


TRIALOG 2010 Partnership Fair Final Evaluation Report

Wilhelminenstraße 91/IIf
1160 Vienna Austria
Tel: +43 1 3197949-0 Fax -15
office@trialog.or.at
Skype: trialog.office
www.trialog.or.at

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Executive Summary of the Evaluation Report

When looking at the overall usefulness of the TRIALOG Partnership Fair (PF), the large majority of respondents (86,4%) confirmed that the PF has been “very good” or “excellent”. This, overall, can be marked as a success. This report will study the main strengths and weaknesses of the Partnership Fair, as well as the overall participants’ profile, in order to have a clearer idea on the target group for the future events of this kind.

Meeting partners for projects was the top objective among the participants coming to the PF (the average scored 8, 52 on the 1-10 scale). The Partnership Fair was able to satisfy this expectation with the score of 7, 66 (on the 1-10 scale). Suggestions for improvement included allocating more time for networking and group work activities, sending out the participants’ list before the start of the PF so that participants have the chance to prepare better in advance and increasing even more the space for common interaction.

The participants found all of the programme components comparably useful, with some reserves on the section about “Bringing the “Co-” into the financing”. The participants would appreciate instead practical and easily executable fundraising tips for small and less professionally organized NGOs as well as an overview of other relevant calls they are eligible to apply for. Moreover, they would welcome the inclusion of ethical aspects on co-financing.

The logistical support before and during the conference was very much appreciated. The accommodation received 98,8% and the venue obtained 95,56 % of the “very good” and “excellent” votes.

The results of the event included 17 project proposals presented in plenary at the end of the PF. While 76,6 % of the New Member States (NMS) participants were convinced that the project proposal will be adopted within their organization, 45 % of the respondents from Old Member States (OMS) were not sure whether their organization would adopt the negotiated project.

The participants from NMS show similar level of experience and knowledge in comparison with their colleagues from OMS. Participants from NMS show stronger readiness to take up a leading role in the projects as well as they confirm stronger support from their organization for their project proposals in comparison with the participants from OMS.

Methodology and Findings

The main goal of this evaluation is to provide an overview of the participants' profile, their expectations and the extent to which the PF was able to fulfill these expectations. Additionally, the report will look at individual elements of the programme as well as at the evaluation of the logistics. In the end, the report will provide a brief overview of the participants' comments.

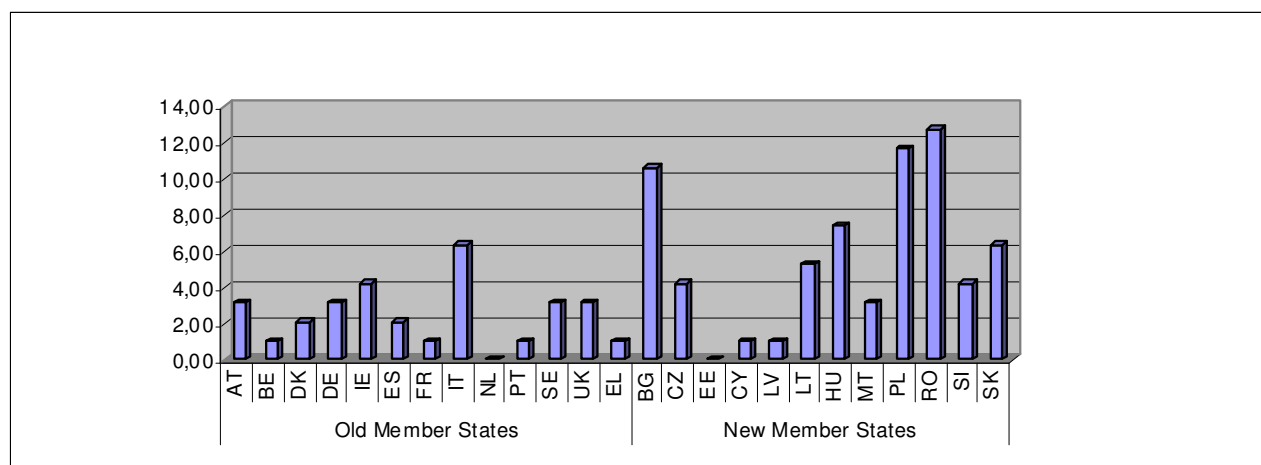
Methodology

This report is based mainly on the findings drawn from the evaluation questionnaires filled in by the participants following the PF. The evaluation questionnaire has been designed to identify the needs of the NGDO representatives coming to the PF and the effectiveness of the PF in meeting these needs as well as to find which components of the programme were most useful and which could be improved so that the lessons learnt can be applied for any future events of this kind. Out of 133 disseminated questionnaires, 94 have been submitted by the end of the event, showing a return rate of the questionnaires of more than 70 %. The resource persons and the organizers were not requested to fill in the questionnaire.

