Grant and Proposal Writing for Development and Donor Projects

COURSE OVERVIEW

Grant and Proposal Writing for Development and Donor Projects focuses on the skills, structures, and strategies required to design winning proposals and secure funding from donors, foundations, and development partners. Effective grant writing requires aligning project ideas with donor priorities, presenting compelling narratives, and demonstrating measurable impact. This course equips participants with step-by-step frameworks, writing techniques, and practical examples to craft persuasive proposals, develop logical frameworks (logframes), and prepare budgets that meet donor expectations while advancing sustainable development outcomes.

WHO SHOULD ATTEND?

This program is specifically tailored for project managers, development practitioners, program officers, and NGO staff responsible for resource mobilization. It is especially valuable for proposal writers, donor relations officers, fundraising professionals, consultants, and researchers working on development, humanitarian, and social impact initiatives. Executives, policymakers, and social entrepreneurs seeking to strengthen funding strategies for donor and impact-driven projects will also benefit immensely from this court.

COURSE OUTCOMES

Delegates will gain the skills and knowledge to:

- Explain the principles of effective grant and proposal writing.
- Analyze donor priorities and align proposals with funding requirements.
- Structure proposals using logical frameworks and results-based management.
- Write compelling narratives supported by evidence and data.
- Develop project budgets that are realistic, transparent, and compliant.
- Apply strategies for presenting sustainability and long-term impact.
- Strengthen communication with donors and funding agencies.
- Evaluate examples of successful grant proposals for best practices.

KEY COURSE HIGHLIGHTS

At the end of the course, you will understand;

- Essential elements of successful proposals and grant applications.
- Approaches to researching and discovering donor funding opportunities.
- Frameworks for crafting clear, results-oriented proposal structures.
- Techniques for developing compelling and persuasive project narratives.
- Budgeting methods that align with donor compliance requirements.
- Strategies to showcase project sustainability and measurable impact.
- Tools for building strong communication and relationships with donors.
- Real-world examples of winning donor-funded project proposals.

All our courses are dual-certificate courses. At the end of the training, the delegates will receive two certificates.
1. A GTC end-of-course certificate
2. Continuing Professional Development (CPD) Certificate of completion with earned credits awarded