how to identify donors and make attendees understand the process of a successful grant application: including technical and financial part of grant proposal. The attendees will have the hands on experience and the direct access on 100+ active grants. This course will also focus on the practical aspects of M& E, from the participatory development of a results framework to monitoring programs and projects, managing evaluations and making use of evidence findings. An implementation perspective to Theory of Change approach will bring learning into practice to promote strategic decision making.

Participant Profile

The target audiences of the workshop are those who work in non-profit, small medium enterprises, civil society, social welfare/community based organizations, program and project managers and those who wish to obtain the skills in Grant proposal writing.

Course Contents

Grant Writing and SDG Basics

- SDG's and grant projects
- Understanding the RFP
- Communication tactics (oral and written) for donor engagements
- Why do donors hate me

Technical Proposal

- Technical proposal writing basics
- Logical framework
- Aligning the cases and impact

Theory of Change and Strategic Planning

- Definitions and key concepts - Six Dimensions of Theory of Change
- Relationship with M&E: complementarities and innovations
- Desired change: understanding how change happens
- Ecosystem analysis

Financial Proposal

- Budgeting
- Analyzing cost
- Proposing the amount

Monitoring and Evaluation

- M&E fundamentals
- Results approaches: outputs, outcomes and impact
- Relate M&E to your program and project cycle

Logical Models and Results Framework

- Develop logic models
- Work with and beyond log frames

Developing M&E Frameworks

- Criteria for indicators
- Develop project indicators
- Identify means of verification

M&E System Plan

- Prepare M&E plan
- M&E system overview
- Learning synthesis

Strategy

- Secret sauce / strategy for winning grants
- Mastering the art of donor cultivation
- How to impress donors
- What to do if proposal is rejected

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TRAINERS

Adeel Durvesh

Adeel Durvesh is a lead Corporate Trainer who has mentored/trained over 50,000 executives in leadership management including critical thinking, problem solving, change management, MS Office, customer service excellence & performance excellence on national & international level.

He has done many projects for HEC, USAID, & UKAID. He is also affiliated with the Arts Council of Pakistan academic committee. Adeel is serving as a part-time consultant for communication and project reporting to AKU Education Board for a UNICEF capacity building project. He is a certified trainer, a member of 'Training Association of Pakistan'.

He has run various sessions on leadership programs with corporate & specifically social sector under USAID projects. Over the last 12 years, Adeel has facilitated participants of various organizations from public as well as private sector amongst which few are Sabre, PSO, Dunkin Donuts, NBP, DHL, Bakri, PTCL, EFU, Life, TPL Corp, Imtiaz Supermarket, Dreamworld, Pharmevo etc.

Atif Iqbal

Atif Iqbal is Co-founder of PARHAOSABAQ & delivers training programs on entrepreneurship, leadership, communication channels, teacher trainings & work readiness. He has delivered leadership & soft skills trainings in more than 60 different companies across 7 countries.

He is a lead trainer for teachers' training programs & has trained more than 4000 teachers in teaching methods and techniques. He teaches entrepreneurship at Iqra University & IOBM University.

He was awarded employee of the year for outstanding performance by Aman Foundation in 2013. He has conducted training sessions at Engro Foods, Engro Foundation, Byco Petroleum Pakistan Limited, Standard Chartered Pakistan, Habib Bank, Aman Foundation, Indus Motors, Al-Baraka Bank, Multi Net, Daraz.pk, Dhanak and some others.