1. General Background

1.1. Country of origin

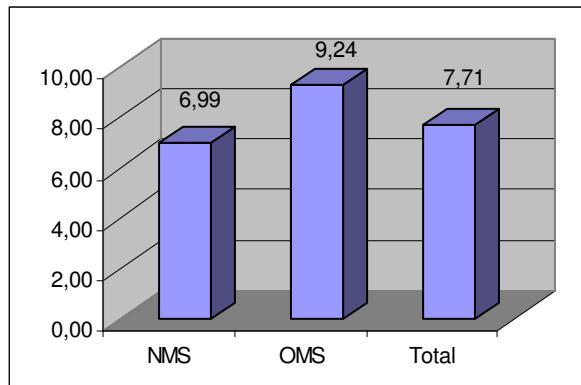
Most respondents come from Romania, Poland and Bulgaria (12, 11 and 10 respondents), whereas smallest number of respondents (0 and 1) come from Estonia, the Netherlands, Cyprus, Latvia, France, Portugal, Greece and Belgium. The following diagram shows where the participants are coming from.



Graph 1: Number of respondents coming from different EU countries

1.2. Average years of experience

The following diagram describes the level of experience in years among NMS, OMS participants and overall.



Graph 2: The average number of years of experience of the respondents (coming from NMS, OMS and overall)

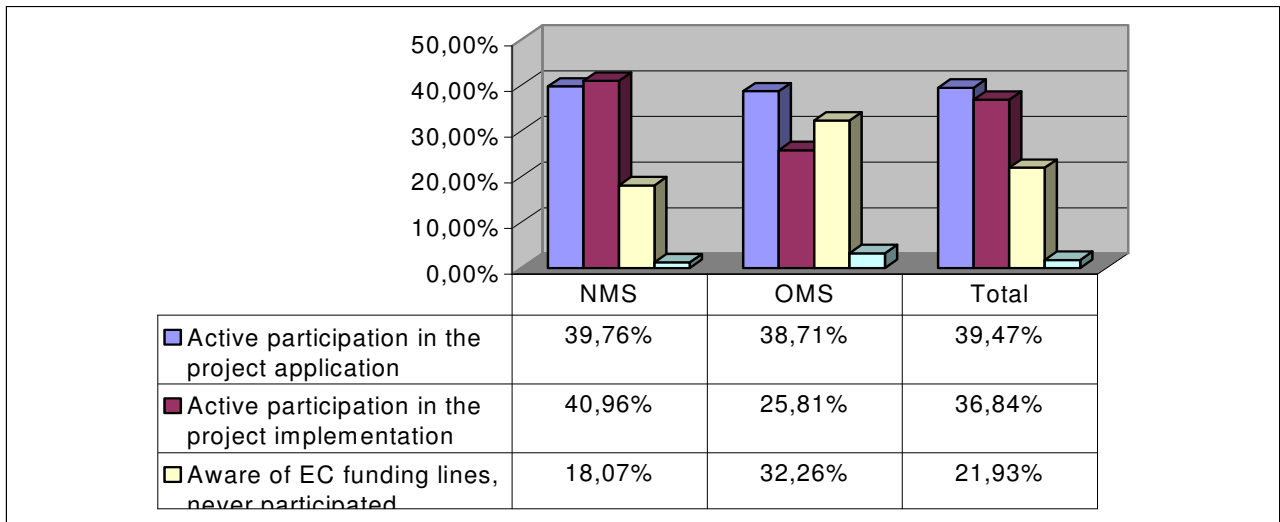
1.2. The level of knowledge of European Development CSO's application writing prior to the PF

In this question, the participants were asked about what kind of knowledge they have in the field relevant to the DE/AR application writing. They could have actively participated in the proposal writing; they may show experience in the implementation phase of a DE/AR project; they may know funding lines in theory while they have never actively participated in the call nor in the implementing phase; or they know nothing at all about the call and European development projects in general.

While OMS participants have longer experience in this field, relatively speaking, the NMS participants show more experience in the project application and implementation phase in comparison to their colleagues from OMS.

As the figure below shows, 40 % of NMS participants possess experience in the project application and 41 % of NMS participants show knowledge in project implementation phase. OMS participants, on contrary, are more specialized in the project initiation and application phase (38,7 %) compared to the project implementation (25,8 % of participants have showed this type of experience) phase.

