Training Course on Grant Management and Fundraising

Professional Development Training Course Outline

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

Course Introduction

Securing and managing grants effectively are critical skills for organizations in today's competitive funding environment. The Grant Management and Fundraising Training Course equips participants with the knowledge and practical tools to successfully identify funding opportunities, develop compelling proposals, and manage grants to achieve impactful outcomes. This comprehensive program ensures participants can align grant activities with organizational goals while maintaining compliance with donor requirements.

Fundraising has become more strategic and competitive, requiring innovative approaches to attract and retain donors. This training emphasizes strategies for building relationships with funding organizations, crafting persuasive narratives, and utilizing technology to streamline the fundraising process. Participants will also learn to design robust grant management systems to track progress, evaluate performance, and ensure accountability.

Programme Curriculum

Training Course on Grant Management and Fundraising

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Organizations that master grant management and fundraising are better positioned to achieve financial sustainability and expand their impact. **Training Course on Grant Management and Fundraising** introduces best practices for grant implementation, budgeting, and reporting, ensuring participants can meet donor expectations while delivering measurable results. Case studies from successful grant-funded projects will provide actionable insights and inspiration for effective fundraising campaigns.

Designed for professionals in the nonprofit, public, and private sectors, this training is a must-attend for individuals involved in securing and managing grants. By participating, you will gain the skills to diversify funding streams, optimize resource utilization, and enhance your organization's ability to make a lasting difference.

Course Duration

5 Days

Course Objectives

1. Understand the fundamentals of grant management and fundraising.
2. Learn to identify and assess funding opportunities.
3. Master the art of writing winning grant proposals.
4. Develop budgets and financial plans that align with donor requirements.
5. Gain skills in managing grant compliance and reporting.
6. Explore strategies for building and maintaining donor relationships.
7. Learn to design fundraising campaigns that resonate with target audiences.
8. Understand how to measure the impact of grant-funded projects.
9. Utilize technology and tools for effective grant tracking and management.
10. Apply best practices through case studies of successful fundraising and grant management.

Organizational Benefits

1. Enhanced capacity to secure and manage diverse funding sources.
2. Improved alignment of grant activities with strategic goals.
3. Increased donor confidence through transparent reporting.
4. Development of effective budgeting and financial oversight practices.
5. Strengthened ability to deliver impactful and sustainable projects.
6. Better relationships with donors and funding agencies.
7. Streamlined grant compliance and risk management processes.
8. Access to innovative tools and techniques for fundraising success.

9. Reduced financial dependency on a single funding source.
10. Empowered teams equipped with grant writing and management expertise.

Target Participants

- Fundraising officers and grant managers.
- Program and project managers in nonprofit organizations.
- Development and communication officers.
- Finance and administrative personnel involved in grant oversight.
- Donor and partnership liaisons.
- Consultants and professionals in resource mobilization.
- Government officials managing grant-funded programs.
- Researchers and academics pursuing funding for projects.
- Private sector professionals involved in corporate social responsibility (CSR).

Course Outline

Module 1: Introduction to Grant Management and Fundraising

1. The role of grants in organizational growth and sustainability.
2. Key principles of effective grant management.
3. Overview of the fundraising process and donor dynamics.
4. Ethics and accountability in grant management.
5. Case studies: Successful grant management strategies.

Module 2: Identifying and Assessing Funding Opportunities

1. Researching potential funding sources.
2. Understanding donor priorities and funding trends.
3. Analyzing requests for proposals (RFPs) and grant criteria.
4. Matching funding opportunities with organizational goals.
5. Case studies: Identifying ideal funding opportunities.

Module 3: Grant Proposal Writing and Budgeting

1. Structuring and writing compelling grant proposals.
2. Developing logical frameworks and clear objectives.
3. Creating realistic and donor-compliant budgets.
4. Tips for standing out in competitive grant applications.
5. Case studies: Winning grant proposals and effective budgets.

Module 4: Effective Grant Management and Compliance

1. Implementing grant-funded projects efficiently.
2. Managing grant finances and preventing misuse.
3. Ensuring compliance with donor requirements.
4. Risk management in grant-funded initiatives.
5. Case studies: Overcoming common grant management challenges.

Module 5: Fundraising Campaign Design and Execution

1. Developing a strategic fundraising plan.
2. Building relationships with donors and stakeholders.
3. Leveraging digital platforms for fundraising success.
4. Monitoring and evaluating fundraising outcomes.
5. Case studies: Successful fundraising campaigns.

Module 6: Reporting and Measuring Impact

1. Writing clear and impactful donor reports.
2. Measuring and communicating project outcomes.
3. Using data to demonstrate program effectiveness.
4. Building donor trust through transparent reporting.
5. Case studies: Reporting that enhances donor confidence.

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

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

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com