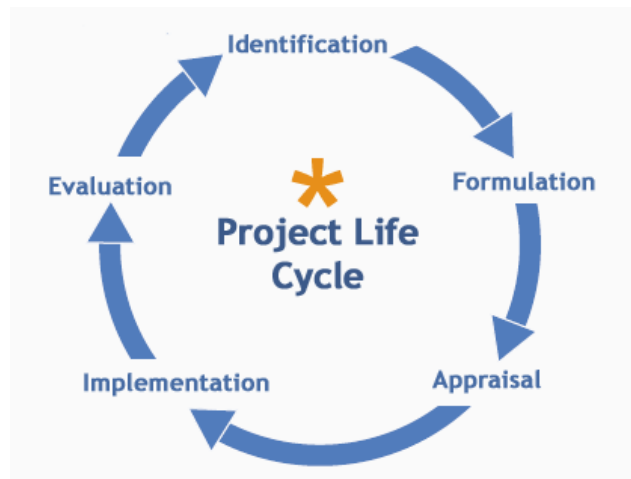


## Competencies to be developed by the students

When the course and the proposed activities are completed (with the support of tech

support and participant services staff), the participants will be able to:

- Identify the relationship between national and regional agendas.
- To prepare projects and identify sources of funding for their implementation.
- Contributing to developing expertise at IICA in organizing and managing portfolios of investment and technical cooperation projects.
- To satisfy our clients based on the thematic or strategic areas contained in the National Agendas of member countries.
- Apply the knowledge acquired from the course through the development of projects for the mobilization of resources for development.



## More Information:



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INSTITUTO INTERAMERICANO  
DE COOPERACIÓN PARA LA  
AGRICULTURA

CURSO

**Mobilization of Resources  
for Development**

**UN CURSO:**

**CENTRO DE CAPACITACIÓN A  
DISTANCIA**

**HOSPEDADO EN LA PLATAFORMA:**

**ENTORNO VIRTUAL  
INTERACTIVO DE**



# Introduction

The purpose of this course is to provide IICA staff with the capacity to conceive an idea for a project and formulate a coherent proposal; and to ensure that they are familiar with relevant donors' agencies, their policies, how they operate, and how to contact and negotiate with them.

## Overall objectives

Upon completion of the course, IICA participants will be capable of:

- To prepare projects and identify sources of funding for their implementation.
- Contributing to developing expertise at IICA in organizing and managing technical cooperation projects.
- Identify the relationship between national and regional agendas.

## Module 1 - Opportunities for Assistance and Cooperation for Development

### Objectives:

- To analyze the issues and trends related to assistance and cooperation for development.
- To determine the role of IICA supporting country members in the accomplishment of the MDG.

## Module 2 - Project Design

### Objectives:

- Analyze the 'project cycle' as an essential component in developing convincing proposals for presentation to donor agencies.
- Understand the key concepts related to the 'tree problem' and the 'logical framework' in the formulation of a project.

## Module 3 - International Funding Agencies

### Objectives:

- To analyze critically the chances to receive financial support from international agencies and foundations for rural development projects.
- To receive information about potential funding agencies.

## Module 4 - Priorization and Selection of Topics for the Formulation of Investment Projects

### Objectives:

- To study the procedures IICA follows in drafting proposals aimed at securing funds for development.
- To consider the importance of adhering to such procedures when drafting proposals aimed at securing funds for development.

## Module 5 - IICA as Center of Excellence in Knowledge Management for Mobilization of Resources for Development

### Objectives:

- To develop a conceptual framework in Knowledge Management for mobilization of resources for development.
- To document and share among IICA specialist best practices in developing proposals in response to donors requests and opportunities.