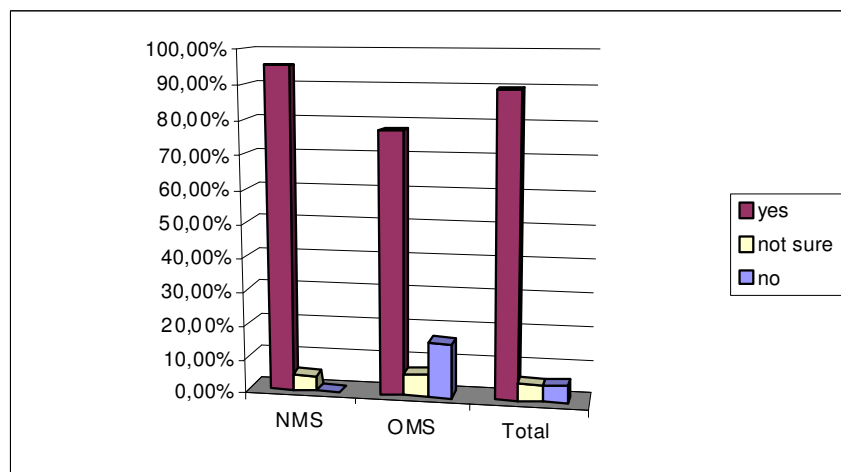
The mix between newcomers and experienced participants facilitated the flow of knowledge as well as the exchange of practical experience and new ideas. From this perspective, overall 76 % experienced delegates being complemented by 22 % of newcomers formed a well balanced group.



Graph 3: Percentage of participants (coming from NMS, OMS and overall) exhibiting different level of knowledge of European Development CSO's application writing before the PF

1.4. The mandate from sending organization

Participants have been asked to say if they feel they have obtained sufficient mandate from the organization to negotiate and work on a project proposal at the PF. The PF participants' mandate to undertake partnerships and joint projects shows strong significance. More than 95 % of the NMS respondents declare to have gained full mandate from their organization to pursue joint projects, whereas the aggregate average lies slightly under the level of 90 %.



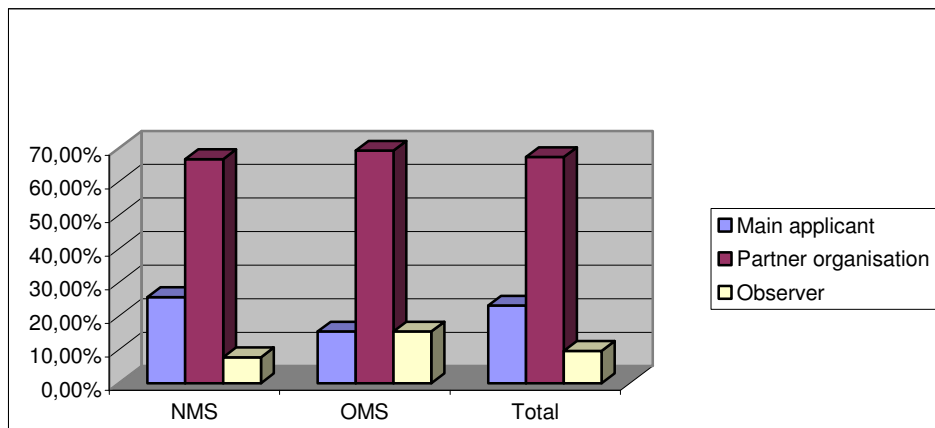
Graph 4: Percentage of participants with sufficient mandate for the PF (coming from NMS, OMS and overall)

2. Expectations

2.1. When coming to the Partnership Fair, I intended to participate as..

The section of the evaluation form evaluated the intention of taking up a lead role in the application and indicates that 25 % of representatives from NMS were willing to take up leading role, whereas only 15 % of OMS respondents expressed the same readiness. Overall, 67 % of the participants confirmed their initial intention to apply as a partner organization. However, even

though this number seems quite high, it is always important to have leaders, as well as persons ready to disseminate and carry out the project idea. This reveals that more NMS feel capable and willing to take up a leading role in EC applications.



