



Project funded by the  
**EUROPEAN UNION**

**EBSOMED**  
ENHANCING BUSINESS SUPPORT ORGANISATIONS



## CERTIFIED TRAINING

8 days of trainings (56h)  
& 4 days of learning visit

In the framework of the Workshops on Projects Development:

### THE ECONOMIC DEVELOPMENT MASTERCLASSES

#### C4. Project development management and fundraising

#### Objectives

Know how to design and implement an international cooperation project

#### Targeted skills

- Know the main characteristics of international financing and monitoring
- Identify a problem and formulate a project responding to a territorial issue
- Choose an intervention strategy
- Develop a concept note for a cooperation project proposal and respond to a call for proposals
- Design and use project management and communication tools
- Build and use tools for monitoring and evaluating results and impact
- Carry out project capitalisation

#### Dates

Modules M, N, O, P in 2019

**The 4 locations are currently being defined**

#### Schedule

9 am – 5 pm

#### Conditions

23 participants in 2 bilingual groups

Conditions of participation upon request. Coverage of travel and subsistence expenses for candidates eligible for the EBSO MED grant

Priority will be given to participants from the 10 EBSO-MED beneficiary countries.

#### Participants profile

Managers in charge of designing and implementing international cooperation activities within the economic development organisations of the Mediterranean countries.

#### Prerequisite

- Experience in cooperation
- Have as a project the development of cooperation initiatives.

#### DATES

2019

2019

2019

2019

#### COURSE

MODULE M. COOPERATION FUNDING: OPPORTUNITIES FOR TERRITORIAL CHANGE

MODULE N. DIAGNOSTIC : TRANSFORM A TERRITORIAL CHALLENGE INTO A PROJECT IDEA

MODULE O. DESIGNING AND MANAGING A PROJECT THAT MATCHES THE OBJECTIVES

MODULE P. ASSESING THE PROJECT IMPACT AND CAPITALISATION

#### CERTIFICATION

**REGISTER NOW** [www.animaweb.org/en/registration-master-classes](http://www.animaweb.org/en/registration-master-classes)

#### Pre-registration

You will receive a pre-registration email within 15 days following your request, along with a training agreement to be returned signed..

#### Registration

After signing the agreement and payment, your registration will be finalised. You will then receive a confirmation from ANIMA, a notification including logistical details and coverage conditions, as well as an invitation letter to facilitate visa procedures when necessary.

#### Training lecturers

International cooperation practitioners, university professors and consultants qualified and experienced

ANIMA Investment Network  
Business France

#### Contact

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## THE ECONOMIC DEVELOPMENT MASTERCLASSES

### C4. Project development and management: cooperation and fundraising

#### DATES

#### COURSE

2019 - 3 DAYS

Upcoming location

#### MODULE M. COOPERATION FUNDING : OPPORTUNITIES FOR TERRITORIAL CHANGE

- Donors overview
- EU programmes and projects
- The project cycle
- Formulating a concept note and a project proposal
- Evaluation and watch on funding opportunities
- Case studies and group work

2019 - 3 DAYS

Upcoming location

#### MODULE N. DIAGNOSTIC : TRANSFORM A TERRITORIAL CHALLENGE INTO A PROJECT IDEA

- Cooperation project
- Identifying, collecting and analysing datas
- Drafting and analyzing problems
- Selecting a strategy and drafting an action plan
- Case studies, group work and role play

2019 - 3 DAYS

Upcoming location

#### MODULE O. DESIGNING AND MANAGING A PROJECT THAT MATCHES THE OBJECTIVES

- The logical framework
- Programming projects : ressources, time and sequences
- The coordinator role
- Administrative and financial management
- Support the action through communication
- Case studies, group work and role play

2019 - 3 DAYS

Upcoming location

#### MODULE P. ASSESSING THE PROJECT IPACT AND CAPITALISATION

- Evaluation criterias
- Planning and conducting an evaluation
- Drafting an evaluation report
- Sharing results and adopting recommandations
- Capitalising and sharing knowledge
- Case studies, group work and role play
- Transferring TEDM Project development and management curricula to professional environment

#### CERTIFICATION



The development of a project from each participant during the entire C4 cycle will lead to certification.

The project will involve the development of a strategy, service/tool or organisational innovation for the participant's employing organisation.

#### Methods

Alternating theory and practice, as well as individual and collective work to facilitate knowledge acquisition. The modules will be made up of case studies, testimonies, exchanges, group work, presentations, debates, study visits.

#### Monitoring and evaluation

- An attendance sheet per half-day
- Evaluation of the module in order to capitalise on the feedback from participants in terms of programme, training methodology, learning visits, organisation.
- Individual and group work

#### After the training, each participant will receive:

- The supports used during the presentation
- A trainers and fellows contact list
- A certificate of participation after each module, based on the attendance sheet
- A certificate at the end of the training course based on the acquisition of knowledge
- Access to the Alumni group

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