



*Training Course:
Fundraising and Grants Management*

*20 - 24 September 2026
Istanbul (Turkey)
DoubleTree by Hilton Istanbul Esentepe*

Training Course: Fundraising and Grants Management

Training Course code: SC234921 From: 20 - 24 September 2026 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6300 € Euro

Introduction

Fundraising and Grants Management refers to the systems and processes used by governments and development partners to effectively manage external aid and maximize development impact at national and sector levels. It is part of broader development coordination, which includes aligning donor support with national policies, governance systems, and accountability frameworks.

It focuses on improving aid coordination between donors and recipient governments or civil society to ensure more effective and efficient development outcomes. This is achieved through partnerships, harmonized procedures, and better alignment with local priorities.

Fundraising involves mobilizing financial and non-financial resources from various sources such as grants, corporations, individuals, and fundraising events. It relies on strategic activities like campaigns, networking, and relationship building.

Transparency and proper reporting are essential to maintain donor trust and ensure effective use of funds.

Course Objectives

The main objective of this course is to empower professionals with:

- Additional knowledge and information about aid coordination and fundraising from donor organizations
- the required exposure to international aid and aid-providing/coordinating organizations, thus increasing knowledge and potential to be part of these renowned organizations in future
- the required information about important principles of aid coordination and fundraising to derive maximum benefit from these processes
- the required understanding of the different types of aid to enable successful achievement of the end objective by employing correct means and methods for coordination, collection and delivery
- Managing Grant Lifecycle
- Write winning Grants Application
- the capability and confidence to contribute to developing organizations and nations as well as the underprivileged through effective aid coordination and fundraising
- the necessary exposure to in partake or independently drive events and activities for raising funds from organizations or other forums for charitable purposes
- the necessary skill, experience, exposure, and confidence to undertake critical roles in aid coordination and fundraising organization, thus proving potential and achieving rapid career progression and

development

Target Audience

- Senior members and top management of donor organisations and governments who need to understand the importance of appropriate aid coordination and fundraising
- Non-for-profit and non-governmental organisations who need to thoroughly understand fundraising and the best ways to achieve maximum benefit in this
- Account managers and financial advisors responsible for advising organisation management of monetary and other resource contributions to charity or developing organisations or nations
- Event managers and organisers who may be recruited for organising charitable or special events for a particular cause
- Human resource professionals and organisational committees responsible for conducting corporate and social responsibility activities
- Members of internationally renowned aid coordination and fundraising organisations who need further understand best practices of involving more donor organisations and nations
- Any other professional who would like to know more about aid coordination or fundraising from donor organisations

Course Outline

The course will cover the following areas critical to understanding **“Fundraising and Grants Management”**:

Day 1

Principles of Effective Aid Coordination & Factors for Aid Classification

- Efficiency
- Alignment with national planning
- Flexibility to establish donor coordination groups
- Compliance with international standards and guidelines
- Involvement of national leadership and display of ownership
- Improved harmonisation and coordination
- Intended purpose
- Terms or conditions of receipt

- Sources
- Urgency

Day 2

Different Types of Foreign Aid & Advantages of Foreign Aid

- Bilateral aid
- Military aid
- Multilateral aid
- Humanitarian assistance
- Helps fight local problems more effectively
- Creates an independent world
- Benefits donor nations
- Stops effects of poverty
- Creates a positive relationship
- Saves lives

Day 3

Disadvantages of Foreign Aid & Obstacles to Donor/Aid Coordination

- No guarantee of benefit
- May lead to display of favouritism
- Often under-utilised
- Can create dependency
- Donor interference in governance
- Can perpetuate conflicts
- No consistent relationship with investment and growth
- Can eliminate free market price controls
- Can affect global trade

- Can be used for future influence
- Can increase local costs for basic supplies
- Can be destructive on the local environment
- Division of labour issues
- Political concerns about direct budget support
- Lack of inter-agency coordination
- Personal disincentives

Day 4

Sources of Fundraising & Methods of Fundraising

- Grants from agencies, foundations and corporations
- Individual donors
- Sales and services
- Special events
- Donor relationship and cultivation
- Capital and comprehensive campaigns
- Accountable fundraising
- Professional fundraising
- Express gratitude
- Poor networking
- Lack of appeal/credibility
- Lack of long-term planning

Day 5

Grants Lifecycle & Elements of Grants Application

- Pre-Award activities
- Planning



- Proposal Submission
- Award of Grant
- Post-Award activities
- Implementation
- Monitoring and Evaluation
- Amendments
- Reporting
- Close out
- Grants Preparation and Planning
- Developing Goals, and Objectives
- Finalizing and Submitting Grants Application

Registration form on the Training Course: Fundraising and Grants Management

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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Payment Method

- Please find enclosed a cheque made payable to Global Horizon
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