

Developing strong, collaborative funding proposals

for equitable and localised projects

Online training course



Course summary and objectives

This interactive e-learning experience will equip participants with tools and skills to design and develop solid, collaborative funding proposals, for a diverse group of funders and funding modalities, while challenging power dynamics in funding processes. Learn practical tools, discuss decolonisation in funding partnerships, and gain insights on reflecting these principles in proposals. The appropriate use of AI will be a cross-cutting theme.

By the end of this course participants will be able to plan a collaborative process for developing a winning proposal that is designed using tools to promote shifting of power. Participants will also be able to explain how to structure and frame responses to common proposal questions.

Target Audience

- New or experienced proposal writers: Ideal for program staff, fundraisers, and business development personnel seeking to hone their proposal writing skills for grant funders.
- Organisations: Suitable for smaller organisations starting to work with institutional donors and those actively decolonising practices by decentralising or localising funding streams.
- Global reach: Open to participants from anywhere in the world.

Learning outcomes

- Collaborative Partnerships: collaborate and partner with diverse stakeholders using feminist principles and promoting localisation in proposal writing.
- Funder diversification: understand the perspectives of a diverse range of funders and funding modalities, including grants, commercial contracts and new models of funding such as impact investing.
- Process Management: plan and manage an inclusive and empowering proposal development process for all stakeholders.
- Collaborative Project Design: apply collaborative project design tools to centre target group perspectives including theory of change, results framework, and MEAL plan.
- Proposal Section Analysis: analyse how key proposal sections, relate to project design outputs and evaluation criteria.
- Budgeting Practices: review and ensure budgets align with project design, funder requirements (including commercial practices), key budgeting principles (including full cost recovery), and equitable approaches to indirect costs.
- Writing for Funder: apply an appropriate writing style for funders - concise, persuasive, reflecting donor/funder language, structured for readers, and evidence-based.
- Addressing Common Questions: plan responses to specific questions around due diligence, risk management, experience, capacity, staff, and track record.
- Equitable & Sustainable Proposals: demonstrate equity, value for money, inclusion, and sustainability in funding proposals.

Course format

Three interactive live Zoom sessions (one 2-hour session + two 90-minute sessions). Four hours of self-paced activities and additional learning resources on Intrac's e-learning platform. Up to two individual 1-hour-long coaching/mentoring sessions within 6 months (adaptable to proposal development schedules)*. Opportunities to interact with other participants on the course through the platform discussion forum and the live sessions

Course calendar

Session	Topic	Date
1	<ul style="list-style-type: none">• Introduction and overview of the key principles for effective proposal writing• Introducing project design tools• Identify the strengths and weaknesses of different forms of collaborative proposal writing.	1 - 3 pm UK time Tuesday 30 June 2026
2	<ul style="list-style-type: none">• Best practice in addressing key sections of a proposal• Introduce cross cutting themes, and how to incorporate these into project design• Planning and managing the development proposal writing process that involves and empowers all stakeholders.	1 - 2:30 pm UK time Thursday 2 July 2026
3	<ul style="list-style-type: none">• Evaluate and improve a funding proposal using case study materials.• Revisiting localisation – what does it mean for effective proposal writing?	1 - 2:30 pm UK time Tuesday 7 July 2026

About the course trainer - Lisa Lucas



Lisa works with national and international NGOs, and not for profits, with a particular focus on understanding their organisational goals and audiences and working with them to develop strategies and plans to support sustainability and growth. Lisa specialises in international commercial contracts, funded either through institutional donors such as FCDO and the EU, or through other funders such as think tanks, INGOs or private sector clients. Lisa has extensive experience of managing and bidding for multi-million FCDO, EU, and other donor funded projects with over 30 years of experience in the sector. She also has excellent written and verbal communications skills developed from years of experience of building and managing relationships with funders and national and international partners. Key to her approach is a focus on capacity strengthening, providing training and mentoring support to organisations to enable them to become self-sufficient and achieve their goals.

What you'll need

You will need a laptop and ideally also a headset, as well as access to broadband and internet. You will need to be able to download software (Zoom) to join the live sessions. INTRAC's e-learning platform (Moodle) is accessible via a browser. If you have any questions about these requirements, please do get in touch.

Course fee

*The fee for this course is £499 which is inclusive of 1 mentoring session. If you opt for an additional mentoring session at the time of your application submission, you will benefit from a reduced rate of only £100 per extra mentoring session - just tick the box in the application form. If you decide to sign up for more coaching/mentoring once you're on the course or afterwards, you'll be charged the standard rate of £160 per 60 min session.

Training access scholarships are available for small NGOs /civil society organisations. [For more information, please visit our FAQ.](#)