



Project Acquisition and Proposal Writing Workshop

A comprehensive training-workshop that will provide you with a toolbox for your next successful proposal!

Getting funding for your great development ideas is one of the most important and challenging steps. Besides convincing intervention strategy and good network, one needs to understand the donors' expectation, master project conception and development skills, and most importantly, know how to write!

The workshop tackles key factors for successful project acquisition and proposal writing. The participants shall bring their own case for exchange with others and receive coaching from the trainers / moderators.

Date: 8–11 August 2016 (4 days)

Venue: Bangkok

Course fees: 1,130EUR (45,200 THB) per person*

*including 2 trainers/moderators, training materials (meta planning tools), documents, lunch and snack

Number of participants: up to 20

Learning Objectives

At the end of the workshop, the participants will

- know how to **acquire new projects with systematic approaches**
- understand **steps/elements and good practices** in project conception and development
- learns **useful concept and tools** for effective proposal writing
- exchange **experience, challenges and lessons-learned**
- apply **concept and tools** in their own proposal writing

Guest Input: With special inputs from invited guest with experiences in project acquisition and writing successful proposal

Content / Topics

- Experiences on acquisition process with focus on grant projects
- Good project designing and planning for diversified funding sources, based on “managing for results” concept
- Basic principles, concepts, steps and tools of “results-based management” e.g. situation analysis, results chains, LogFrame, M&E
- Success factors in project implementation
- Structure of standard proposal and information required
- Tips and tools for effective proposal writing
- Challenges and solutions during planning and implementation

Overall Project Performance (for review and design)	Project Achievements (assessments of results along chain)	Management Performance (based on CW)	Consider the 4 level of capacity development + Ownership
1. Relevance and Quality of Design:	1. Activity Level	1. Strategy	1. Individual
2. Efficiency (of Implementation)	2. Output Level	2. Cooperation	2. Organizational
3. Efficiency	3. Use of Output	3. Steering	3. Network
4. Impact prospects	4. Outcome Level	4. Process	4. Institutional / system level
5. Sustainability	5. Impact outlook	5. Learning & Innovation	5. Co-Funding / Co-Contributions



We can use the “4x5 criteria” to assess a project.



About the Trainer Team

Vorathep Songpanya



Vorathep is deputy country director of GIZ Malaysia and Thailand and programme director for Trilateral Cooperation in Southeast Asia. Beside technical support on project development and monitoring, he is the person behind most of GIZ Thailand project acquisition. He was part of the acquisition team for EU

SWITCH Asia – Greening Supply Chains in the Thai Auto and Automotive Parts, and Sustainable Freight and Logistic Project. He also provides consultancy and training in project development and management to numerous government and non-governmental agencies in Southeast Asia. Vorathep has more than 20 years of professional experiences working in German international cooperation with a focus in Asia.

Jarukan Rassiri



Prior to joining the Academy for International Cooperation Bangkok as our director, Jarukan worked with GIZ and GIZ International Service in health care reform, rural development, development policy and south-south cooperation. She is one of our core trainers on results-based management and workshop design and facilitation.

Jarukan led Thai-German Trilateral Cooperation Programme for 6 years. She developed and supported the implementation of projects in the Mekong region with co-financing from the German and Thai government. She has more than 10 years of professional experiences working in international cooperation in Southeast Asia as development practitioner and also facilitator.

Workshop approach

Each topic/session consists of

- Brainstorming on the topic
- Short & interactive inputs by resource persons
- Reflection and discussion
- Practice on participants' own case
- Exchange, feedback and peer learning
- Coaching during application

The workshop will be directly linked with participant's current works. Exercises will be on selected proposal cases from the participants

Who should attend this training?

Staff of public, private or civil society organizations, including experts or consultants in any topics, who:

- are responsible for project acquisition and currently supporting project development and acquisition processes
- want to expand their knowledge, skills and experiences in project development and acquisition.
- want to improve their proposal development and proposal writing skills

About Us and Our Training

We are part of Academy for International Cooperation, providing access to high-quality training-related services in various sectors and competencies. The training is based on non-profit cost-recovery basis. "On-request" courses can be organized for groups to take place at different time and location.

On-line registration: <http://thai-german-cooperation.info/training.html>

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