



Business Planning Course for Youth & Social Development NGO

In September 2011, etc4CA were invited to deliver a two day seminar and workshop on the topic of Business Planning for an NGO with the purpose of promoting social, economic, cultural and moral values of children and youth in Tajik society. Whilst this NGO has had outstanding successes in the past, with hundreds of young people benefiting from the work it has done, it is now at a crossroads in its future strategic development. It has seen a steady decline in funding; its portfolio of services is wide and many of these services were developed loosely; organisation and leadership are not well defined, and the facilities of the NGO are not suited to the work it now delivers. Etc4CA were asked to assist in re-framing the vision, mission, values and strategic intent of the NGO and were also requested to review and recommend improvements to the business programme and, in general, the operations of the NGO.

Thirteen attendees participated over the two day period which was composed of a blend of training content delivery, group discussion, process analysis and strategy development. The outcomes were:

- Gaps were identified in the existing vision, mission and values compared to best practice and potential improvements were identified.
- Critical elements of the strategic plan were defined and actions assigned to complete the development of the plan.
- Tools and techniques were taught that can also be applied to attendees' personal & business lives
- New ways for generating funds were identified, progressing towards a mechanism for self-financing
- A process map for the business programme was developed, identifying areas for cost reduction and potential revenue generation.

Recommendations were also made concerning: styles of leadership; the risks surrounding an expansion into non-core commercial activities; and the need for additional focus upon fund-raising.

Etc4CA were requested to continue in ongoing dialogue with the NGO and we expect to deliver further consulting services in spring 2012.



September 2011

E: info@etc4ca.com
W: www.etc4ca.com
S: etc4ca
M: +44 (0) 7780 330200