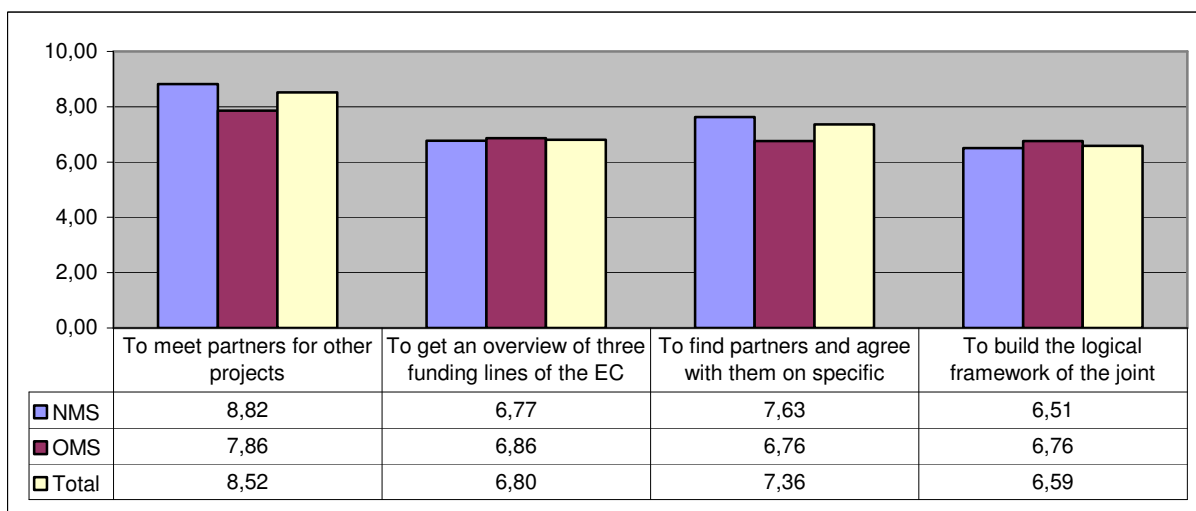
Graph 5: Percentage of participants (coming from NMS, OMS and overall) who were ready to take up leading, partner and observer role in the project

2.2. What were your overall expectations when coming to the fair?

Meeting partners for (proposed or other) projects was the top objective when coming to the PF (average of 8,52 out of 10). Second in line was finding the partners and agreeing with them on common projects rating 7,36 out of 10. The learning as an objective had an average of 6,80 and was closely followed by the project designing and building the logical framework of the application that rated 6,59.

This sheds more light on the overall purpose of the PF being considered more an event for laying the main groundwork for meeting the partners and the beginning of project elements, which certainly has to be finalized, refined and worked on later on. This is rather self-evident due to the limited available time for the project elaboration work during the PF.

Additionally, the NMS participants demonstrated bigger expectations regarding networking (by around 10 %) than their OMS colleagues what is also natural as NMS are the main target group of the PF.



Graph 6:

The average expectations of the participants (coming from NMS, OMS and overall) when coming to the PF using a scale from 1-10 (0- not at all an expectation, 10- completely expected)

