

Get More Grants

Using Results-Based Management to be Successful at Getting and Managing Grants

**March 25th, 2010
2:00 PM to 3 PM (EST)**

Agenda

- I. Orientation to the Webinar Environment – Tom Simon
- II. What is Expected of a Grant Applicant – Why Outcomes Matter
- III. Results-Based Management – Measuring Results Responsive to Funder Concerns
 - Defining the Grant's Purpose and Benefits
 - Packaging Results to Gain Funder Interest
 - Identifying Meaning, Measurable and Realistic Outcomes
 - How to Measure Outcomes through Outcome Indicator Statements
 - Creating Data Sources to Measure Outcomes
 - Completing the Evaluation Plan (Logic Model) for the Grant
- IV. We won! Now What? – Maintaining the Measurement Commitment

Presenter: Claudia Horn
CEO, Performance Results Inc



Claudia has more than 20 years of experience in the fields of evaluation, education and staff development. Her companies provide program evaluations, technical assistance and training in outcomes measurement, community needs assessment, team-building and strategic planning. Her extensive experience in program evaluation methods led to the development of a series of web-based program management and evaluation tools.

Some of PRI's clients include:

- U.S. Department of Justice (OJJDP)
- U.S. Office of Personnel Management (OPM)
- U.S. Department of Labor (DOL)
- U.S. Department of Housing & Urban Development (HUD)
- Institute of Museum & Library Services (IMLS)
- Georgetown University
- American Association of Museums
- Pennsylvania Humanities Council
- National Guild for Community Schools of the Arts
- The Washington National Opera

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Framing the Evaluation

What is the program's name?	
What partners are involved?	
Who are the program's stakeholders?	
What do they want to know?	
Program Purpose Statement	
We do what?	
For whom?	
For what outcome/benefit?	

Inputs	Outputs
Activities	Services

Outcomes					
Outcome 1.	Indicators	Data Source	Applied to	Data Interval	Target

Outcomes					
Outcome 2.	Indicators	Data Source	Applied to	Data Interval	Target

Outcomes					
Outcome 3.	Indicators	Data Source	Applied to	Data Interval	Target

Outcomes					
Outcome 4.	Indicators	Data Source	Applied to	Data Interval	Target

Outcomes					
Outcome 5.	Indicators	Data Source	Applied to	Data Interval	Target

Outcomes					
Outcome 6.	Indicators	Data Source	Applied to	Data Interval	Target

