



LEADERSHIP AND MANAGEMENT DEVELOPMENT

Proposal and Grant Writing for Development Funding

3 day course

Classroom, online or in-house

Course overview

Funding proposals are rejected for reasons that have little to do with the quality of the work proposed, most often because they answered a different question from the one the call asked. This course covers writing ones that get funded. Delegates work through reading a call for proposals properly, including the evaluation criteria and the weighting that tells you where to spend effort, aligning a proposal to a funder's stated priorities without misrepresenting what you do, and the intervention logic that assessors are trained to look for. Budget construction and its consistency with the narrative are covered, since inconsistency is a common rejection. Organisational capacity, partnerships and due diligence follow. The course closes on submission compliance and on learning from a rejection.

What you will learn

- Read a call for proposals and interpret its evaluation criteria
- Align to funder priorities without misrepresenting your organisation
- Present an intervention logic assessors can score
- Build a budget consistent with the narrative
- Evidence organisational capacity and manage partnerships
- Meet submission compliance requirements exactly
- Learn from a rejection and improve the next application

Who should attend

- Fundraising and proposal development staff
- Non governmental organisation directors and managers
- Researchers seeking grant funding
- Government and municipal staff applying for programme funds
- Consultants supporting funding applications

Course outline

- 01 Answering a different question
- 02 Reading the call and its criteria
- 03 Evaluation weighting and where to spend effort
- 04 Alignment without misrepresentation
- 05 Intervention logic and scoring
- 06 Budget construction and narrative consistency
- 07 Capacity, partnerships and due diligence
- 08 Submission compliance and learning from rejection

Upcoming dates

Dates	Venue	Format	Fee per delegate
2 to 4 December 2026	Online	Online	R6,500
7 to 9 December 2026	Gaborone, Botswana	Classroom	R14,950
25 to 27 January 2027	Kigali, Rwanda	Classroom	USD 995



Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

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