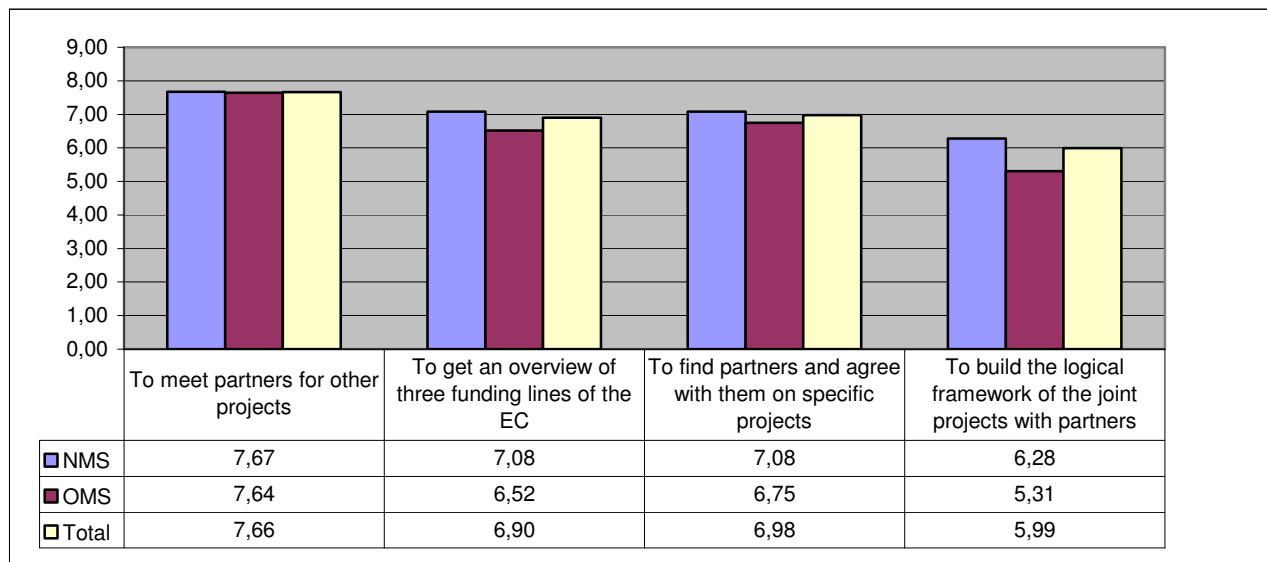
3. Evaluation

This section will study the usefulness of the PF, the ability of the PF to bring partners together and work on a common project. The following scale will be used to measure how well the PF managed to do fulfill identified needs.

- 0-2: not at all
- 3-4: fair
- 5-6: good
- 7-8: very good
- 9-10: excellent

3.1. To what extent did the Partnership Fair meet your expectations?

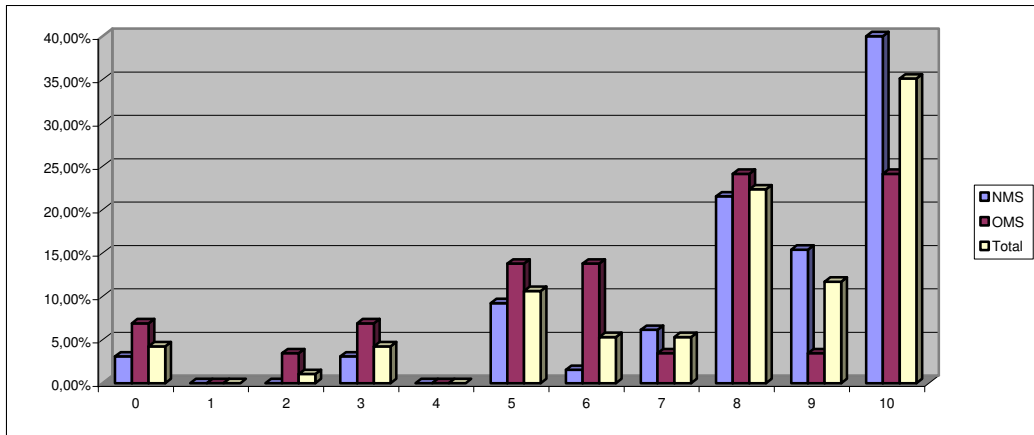
We can conclude that overall, the PF was successful in fulfilling the expectations of the participants.



Graph 7: To what extent did the PF meet the expectations of the participants on average (coming from NMS, OMS and overall) using a scale from 1-10 (0 = not at all met my expectations, 10 = completely met my expectations)

3.2. The level of overall satisfaction with the participation in a project proposal

83,10% of NMS participants have used category “very good” or “excellent” when it comes to the participation in the project proposal, whereas on the other hand only 55,18 % of their peers from the OMS voiced the equivalent level of the content. While overall the expectations of the participants were fulfilled, the participants from NMS showed bigger satisfaction with participation in project proposals than their OMS colleagues.

