Training course on Resource Mobilization from Non-Traditional Donors

Professional Development Training Course Outline

Category	Social Protection	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The financing landscape for social protection and broader development initiatives is rapidly evolving. Traditional Official Development Assistance (ODA) from OECD-DAC countries, while essential, is increasingly complemented by diverse and growing sources of funding. Non-Traditional Donors encompass a broad spectrum of actors, including emerging economies (e.g., BRICS countries, Gulf States), private philanthropic foundations, corporate social responsibility (CSR) initiatives, diaspora communities, high-net-worth individuals, and innovative financing mechanisms (e.g., social impact bonds, crowdfunding). Training Course on Resource Mobilization from Non-Traditional Donors is meticulously designed to equip with the expert knowledge and practical methodologies to strategically identify, cultivate, and secure resources from this diverse array of non-traditional donors to strengthen social protection financing. The program focuses on understanding donor typologies, developing tailored engagement strategies, designing compelling proposals, navigating complex partnership frameworks, ensuring accountability and transparency, and leveraging innovative financing instruments, blending rigorous analytical frameworks with practical, hands-on application, extensive global case studies (with a strong emphasis on successful African and South-South cooperation examples), and intensive proposal development and negotiation simulation exercises. Participants will gain the strategic foresight and technical expertise to confidently diversify their funding base, fostering unparalleled financial sustainability, innovation, and self-reliance in social protection, thereby securing their position as indispensable leaders in financing the future of inclusive development. This intensive 5-day program delves into nuanced methodologies for conducting donor landscape analyses to identify suitable non-traditional partners for social protection initiatives, mastering sophisticated techniques for developing a compelling value proposition that aligns with the diverse interests and motivations of emerging economies, philanthropic organizations, and the private sector, and exploring cutting-edge approaches to designing multi-faceted resource mobilization strategies, building long-term relationships based on mutual trust and shared objectives, navigating the complexities of "no-strings-attached" vs. conditional funding, and effectively communicating social impact in ways that resonate with different donor segments. A significant focus will be placed on understanding the interplay of non-traditional donor engagement with national development priorities and existing public financial management systems, the specific challenges of accountability and transparency when dealing with diverse funding sources, and

the practical application of diplomatic and negotiation skills to forge impactful partnerships.

Programme Curriculum

Training Course on Resource Mobilization from Non-Traditional Donors

Introduction

The financing landscape for social protection and broader development initiatives is rapidly evolving. Traditional Official Development Assistance (ODA) from OECD-DAC countries, while essential, is increasingly complemented by diverse and growing sources of funding. **Non-Traditional Donors** encompass a broad spectrum of actors, including **emerging economies (e.g., BRICS countries, Gulf States), private philanthropic foundations, corporate social responsibility (CSR) initiatives, diaspora communities, high-net-worth individuals, and innovative financing mechanisms (e.g., social impact bonds, crowdfunding).** These actors often operate with different motivations, priorities, and funding modalities than traditional donors, presenting both significant opportunities and unique challenges for resource mobilization. For countries like Kenya, facing persistent social protection financing gaps and seeking to achieve universal social protection floors, strategically engaging with non-traditional donors is no longer an option but a necessity. **Training Course on Resource Mobilization from Non-Traditional Donors** is meticulously designed to equip **senior policymakers, social protection program managers, national and sub-national budget officers, civil society organizations, development practitioners, and resource mobilization professionals** with the expert knowledge and practical methodologies to **strategically identify, cultivate, and secure resources from this diverse array of non-traditional donors to strengthen social protection financing.** The program focuses on **understanding donor typologies, developing tailored engagement strategies, designing compelling proposals, navigating complex partnership frameworks, ensuring accountability and transparency, and leveraging innovative financing instruments,** blending **rigorous analytical frameworks with practical, hands-on application, extensive global case studies (with a strong emphasis on successful African and South-South cooperation examples), and intensive proposal development and negotiation simulation exercises.** Participants will gain the strategic foresight and technical expertise to confidently diversify their funding base, fostering unparalleled **financial sustainability, innovation, and self-reliance** in social protection, thereby securing their position as indispensable leaders in **financing the future of inclusive development.**

