



**Mediterranean**

Project 2023-1-IT03-KA220-YOU-000165642



Platform  
ZOOM

ONLINE TRAINING COURSE

# STRATEGIC PLANNING AND design

## INTRODUCTION TO STRATEGIC PLANNING

MARCO  
PROVENZALE –  
VINCENT RENARD

## INTRODUCTION TO PLANNING

MARCO  
PROVENZALE –  
LUCIA D'AURIA



09

09/2024

16

09/2024

## PHASE 1: INTRODUCTION

(Hours: 19:15-21:15 UTC+2)

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# STRATEGIC PLANNING AND DESIGN

## PHASE 2 ASSESSMENT AND IMPACT

GIUSEPPE PELLEGRINI

## CASE STUDIES: SOCIAL AND IMPACT REPORTING

TEAM AFN

## PARTNERSHIP AND DIALOGUE WITH INSTITUTIONS

TEAM MPPU

## ADVOCACY: HOW TO INFLUENCE INTERNATIONAL ORGANISATIONS

TEAM NEW HUMANITY  
ESTHER SALAMANCA

04  
10/2024



18  
10/2024

07  
11/2024

13  
11/2024

## PHASE 2: EVALUATION AND IMPACT

(Opening hours: 19:15-21:15 UTC+2)

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# STRATEGIC PLANNING AND DESIGN

## FUNDRAISING STRATEGIES:

DIVERSIFICATION, PROSPECTING  
AND ACCOUNTABILITY

MARCO PROVENZALE E  
TEAM OPUS MARIAE KENYA

## NEEDS AND STAKEHOLDERS ANALYSIS

MARCO PROVENZALE

## DEFINITION OF GOALS

MARCO PROVENZALE E TEAM  
OPUS MARIAE KENYAA

## METHODOLOGIES AND RISKS

MARCO PROVENZALE

## PROJECT SUSTAINABILITY

MARCO PROVENZALE

19

11/2024



26

11/2024

03

12/2024

10

12/2024

17

12/2024

## PHASE 3: FUNDRAISING STRATEGIES AND DESIGN PHASES

(Hours: 13:45-15:45 UTC+1)

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