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| **Course in Effective Grant Proposal Writing** |
| **Course Description:**  The Effective Grant Proposal course provides an understanding of and practice in grant proposal writing for non-profits, foundations, and government agencies. Our ten-day structured grant proposal writing course will show you how to write a proposal that easily gets funded. It will teach you to prepare grants proposal effectively and find the best funding sources for your projects and non-profits. A good grant proposal presents your organisation in the best possible light, and convinces the potential funder that your goals are aligned with their own mission statement and vision. It makes them want to support your work by awarding you a grant.  **Target Group**  This course is great for development workers, research, academic, government, health and non-profit professionals new to the grant writing world as well for professionals looking to expand their grant writing knowledge. It is a comprehensive, hands-on training that covers researching funding sources and writing award winning proposals. Other topics covered include: defining objectives, researching and getting to know the donor; how to develop a logic model; preparing budgets; and how to follow up with the donor.  **Course Outcome:**  By the end of this course, participants will be able to:   * Write effective grant proposals in a structured, readable and logical format; * Write in a positive, audience-focused style; * Present an organisation and proposed project with clarity and brevity; * Research potential sources of grant funding.     **Course Benefits:**  Participants will be able to write effective grant proposals that stand a strong chance of receiving a positive response from funder's. Participants will also be introduced to specialized agencies concerned with bridging the gap between funder's and grantees.  **Course Structure/Modules:**  The course is divided into seven learning modules and a final examine. The peogramme identifies each modular instructional objective, study activities and assignments.  **Module 1: Introduction to Proposal Writing**   * Introduction * What is grant proposal? * The importance of proposal * The satisfaction of proposal * Grant Proposal as a challenge competition * Solicited and unsolicited proposals * Main rules for unsolicited proposals * *Assignment*   **Module 2: The Request for Proposal (RFP)**   * Introduction * How to get request for proposal * The request for proposal * Components of a request for proposal * Proposal writing as a statistical game * The standardized approach to request for proposal (RFP) * Using proposal decision form for follow-up * *Assignment*   **Module 3: Program Development and Planning**   * Introduction * Pre-planning and project management * Situational Assessment * Identifying goals, population(s) of interest and objectives * Identify strategies, activities and resources * Developing indicators * Review the program plan * *Assignment*   **Module 4: Developing a Logic Model**   * Introduction * Stages in developing a logic model * Preparing to develop your logic model * Developing or assembling information * Creating the logic model * Review and revise the logic model * *Assignment*   **Module 5: Strategies for Winning a Proposal**   * Establish technical credibility * Use a funder-centered approach * Get the budget right * Write simply * Add unique selling points (USPs) * Go the extra mile * *Assignment*   **Module 6: The Building blocks of a Proposal**   * Introduction * Cover letter * Cover/title page * Proprietary notice * Technical approach * Project team and relevant experience * Project budget * Schedule/time table * Certifications * End reviews * Appendixes * *Assignment*   **Module 7: Packaging and Submitting the Proposal**   * Introduction * Funding agency forms * Packaging, politicking and refunding * Submission, traditional and online * Tips for final checks |

**Course Details**

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| **Course Start Date** | **12 February 2018** |
| **Course End Date** | **22 February 2018** |
| **Price Per Person** | **$ 3 150-00** |
| **Accommodation** | **$ 1 000-00 Per delegate for 10 days including bed and breakfast** |
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