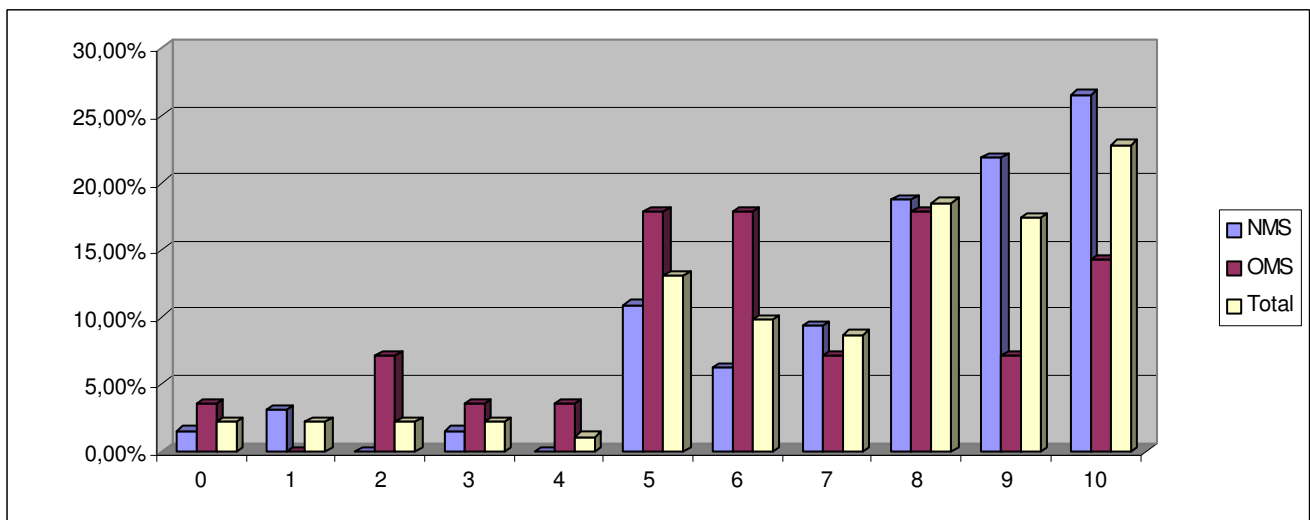


Graph 8: The percentage of participants (coming from NMS, OMS and overall) rating the level of overall satisfaction with the participation in a project proposal on a scale from 1-10 (0 = not at all satisfied, 10 = completely satisfied)

3.3. Do you believe this project will be adopted by your organization?

As a graph underneath shows, NMS participants show bigger optimism when it comes to the adoption of the project by the organization. While 76,6 % of the NMS participants are convinced that the project proposal will be adopted within their organization (marking scales “very good” or “excellent”), the same assumption has been stressed only by 46,4 % of their OMS counterparts. On the other hand, belief that the project will “not at all” be adopted by their organization has been accentuated by 4,8 % NMS participants against 10,7 % of the OMS participants. This shows, that after the actual project idea negotiations took place, around 45% of the OMS participants are unsure if the project, they took part in, will be accepted in their organization or not (marked scales 3-6).

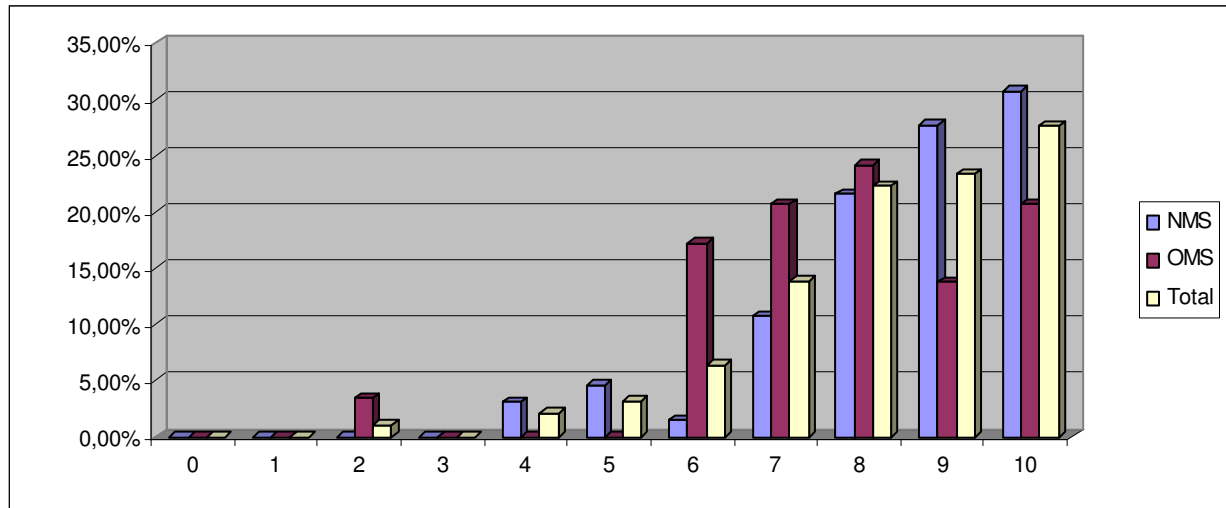
Interestingly enough, this finding contradicts the initial assurance from overall 90 % of the participants concerning their sufficient mandate for the work proceedings within the conference. It would be more interesting to determine which process-related factors cause such change of belief so that these factors can be minimized in the future.