This intensive 5-day program delves into **nuanced methodologies** for **conducting donor landscape analyses to identify suitable non-traditional partners for social protection initiatives,** mastering **sophisticated techniques for developing a compelling value proposition that aligns with the diverse interests and motivations of emerging economies, philanthropic organizations, and the private sector,** and exploring **cutting-edge approaches** to **designing multi-faceted resource mobilization strategies, building long-term relationships based on mutual trust and shared objectives, navigating the complexities of "no-strings-attached" vs. conditional funding, and effectively communicating social impact in ways that resonate with different donor segments.** A significant focus will be placed on understanding the interplay of **non-traditional donor engagement with national development priorities and existing public financial management systems, the specific challenges of accountability and transparency when dealing with diverse funding sources, and the practical application of diplomatic and negotiation skills to forge impactful partnerships.** By integrating **global industry best practices in development finance and strategic philanthropy (drawing examples from pioneering South-South**

cooperation initiatives, corporate foundations, and high-impact private donors), analyzing **real-world examples of successful and challenging resource mobilization efforts from various countries (including in-depth insights into how African nations have engaged with non-traditional partners for social and infrastructure development), and engaging in intensive hands-on **case study analysis, donor mapping exercises, pitch development workshops, and expert-led discussions on managing expectations and overcoming common pitfalls,** attendees will develop the **strategic acumen** to confidently lead and participate in diversifying social protection financing, ensuring that programs are not only **adequately funded but also innovative and responsive to the evolving needs of vulnerable populations**, thereby securing their position as indispensable leaders in **securing robust and resilient social welfare systems.**

Course Objectives:

Upon completion of this course, participants will be able to:

1. **Analyze core concepts and strategic responsibilities** of **Non-Traditional Donors** within the broader landscape of development finance.
2. **Master sophisticated techniques** for **identifying and profiling diverse types of non-traditional donors** relevant to social protection financing.
3. **Develop robust methodologies** for **assessing the motivations, priorities, and funding modalities** of various non-traditional donor segments.
4. **Implement effective strategies** for **designing tailored engagement plans and communication strategies** to cultivate relationships with non-traditional donors.
5. **Manage complex considerations** for **structuring compelling proposals and concept notes** that align with non-traditional donor interests and impact metrics.
6. **Apply robust strategies** for **leveraging innovative financing instruments** (e.g., blended finance, impact investing) to attract non-traditional capital.
7. **Understand the deep integration of South-South Cooperation** as a vital channel for resource mobilization for social protection.
8. **Leverage knowledge of global best practices and lessons learned** from countries that have successfully mobilized resources from non-traditional donors for social protection initiatives, with a special focus on African experiences.
9. **Optimize strategies for ensuring transparency, accountability, and mutual trust** in partnerships with non-traditional donors.
10. **Formulate specialized recommendations** for **addressing challenges such as differing aid philosophies, capacity gaps, and political sensitivities** in engaging non-traditional donors.
11. **Conduct comprehensive assessments** of opportunities to engage **corporate social responsibility (CSR) initiatives and private philanthropic foundations** for social protection.
12. **Navigate challenging situations** related to **managing expectations, diverse reporting requirements, and ensuring long-term sustainability** of non-traditional funding.
13. **Develop a holistic, evidence-based, and strategically diversified approach** to **Resource Mobilization from Non-Traditional Donors,** ensuring sustainable social protection financing.

Target Audience:

This course is designed for professionals interested in Resource Mobilization from Non-Traditional Donors:

1. **Policymakers & Senior Government Officials:** From Ministries of Finance, Planning, Social Protection, Foreign Affairs, and related line ministries.
2. **Social Protection Program Managers & Directors:** Responsible for program design, implementation, and financing.[2]

3. **Resource Mobilization & Partnerships Officers:** From government agencies, NGOs, and international organizations.
4. **Development Practitioners:** Seeking to diversify funding for their social and economic development projects.
5. **Economists & Researchers:** Specializing in development finance, aid effectiveness, and South-South cooperation.
6. **Civil Society Organizations (CSOs) & NGO Leaders:** Seeking to broaden their funding base beyond traditional grants.
7. **Private Sector Engagement Specialists:** From governments or international organizations focusing on corporate philanthropy and CSR.
8. **Consultants & Advisors:** Working on development finance and resource mobilization strategies.

