GESI Integration for Business Development: Strategies and tools for global development proposals

PRELIMINARY AGENDA
Dates: October 17-21, 2022
Trainer: Emily B. Brown

All modules will be interactive and provide opportunities for participants to practice using tools and concepts for GESI integration in business development.

Day 1: Overview of GESI and business development frameworks

- Introductions, expectations, and review detailed agenda
- Overview of core frameworks and concepts for both GESI integration and new business development processes

Day 2: Review donor gender and inclusion policies, GESI integration "gateways" and tools for business development

- Review selected bi-lateral donors' gender and inclusion policies based on participant pre-survey responses (e.g., USAID, GAC, FCDO, DFAT, etc.)
- Identify and review GESI integration gateways at each stage of business development (e.g., positioning, capture, live proposal, post-proposal stages)
- Introduce and practice using GESI tools and templates that complement each stage of business development

Day 3: GESI compliance for live proposals and Gender Equality Markers

- Review the application of donor GESI policies and standards to live proposals
- Identify GESI compliance aspects in an example request for proposals
- Review several gender equality markers from donors and organizations
- Analyze individual markers and identify strengths, gaps, challenges to its use

Day 4: Expert Panel to discuss challenges and opportunities for GESI integration in BD; Apply advocacy to promote GESI integration in BD

- A panel of GESI and BD experts discuss the challenges, minimum standards, and best practices for integrating GESI in business and proposal development processes for bi-lateral donors
- Digest panel discussion and further brainstorm potential and real-life challenges to integrating GESI in business development processes
- Practice advocating for GESI integration in business development

Day 5: After the proposal is submitted, the work is not done; and group presentations

- Identify GESI strategies for post-submission, debriefing, and advocacy
- Group presentations of GESI integration strategies to apply to a real-world request for proposals (TBC)

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