Agenda

Training course: Domestic Support and fund Raising

*Win-win Relations, Recognition & Resource mobilisation*

**Why this training?**

As institutional donors are decreasing their funding, the external arena for local NGOs has become more complex. NGOs need to find alternative ways of generating support from their external environment in order to increase their influence and to sustain themselves. Positively, communication technologies and our fast changing world also provide new opportunities for engagement and outreach. Hence, support raising is aimed at more than fundraising alone – it stands for **R**elationship building, **R**ecognition (become more visible in your domestic arena) and **R**esource mobilisation. It is meant to cover the identification and mobilisation of all kinds of material and immaterial support, including voluntarism, moral support, political and policy support from individuals, governments, the private sector and other NGOs.

**Objectives**

At the end of this course, representatives from partner organisations:

* Have developed a DSR strategy on how to mobilise resources (material and non material) to sustain organisational’ work and carry out their mission.
* Can develop a DSR strategy that is in line with organisational identity & core values
* Have knowledge and skills on how to increase accountability
* Become more innovative to raise support and collaborate with other actors (private sector, government, educational institutions, general public, NGOs and others).
* Are better able to network and pitch the organization and yourself.

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| **Day 1** | Introduction, Inspiration and DSR concept |
| a  b  c  d | * Introductions * Challenges & opportunities of NGOs in Indonesia * Background: DSR a new mindset * Basic question and organisational identity * Finding inspiration * Identify support needs (for potential support actors and your organisation) |
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| **Day 2** | DSR Strategy and Plan |
| a  b  c  d | * Developing matchmaking strategies * Prioritising strategies * Organisational scan and DSR work plan (internal scan) * Pitching * Action planning and closing |
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| **Time** | **Sessions** |
| 08.30 - 10.30 | Session a |
| 10.30 - 10.45 | Tea/coffee break |
| 10.45 - 12.30 | Session b |
| 12.30 - 13.30 | Lunch |
| 13.30 - 15.30 | Session c |
| 15.30 - 15.45 | Tea/coffee break |
| 15.45 – 17.00 | Session d |

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| **Team of trainers** | |
| **Name** | **Function** |
| Louke Koopmans, Ms | Trainer |