

## SCHEDULE 2020

**heiGRADE**  
POSTGRADUATE STUDIES



**UNIVERSITÄT  
HEIDELBERG**  
ZUKUNFT  
SEIT 1386



Short Courses in International Health

May 4 – 8 2020

# PROPOSAL WRITING AS A CONSULTANCY SKILL

### FACTS

#### Duration and Accreditation

1 week (60 hrs), 2 ECTS (tropEd)

#### Course Fee

General Admission € 750

tropEd € 500

Included in the course fee is a non-refundable registration fee of € 200.

#### Registration

All applications should be submitted online. A limited number of places are available in each short course. Places are allocated on a first come first served basis. Please have a look at our website for up-to-date information.

■ [www.ukl-hd.de/ph/shortcourses](http://www.ukl-hd.de/ph/shortcourses)

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now](#) ↗

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#### January 6 – 17, 2020

Disease Control: Strategies and Policies

#### January 20 – 31, 2020

Public Health Anthropology

#### February 3 – 14, 2020

Global Challenges in Reproductive Health

#### February 24 – March 6, 2020

Improving Quality of Health Care Services in Resource Poor Settings

#### March 9 – 20, 2020

Financing Health Care

#### March 23 – April 3, 2020

Leadership and Change Management in International Health

#### April 20 – May 1, 2020

Consultancy Skills in International Cooperation in Health

#### May 4 – 8, 2020

Proposal Writing as a Consultancy Skill

#### May 11 – 15, 2020

Applying the Rights Based Approach in Achieving Health Related SDGs

#### May 11 – 22, 2020

Public Health and Disasters

#### May 25 – 29, 2020

Health Systems Strengthening

#### June 1 – 12, 2020

Quality Management in International Health

#### June 15 – 19, 2020

Facing the NCD Epidemic in Low- and Middle-Incoming Countries

#### June 22 – July 3, 2020

Mixed Methods

#### July 6 – 10, 2020

Global Mental Health

#### July 6 – 17, 2020

Consultancy Skills in International Cooperation in Health

For updates please contact our website

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UNIVERSITÄTS  
KLINIKUM  
HEIDELBERG

tropEd

## PROPOSAL WRITING AS A CONSULTANCY SKILL

### Content Overview

This course provides practical knowledge and experience in writing funding proposals, in developing essential global health consultancy skills and the do's and don'ts of working in the international arena.

It gives participants an introduction to consultancy and current trends in international cooperation and enables them to apply concepts and principles of proposal writing, development and design within the context of international health.

Participants learn about proposal formulation according to the rules of an international donor and how to use analytical and design tools such as situational analysis and log-frames. The course also focuses on improving participants' personal writing skills.

### Main Topics

- Proposal writing techniques
- Using analytical and design tools
- Criteria for proposal evaluation
- Understanding international donors

### Target Group

Public health professionals, project planners and managers, paramedical staff, social scientists, tropEd students, global health consultants, Ministries of Health, development partners.

### Prerequisites

This course is held in English. Excellent command/high level of proficiency in reading, writing and speaking English is required. Some experience in writing project proposals is desirable.

### Learning Objectives

By the end of this course participants will be able to:

- Develop and write a proposal targeting international health donors
- Apply the principles of effective proposal writing using analytical and design tools.
- Utilise the team approach to developing a proposal
- Use criteria for assessment of proposals

### Teaching and Assessment

This course uses case studies, proposal documents and experience from low- and middle-income countries, with contributions from participants of the course to demonstrate the universal applicability of the concepts and principles. This includes learning based on lectures (15 hrs), individual reading and exercise (15 hrs), plenary discussions and group exercises (4 hrs), facilitated proposal writing (20 hrs) and peer assessment (6 hrs).

Course participants are expected to attend teaching sessions full-time and participate actively in discussions and group assignments.

Participants' learning will be assessed on:

- Facilitator assessed group proposal (70%)
- Peer assessed group proposal (30%)

## SHORT COURSES IN INTERNATIONAL HEALTH / tropEd

The short courses programme offered by the Heidelberg Institute of Global Health at Heidelberg University provides opportunities for continuing education and professional development. Short courses are open to the Institute's postgraduate students, students from other tropEd member institutions, and health professionals wanting to specialise or expand their knowledge in a particular subject area in international health.

The Heidelberg Institute of Global Health offers one- and two-week intensive courses, requiring full-time attendance from Mondays to Fridays, 9am - 5pm. Short courses offered at the Heidelberg Institute of Global Health are tropEd accredited.

**tropEd** is an international network of institutions for higher education in international health. It collaborates closely with institutions in Africa, Asia and Latin America. tropEd provides postgraduate opportunities for education and training contributing to sustainable development.

■ [www.troped.org](http://www.troped.org)

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