

# Summary Report



**Subject/Course Title :** Sub-Regional Resource Mobilization Training Workshops

**Duration :** during 13- 15 November 2013

**Venue :** in Yanggon ,Myanmar

**Name :** Pinanong Cruasa

**Position :** Public Heath Technical Officer

**Type of participation :** representative from Department of Health

**Budget supporter :**WHO regional Office for South-East Asia

**Description/General Information:**

There are totally 46 participants from 10 countries (fig 1) have participated the workshop. The training methodology adopted in the workshop is composed of didactic lecture, role play, case study and plenary and group discussion in order for better understanding the mechanism and practical use of the tools. The participants have been divided into 10 groups to discuss the main ideas and framework of the proposals that had been prepared by themselves before with one speaker from each group to present before the donor (role play by the facilitator).

Fig 1.

Country	Bangladesh	Bhutan	DPRK	India	Indonesia	Maldives	Myanmar	Nepal	Sri Lanka	Thailand
NO. of Participants	7	5	1	3	3	4	9	4	3	7

**Objective:** The main initiative of the workshop is to strengthen the relationship with WHO partners and donors to ensure the increased flexibility, predictability and sustainability of funding for health. The goal of the workshop is to develop knowledge and skills for effective mobilization of resources for country health programs. After the workshop, the participants are expected to be able to understand mechanisms and tools for resource mobilization (RM), identify the different types of resources and donors, strengthen how to communicate and negotiate with donors, review and improve existing proposals/RM plans, develop some RM action points to use when their return, and clarify WHO-specific process and work flows related to RM.

### Findings and Suggestions

#### 1. Key points of preparing a sound proposals

1.1 A thorough understanding of the current situation and GAP analysis

1.2 good knowledge and understanding of donors, including their interests, needs, policies and languages

1.3 when preparing the proposal, should hit to the point rather than writing something unrelated. The main contents should include GAP analysis, target, strategy and activities, our needs which donor could help to fulfill, clear timeline, the output and outcome to be reported to the donor, etc.

#### 2. Donor Communication: how to communicate with donors efficiently and effectively.

Problem->Solution->response. Should use the common words rather than technical terms for concise and efficient expressing.

3. The length (3 days) of the training is too short to make every participants to comprehend all the knowledge and skills; Since the workshop is the result of combination of 2 parallel WHO workshops, the knowledge background of the participants are obviously different. Thus, the time arrangement of the workshop has to consider the poor ones leading to waste huge time on the lecture rather than more useful practices. Before the workshop, the organizer would rather have asked participants to prepare the proposal practicing materials based on their own work than to think and talk without preparing.

4. Compared with some African countries, or some even poorer South- East Asia countries, donors normally consider Thailand a well-managed and wealthier country, which makes us in a lower position in their priority list. This has posed a huge challenge for us and we have to prepare a better proposal to address our needs and GAP.