Course Duration: 5 Days

Course Modules:

- **Module 1: Introduction to the Evolving Development Finance Landscape (Day 1)**
    - Defining traditional vs. non-traditional donors: OECD-DAC vs. non-DAC.
    - The changing architecture of global development finance.
    - The persistent financing gap for social protection and the imperative for diversified resources.
    - Overview of key trends in global ODA and emerging financial flows.
    - Introduction to the concept of resource mobilization strategy.
- **Module 2: Typologies and Motivations of Non-Traditional Donors (Day 1)**
    - **Emerging Economies/South-South Cooperation:** China, India, Brazil, Gulf States (e.g., Saudi Arabia, UAE, Qatar, Kuwait).
        - Motivations: Geopolitical influence, trade interests, shared development experience, solidarity.
        - Modalities: Loans, grants, technical assistance, in-kind contributions, joint ventures.
    - **Private Philanthropic Foundations:** Global foundations (e.g., Gates Foundation, Ford Foundation), local/national foundations.
        - Motivations: Social impact, innovation, specific issue areas, flexibility.
        - Modalities: Grants, program-related investments (PRIs), technical assistance.
    - **Corporate Social Responsibility (CSR) & Private Sector:** Companies, corporate foundations.
        - Motivations: Brand reputation, employee engagement, market access, shared value.
        - Modalities: Direct funding, in-kind contributions, partnerships, employee volunteering.
- **Module 3: Other Non-Traditional Funding Sources (Day 2)**
    - **Diaspora Engagement:** Remittances, collective investments, philanthropic giving.[3]
        - Understanding diaspora motivations and channels.
    - **High-Net-Worth Individuals (HNWIs) and Family Offices:** Personal philanthropy, impact investing.[4]
        - Strategies for engaging individual philanthropists.
    - **Crowdfunding and Digital Fundraising:** Leveraging online platforms for small-to-medium scale resource mobilization.
        - Best practices for digital campaigns.
    - **Debt-for-Development Swaps:** Restructuring debt payments for social protection investments.[5]
    - **Innovative Finance Mechanisms:** Blended finance (recap), social impact bonds (recap), carbon finance with social co-benefits.
- **Module 4: Designing a Non-Traditional Donor Engagement Strategy (Day 2)**

    - Conducting a comprehensive donor landscape analysis and mapping relevant non-traditional actors for social protection.
    - Developing a compelling "value proposition" for social protection initiatives that resonates with diverse donor interests.
    - Tailoring communication and advocacy messages for different non-traditional donor segments.
    - Building long-term relationships based on mutual respect, trust, and shared objectives.
    - Identifying common ground and potential synergies with non-traditional donor priorities.
- **Module 5: Crafting Winning Proposals and Partnerships (Day 3)**
    - Key components of a strong proposal for non-traditional donors (problem statement, solution, impact, budget, sustainability).
    - Developing robust logframes and theories of change aligned with donor expectations.
    - Negotiation strategies for terms, conditions, and reporting requirements.
    - Legal and contractual considerations in partnerships with diverse non-traditional entities.
    - Ensuring alignment with national social protection policies and priorities.
- **Module 6: Accountability, Transparency, and Risk Management (Day 3)**
    - Importance of transparent financial reporting to build donor confidence.
    - Establishing robust accountability mechanisms for non-traditional funding.
    - Managing risks associated with diverse funding sources (e.g., political risks, reputational risks, compliance risks).
    - Differing reporting requirements and navigating due diligence processes.
    - Promoting country ownership and avoiding donor-driven agendas.
- **Module 7: South-South Cooperation for Social Protection (Day 4)**
    - Principles and modalities of South-South and Triangular Cooperation.
    - Case studies of South-South collaboration in social protection (e.g., knowledge sharing, technical assistance, direct financial support).
    - Opportunities for learning and peer-to-peer exchange in social protection system building.
    - Facilitating South-South partnerships for social protection financing and capacity building.
    - The role of regional bodies (e.g., AU, COMESA) in fostering such cooperation.
- **Module 8: Lessons Learned and Best Practices from Africa (Day 5)**
    - Case studies of African countries successfully mobilizing resources from non-traditional donors for social protection (e.g., specific partnerships with Gulf States, corporate foundations, diaspora funds).
    - Analyzing challenges and successes in navigating diverse donor philosophies and aid modalities.
    - Identifying key success factors for effective engagement with non-traditional donors in the African context.
    - Practical insights on building trust, demonstrating impact, and ensuring sustainability.
    - Future outlook for non-traditional financing for social protection in Africa, including Kenya's experience.

Training Methodology

- **Interactive Workshops:** Facilitated discussions, group exercises, and problem-solving activities.
- **Case Studies:** Real-world examples to illustrate successful community-based surveillance practices.
- **Role-Playing and Simulations:** Practice engaging communities in surveillance activities.
- **Expert Presentations:** Insights from experienced public health professionals and community leaders.
- **Group Projects:** Collaborative development of community surveillance plans.
- **Action Planning:** Development of personalized action plans for implementing community-based surveillance.

- **Digital Tools and Resources:** Utilization of online platforms for colla

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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