Graph 9: The percentage of participants (coming from NMS, OMS and overall) rating the level of belief if their project proposal will be adopted by their organization on a scale from 1-10 (0 = not at all believe, 10 = completely believe)

3.4. Did you find the Partnership Fair useful?

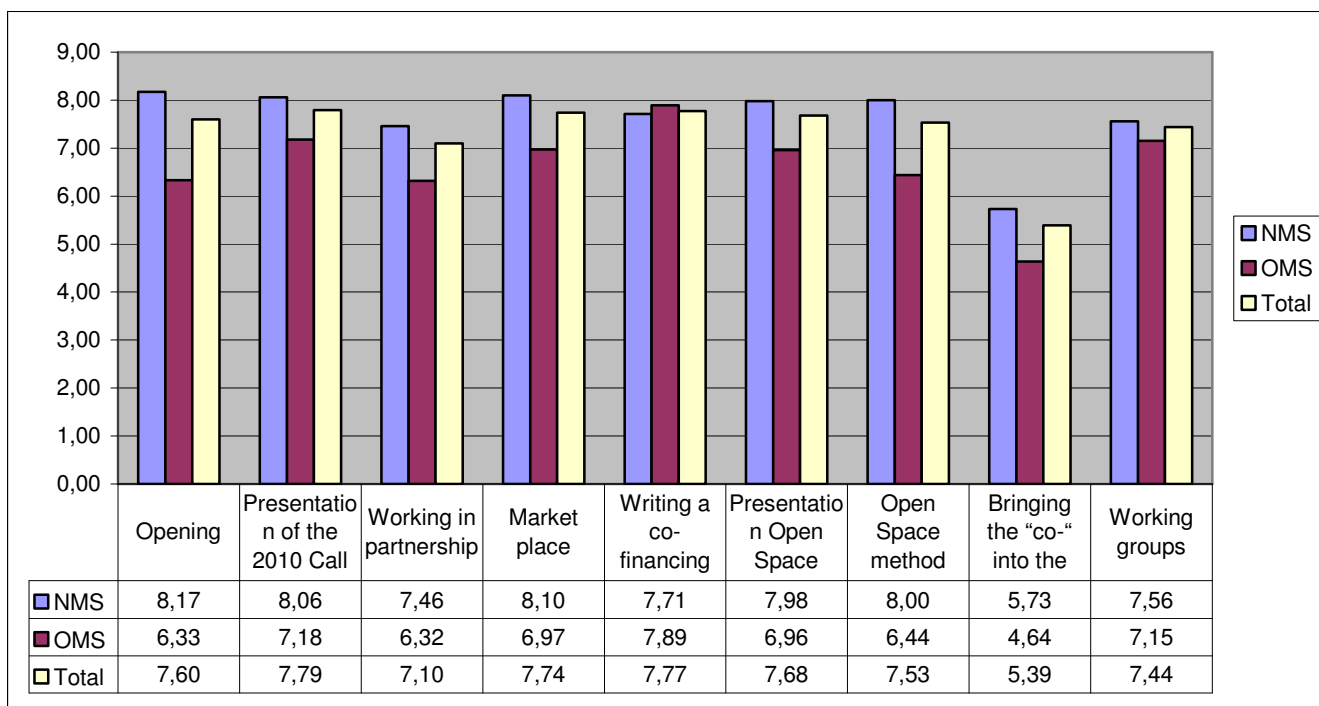
The large majority of respondents (86,4%) confirmed that the PF has been “very good” or “excellent” in being useful and bringing further benefits and added value to respondents’ own activities. On the other hand, only 1 % has accentuated that the PF was not useful at all. On average, NMS participants are more positive on the benefits the fair has been able to deliver, whereas OMS participants seem to be more critical on this point.



Graph 10: The percentage of participants (coming from NMS, OMS and overall) rating the level of usefulness of the PF on a scale from 1-10 (0 = not at all useful, 10 = completely useful)

