

# Results Measurement for Sustainable Private Sector Development

## On-line course

10 half-day sessions

Starts 22<sup>nd</sup> March

Ends 2<sup>nd</sup> April

2021

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 [DCED Standard for Results Measurement](#), a practical framework, based on proven good practice.

## 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 identify indicators, to project impact, and to develop monitoring and impact assessment plans.
- You will learn to make trade-offs between the different research tools and how to analyse results, in terms of sustainability and system change, for interventions and for systems.
- You will practice how use the information for decision-making, and you will learn how to report credible results.



*Some participants of the RM PSD 2020 course*

## What other participants said about our online trainings:

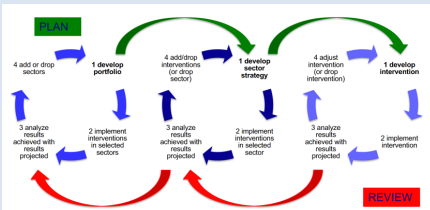
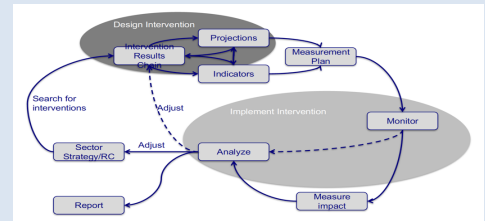


Participants working on a case assignment  
RM PSD October 2020

- *As it was offered online, I did not expect it will be that interactive or comprehensive, but I was certainly wrong!*
- *The method of delivery is not your ordinary training method, but providing a natural learning environment where the participants create most of the learning.*
- *Great discussions and amazing group composition.*
- *Concrete guidance on how to build a solid system.*
- *It connects to real scenarios and clarified principles*

## Course design

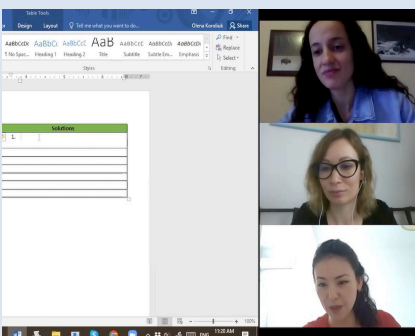
The course is designed to maximise participant interaction and learning from experience: most of the time participants will work on real life cases brought in by the trainers, as well as working on cases brought in by the participants.



This proven concept will be applied for this on-line version too. The course will be conducted 100% live including short presentations, exercises, real life cases, break out groups, discussions and debates in an on-line environment, as if we were all in one (physical) location.

The course will be conducted over two consecutive weeks: short, intensive, participatory and without much homework, using group dynamics and creating a steep learning curve.

## Course Participants:



Participants working on a case assignment  
RM PSD October 2020

- **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.

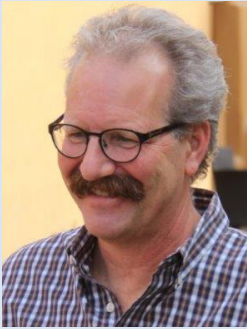
## Questions that will be addressed

- How do we develop business models and intervention plans that lead to sustainable systemic changes at the market system level?
- When and how do we develop intervention results chains? When are intervention results chains logic and detailed enough to help us monitor and assess impacts of our interventions?
- How do we define appropriate indicators that enable us to monitor changes in practice? How to 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 the market system level?
- How do we deal with attribution? When and how do we develop baselines? When and how do we assess the final impact?
- How do we define systemic changes? What are the key dimensions to assess? How do we assess and report systemic changes?
- When and how do we aggregate results across interventions and market systems?
- How do we review changes at intervention and market system levels? How do we learn from our interventions? When do we adjust our interventions and market system strategies?
- When and how do we set up the results measurement system? How do we define roles and responsibilities?



*Participants of the RM-PSD course, October 2020.*

## The trainers



### Hans Posthumus

Hans is an innovative and well-regarded trainer and consultant, regularly conducting popular courses and workshops.

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 in 2009 and he conducted the first DCED audit in 2011. Hans led the development of several publications for practitioners and programs on applying the DCED Standard.



### Phitcha Wanitphon

Phitcha is an effective and well-respected PSD practitioner, consultant and trainer, and a pioneer of the DCED Standard.

As a 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. Since 2011, Phitcha focuses on training, advising and coaching projects in results measurement. He has conducted numerous training courses, has undertaken many DCED Standard audits, and has supported several programs to develop, apply and maintain appropriate measurement systems.

### Course dates and times

The course will be conducted over 2 consecutive weeks from Monday to Friday.

#### Dates:

Week 1:

March 22<sup>nd</sup> to March 26<sup>th</sup>, 2021

Week 2:

March 29<sup>th</sup> to April 2<sup>nd</sup>, 2021

#### Time:

Week 1:

London GMT 07:00 to 11:00

Europe CET 08:00 to 12:00

Asia ICT 14:00 to 18:00

Week 2:

London BST 07:00 to 11:00

Europe CEST 08:00 to 12:00

Asia\* ICT 13:00 to 17:00

\* Due to Start of European Daylight Saving Time

### Course requirements

Participants are expected to participate in all sessions. All sessions will be live and participatory.



The training will be conducted using the "Zoom" application. Hence, all participants require access and permission to use "Zoom" as well as stable internet connection.



### Registration

Course registration can be done by contacting [hans@hposthumus.nl](mailto: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 1,450 includes tuition and training materials.

**Early-bird-discount** (10%) is applicable if registration, acceptance and payment are completed before 31<sup>st</sup> December 2020

Conducted by Hans Posthumus Consultancy

[www.hposthumus.nl](http://www.hposthumus.nl)