WRITING WINNING PROPOSALS

Develop convincing and attractive proposals

24 - 27 September 2019 | Yangon - Myanmar

You have a project idea which needs funding. You want to respond to a request for proposals or mobilise new resources for your organisation. You want to demonstrate your added value but are facing stiff competition. Learn to write a proposal that stands out. We believe that writing a convincing and attractive proposal is something we all can learn.

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Empowering People, Creating Impact
**COURSE OBJECTIVES**

- Know how to match your proposal idea to funders needs.
- Know how to bring needed logic and structure to your proposal.
- Understand the proposal writing process and criteria that will be used to assess it.
- Raise your confidence in simple but strong writing.
- Have received feedback on your writing drafts

**WHO SHOULD JOIN?**

You are a manager or staff member working for a consultancy firm, an NGO or a government institute, involved in writing project proposals or in responding to tenders for services

**COURSE INFORMATION**

- **Time:** 24 - 27 September 2019
- **Location:** Yangon, Myanmar
- **Registration deadline:** 16 September 2019
- **Register HERE**
- **Course fee:** 870 EUR (Including lunches, tea breaks, training materials; excluding taxes)

**SPECIAL OFFER!**

- 5% discount to all payments completed by 13 August 2019
- 10% discount to MDF alumni who attended an MDF course within the past 02 years
- 01 FREE place for a group of 06 registrations from the same organization
Day 1  • Opening & introductions  
      • Nine steps to proposal development  
      • Know yourself & know your donor  
      • PCM and project design

Day 2  • Donor terminology and process  
      • Go / No Go decisions  
      • Planning your proposal writing process  
      • Writing concept notes

Day 3  • Paragraph writing  
      • Tips for attractive writing  
      • Improving our writing  
      • Peer assessment

Day 4  • Know your pitch!  
      • Make a proposal structure  
      • How donors appraise  
      • Course evaluation and closure

Rayke Nelis  
Trainer/Consultant  
MDF Asia, Myanmar Office  
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Rayke has a background in development economics and has been working with different development organisations for the last 10 years. During these years she supported many organisations with project design and M&E. During this Project Management training, she will provide sessions on the first phases of the project cycle: identification, formulation and monitoring

"The training takes a holistic approach to proposal writing - not just the writing but the whole process is addressed."