3.5. How would you rate usefulness of each element of the programme?

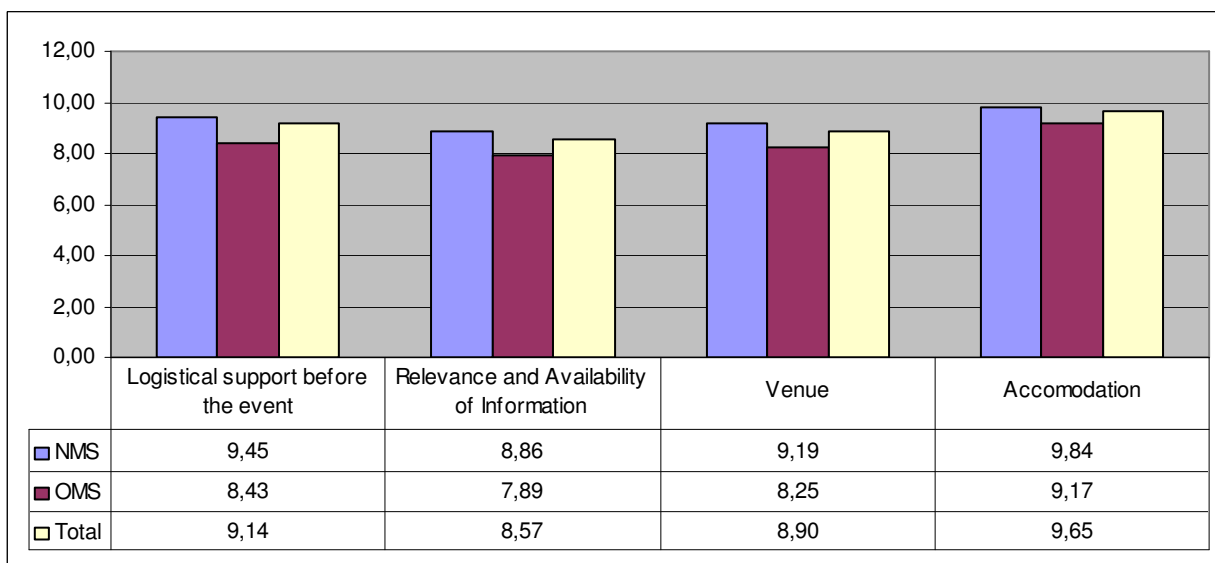
According to the opinion of the respondents, all programme elements were “very good” in bringing benefits to the respondents. The only weaker part in this regard was the presentation focusing on the “Bringing the “co”-into the financing”. The reasons for this are that presentations do not reflect the situation of the small NGDOs. Participants would prefer presentations concerning practical and easily executable fundraising tips for small and less professionally organized NGDOs as well as overview of other relevant calls they are eligible to apply for. Moreover, they would welcome inclusion of ethical aspects on co-financing. As we may see in the graph below, NMS rate usefulness of different elements of the programme generally on higher level. The only category which OMS participants find more useful than their NMS colleagues is the presentation by Angela James on “Writing a co-financing application”.



Graph 11: The average level of usefulness of each element of the programme rated by participants (coming from NMS, OMS and overall) on a scale from 1-10 (0 = not at all useful, 10 = completely useful)

4. Logistics

When it comes to the logistical support before and during the PF, the majority of the participants (94,52 %) have expressed their satisfaction marking "very good" and "excellent". Absolutely strongest point in the logistics was the accommodation with 98,8% together with the venue that obtained 95,56 % of the "very good" and "excellent" votes.



Graph 12: The average level of satisfaction with the logistical support of the PF rated by participants (coming from NMS, OMS and overall) on a scale from 1-10 (0 = not at all satisfied, 10 = completely satisfied)

5. Participants´ feedback + Recommendations

Participants have provided TRIALOG with considerable input that has been internally discussed after the PF has finished, and will be further taken into account for the organization of the next Partnership Fair. Comments can be divided into 4 main categories.

Preparation

- Many participants expressed that they would prefer to receive whole participants´ list before the PF so that have the chance to get in touch with potential partners, present their project idea or prepare more thoroughly in advance.

Organization

- To facilitate communication and enhance mobility between different groups it would be preferable to have all groups together in the plenary room.
- To involve more (experienced) facilitators on the spot
- To have the presentations on the first day and to reserve the remaining two days for the group work

Methodology

- Open Space methodology was not fully enforced, it should be applied fully. It is better to have nobody assigned to any group before the beginning of the PF and leave it upon the initiative of participants to present their project ideas and carry out further negotiations. Thus, having a person with concrete project idea, there is natural leader and one person constant in the group
- To have Market Place of project ideas instead of presentation of the organizations

Content

- Inputs of Angela James and Karina Chircu very appreciated
- Two presentations on co-financing could be changed as it does not really reflect the reality of small NGOs. Participants would prefer presentation concerning fundraising tips applicable to smaller and less professionally organized NGOs or other calls to apply to, include also ethical aspects of co-financing
- More concrete examples on the Development Education projects that have been financed, more best practice
- Use outcomes of older projects as a starting point for new project ideas

To conclude, one overly satisfied feedback from Hungarian participant.

“Special thanks for the accommodations! Excellent, beyond expectations!

I can only speak of this event with highest praise! Even if I have not found a partner, I met so many interesting people and organisations and get first-hand, relevant information, that this event SHOULD NOT be missed! This is just as useful for OMS NGOs!!! Also all logistical arrangements were perfect. Thank you for all your work!!”