

Results Measurement

for Sustainable Private Sector Development

Five-day course
19th – 23rd March 2018
Bangkok, Thailand

Course Objectives

By the end of the course you will be able to develop 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.



What other participants said:

- *Really concrete guidance on how to build a solid MRM 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.*

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.



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.

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 are advised to enrol in the Results Measurement for Program Managers course offered by MCL and HPC the week after: 26-30th March 2018. 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

Course registration can be done by contacting hans@hposthumus.nl. Participants will be requested to fill and return an intake form. Applicants will then be informed within 14 days.

The course fee of Euro 1,800 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 December 2017.

The trainers

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.

Phitcha Wanitphon

Phitcha is an effective and well-respected PSD practitioner, consultant and trainer, and a pioneer of the DCED Standard. As a resident manager and Deputy Program Director of the Thai-German Program for Enterprise Competitiveness for 6 years, Phitcha piloted and contributed to the development of the DCED Standard in 2008. In this role, he supervised the design of new interventions, ensuring that these were sustainable and demonstrated how they will achieve impact. As a consultant since 2011, Phitcha focuses on training and advising projects in results measurement. In this time, Phitcha has conducted numerous training courses on the DCED Standard and has undertaken many DCED Standard audits.

Course dates:

19th –23rd March 2018

Location:

Bankok, Thailand

Cost including tuition fee, all materials and lunch

Euro 1,800

Early bird discount:

10% up to 31st December 2017



Conducted by **Hans Posthumus Consultancy**
www.hposthumus.nl