

Writing winning proposal & new project development



About the Course

This course is designed to improve the quality of your proposal writing skills and advance your knowledge of donor mechanisms, policies, proposal writing techniques and new project budgeting and many other aspects that take you from identifying a funding opportunity to submitting a successful proposal.

This course focuses on developing your practical skills in resource mobilisation. The course starts with identifying the right funding opportunity using our funding database (access included in the training). We will then analyse the donor policies and programmes to develop a convincing narrative. Finally, we will train writing techniques, budgeting for new projects and introducing you to the most up to date donor trends and preferences. This is delivered using interactive learning methods, digital resources and group work. This course equips participants to write better proposals, that are better targeted achieving a higher success rate.

Course timeline

Pre-Course Survey and Access to Online Knowledge Base

Day 1

- ✓ Donor trends and regional preferences
- ✓ Finding and evaluating funding opportunities
- ✓ New forms of funding and how to develop them



Day 2

- ✓ Mapping the funding landscape in your country
- ✓ Stages of donor procurement and how to manage each stage
- ✓ Writing a convincing concept note

Day 3

- ✓ Logical frameworks for effective project planning and presentation
- ✓ Writing budgets that win
- ✓ Effective writing techniques



Day 4

- ✓ Developing consortia
- ✓ Engaging and networking with new and traditional donors
- ✓ Proposal writing dos and don'ts

Continued Learning on MzN's E-Learning platform, Teamwork



What will you learn?

- ✓ Donor Agencies' Trends and Preferences
- ✓ Identifying Funding Opportunities
- ✓ Develop Comprehensive Log Frameworks
- ✓ Convincing writing and programme design
- ✓ Writing professional budgets
- ✓ Funding scouting and pre-position skills

Our Trainers

- ✓ equipped with at least 15 years of experience
- ✓ are experts in proposal writing and business development in the international development and aid sector.
- ✓ adapt the training course to the particular group's needs
- ✓ Use multiple methods of engagement, including seminar lectures, class discussions, practical exercises and case studies, giving you the tools to replicate the knowledge you gain in your job.

Post-Course Care

All our courses are supported by extensive post course care and extended learning facilities. Our online learning platform, Teamwork, allows you to keep practicing and developing your skills months after the training course ends. Here you can communicate with fellow participants and your trainer, share experiences, problems and information. You can also access the course material, extra readings and resources, and set yourself Tasks and Milestones to encourage the use of new methods and knowledge learned during the course.



Ready? Apply now!

To book a course or find more information on our courses, including dates and locations, simply visit www.mzninternational.com or email us at training@mzninternational.com

How good is our training really?

How can you be sure that our courses are exactly what we promise you? See for yourself! We collect comprehensive feedback and publish 100% of it, good and bad. You can see video testimonials from our past participants on our website and even download our training feedback report.

Check it out at www.mznInternational.com



92% would recommend MzN Training courses to others

90% said the training course met their expectations

97% felt the trainer was enthusiastic about the course

96% felt that class participation and interaction was encouraged

Course fees



Standard rate: €850

Book & pay at least 4 weeks in advance

Early rate: €650

Book & pay at least 6 weeks in advance to secure this rate

Group booking: €550 p.P.

Book at least 5 people 6 weeks in advance to secure this rate

Fees include training material, including the donor database, refreshments and lunch. All venues are in high quality, secure locations. Payment can be made by direct transfer or Paypal.