

Results Measurement

for Sustainable Private Sector Development

Five-day course
15th – 19th August 2016
Ede, The Netherlands

This course offers a comprehensive and in-depth understanding of all aspects that practitioners need to set up a practical results measurement system for internal learning and communicating credible results.

The course will draw on the [Donor Committee for Enterprise Development Standard for Results Measurement, \(DCED\)](#), a practical framework, based on proven good practice, to improve program performance and enable you to communicate credible results.

Course Objectives

By the end of the course you will be able to set up a practical results measurement system.

You will practice how to develop realistic causal models, and how these results chains can be used to project impact, identify indicators, develop measurement plans and validate your assumptions.

You will learn to make trade-offs between the different research tools, how to analyse results, use the information for decision-making, and how to ensure the credibility of the final result.



The course is designed to maximise participation and learning from experience: most of the time participants will work on cases brought in by the trainers, as well as working on cases brought in by the participants.



What other participants said:

- *Really concrete guidance on how to build a solid RM system.*
- *Great discussions and amazing group composition.*
- *Real life cases were useful to discuss from a practical perspective.*
- *It connects to real scenarios and clarified principles.*
- *I learn a lot during the exercises and Q&A sessions.*
- *I was able to share my experiences, get answer to challenges and learn best practices used by others*
- *It was relevant, practical, something I can apply.*

Course Participants:

- **Intervention Managers** of a PSD program wishing to increase their skills and use the system to manage interventions.
- **Monitoring Specialists** wishing to set up and manage a practical (DCED compliant) monitoring system.
- **Program managers of implementing agencies** aiming to set up a practical (DCED compliant) system*
- **Program Managers in a donor organization** responsible for designing and steering PSD programs
- **Consultants** advising PSD programs and wishing to do that more effectively.

**Team leaders and senior managers that are experienced in applying a measurement system that complies with the DCED Standard are advised to enrol in the Results Measurement for Program Managers course offered by MCL and HPC once a year. More information at www.hposthumus.nl or www.miehlbradt.com*

Questions that will be addressed

- How do we develop business models and intervention plans that lead to sustainable systemic changes at sector level?
- When and how do we develop intervention results chains? When are intervention results chains logic and detailed enough to help us monitor our interventions?
- How do we define appropriate indicators that enable us to monitor changes in practice? How do we define indicators that enable us to aggregate and report credible results?
- Why and how do we project the expected results from our interventions? How do we define our assumptions? When and how do we review them?
- How do we monitor and measure changes? Who does what, when and how? What are the principles and steps?
- What do we monitor during the intervention period? What do we monitor at sector level?
- How do we deal with attribution? When and how do we develop baselines? When and how do we assess the final impact?
- When and how do we aggregate results across interventions and sectors?
- How do we review changes at intervention and sector level? How do we learn from our interventions? When do we adjust our interventions and sector strategies?
- When and how do we set up the results measurement system? How do we define roles and responsibilities?

Course outline

Day 1

- Overview, sector and intervention results chains.

Day 2

- Indicators, projections and measurement tools.

Day 3

- Monitoring, attribution and measurement plans.

Day 4

- Practising the above on Real Life Cases.

Day 5

- Aggregation, reporting and system design.

Registration and venue

Course registration can be done on line www.mdf.nl or by contacting registration@mdf.nl. Participants will be requested to return their intake form. Applicants will be informed within 14 days.

The course fee of Euro 2,250 includes tuition, training materials and lunch during the 5-day training. Travel, accommodation and insurances are excluded.

Early-bird-discount (10%) is applicable if registration, acceptance and payment are completed before 31st May 2016.

The course will take place at the [Reehorst Conference Centre](#) near the **MDF head office in Ede, The Netherlands**. Preferential room rates are available.

The trainers

Hans Posthumus

Hans has worked in private sector development since 1986 and has been actively involved in the development of the Standard of the DCED from the beginning. Hans has developed and conducted courses and workshops in Asia, Africa and Europe, and supports projects and organisations to apply the DCED Standard. Hans is a reputed trainer and has been involved as consultant in the design, coaching and reviewing of several private sector development projects since 1998.

Phitcha Wanitphon

Phitcha has pioneered the DCED Standard as Deputy Program Director at the Thai-German Program for Enterprise Competitiveness. He has supervised the design of new interventions, ensuring that these are sustainable and demonstrate how they will achieve impact. As a consultant, Phitcha focuses on training and advising projects in results measurement. Phitcha has conducted many DCED trainings and workshops since 2012 and has undertaken many DCED audits since 2011.

[MDF](#) is a global training and consultancy agency with over 25 years of experience in international co-operation. Services are to enhance competencies of staff members, assist organizations to improve performances, maximize the impact of partnerships and networks and focus on sustainable results. MDF takes the experiential learning cycle as a guiding principle.

Course dates:

15th – 19th August 2016

Location:

Ede, The Netherlands

Cost including tuition fee, all materials and lunch

Euro 2,250

Early bird discount:

10% up to 31st May 2016



Organized and conducted by
Hans Posthumus Consultancy
www.hposthumus.nl

Organized in cooperation with
MDF Training & Consultancy
www.mdf.nl