



# Advanced Training Workshop in Results Measurement for Private Sector Development

**4½ Days Training Workshop  
20<sup>th</sup> – 24<sup>th</sup> November 2017  
Bangkok, Thailand**



Results Measurement for Program Managers – Bangkok November 2016

## Introduction

Results measurement enables programs to learn from experience so that they can maximize sustainable impacts, and report results credibly to program stakeholders. The spread of the [Donor Committee for Enterprise Development Results Measurement Standard](#) has contributed to improving practice around the world. Yet, even experienced results measurement practitioners encounter challenges, particularly as programs mature or expand into demanding new areas.

This unique workshop will bring together experienced results measurement practitioners to share lessons learned, solve common problems, exchange practical approaches to address identified challenges and build a supportive network. Participants will become more capable and confident to lead results measurement in organizations across the world.

## Workshop Participants

The workshop is specifically designed for *experienced results measurement practitioners* who are:

- **Results Measurement Managers** of PSD programs
- **Results Measurement Specialists** in PSD programs
- **Specialised consultants** providing support in results measurement to PSD programs

**To attend this workshop, you must have at least 2 years of experience in applying the DCED Results Measurement Standard in practice.**

If you do not meet these requirements, [HPC](#) offers “Results Measurement for Sustainable Private Sector Development.” See the [HPC website](#) for details.

## Workshop Objectives

By the end of the workshop, you will have improved knowledge and skills to:

1. Tackle challenging technical problems with confidence;
2. Lead and coach your team in implementing an effective results measurement system;
3. Integrate the latest practices and developments in results measurement into your program’s system; and
4. Interact with a larger network of colleagues.

You will leave the workshop with new knowledge, improved skills, practical tips, more confidence and a network of experienced colleagues.

## Workshop Summary

We will design the workshop based on challenges, issues and cases identified by the participants.

You will have opportunities to share specific problems, successes, tools and approaches with your workshop colleagues.

In both large and small groups, you will tackle challenging technical and managerial problems in results measurement.

You will develop solutions with your workshop colleagues and learn best practices applied by others.

Participants will also be entitled to a one hour advisory session via Skype in the month after the workshop.

## Workshop Process

The workshop will maximize practical and relevant learning by involving participants in the design and prioritizing interaction during the event.

### Schedule:

- April-June:** Applications
- July-September:** Facilitators gather input and cases from participants
- October:** Facilitators design the workshop and structure sessions
- November 20-24:** Workshop in Bangkok
- December:** Facilitators provide technical support sessions to participants

### Examples of possible topics:

- How to measure and attribute impacts in challenging circumstances, such as remote or conflict affected environments and businesses reluctant to share info.
- How to monitor and measure results for complex interventions or sectors, such as skills development, tourism, services and manufacturing.
- How to develop a pathway for systemic sector level changes, and how to assess them at market and target beneficiary levels.
- How to ensure that sector and intervention review meetings lead to using information for decisions.
- How to build an effective RM team.
- What to do if resources for RM are very limited.

## Registration

**To apply for the workshop** contact MCL at [holm@miehlbradt.com](mailto:holm@miehlbradt.com) or visit [www.miehlbradt.com](http://www.miehlbradt.com) for an application form. Applications, references and additional materials submitted will be carefully assessed to determine if applicants have sufficient prior knowledge and experience for the workshop.

**The workshop fee** of EUR1,975 includes all workshop sessions, workshop materials, lunch and coffee breaks during the (4½ day) event. It also includes a dedicated advisory session via skype with one of the facilitators after the workshop. Travel, accommodation, insurances and dinners are excluded.

**Early-bird-discount** (10%) is applicable if registration, acceptance and payment are completed before 30<sup>th</sup> June 2017. Contact us for group discounts.

*Register early to maximize your input to the workshop design!*

### What participants have said about HPC/MCL courses:

*"The training is a good balance of market systems principles and practical cases to reflect real challenges programs face in applying the approach.*

Maryam Piracha, Deputy Country Representative Pakistan, MDF

*"Participatory and lots of room to discuss the issues I face in my work; practical solutions from other, similar programs were very useful."*

Khaled Khan, Head of Results Measurement and Learning, PRISMA

## The Facilitators

The workshop will be designed and facilitated by two experts renowned for their dedication to the role that results measurement plays in effective development.



### [Hans Posthumus](#)

Hans is an innovative and well-regarded trainer and consultant, regularly conducting popular courses and workshops in Asia, Africa and Europe. Hans worked as a resident project

manager in Private Sector Development from 1986 to 1998 and started his HPC Training and Consulting Company in 1998. He has been actively involved in the development of the Standard since its inception. He was the first to offer an MRM course on the market in 2009 and he conducted the first DCED audit in 2011. Hans led the development of case studies for practitioners on applying the DCED Standard, and developed a good practices document for SDC managers.



### [Alexandra Miehlbradt](#)

Aly is a leader in the global effort to improve results measurement for private sector development. She has been a senior technical adviser to the DCED on the

Standard since its inception and is a certified auditor for it. Aly has worked for over 20 years in private sector development as a researcher, consultant and trainer. She has helped many programs and donors to develop or improve results measurement systems and has taught a range of courses on the DCED Standard. Aly has consistently been an innovator in improving global capacity in this area. Aly is a Director of MCL.

**More information:** [holm@miehlbradt.com](mailto:holm@miehlbradt.com)

Organized and conducted by  
Miehlbradt Consulting Ltd and Hans Posthumus Consultancy  
[www.miehlbradt.com](http://www.miehlbradt.com) [www.hposthumus.nl](http://www.hposthumus.nl)

Course dates:

**20<sup>th</sup>– 24<sup>th</sup> November 2017**

Location:

**Bangkok, Thailand**

Cost including fee, all materials, lunch and advice

**EUR1,975**

**Early bird discount:**

10% up to 30<sup>th</sup> June 2017

