



Problem identification

Points to consider in developing proposals

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STRUCTURAL

Elements of description of the project intervention

Problem statement

Target groups and beneficiaries

Rationale

Objectives

Results

Activities

Methodology

Partners

Time frame

Logical framework

Risks and assumptions

Sustainability

Budget

TECHNICAL

Documents to complete and submit Project description form Logical framework matrix form Budget form Additional technical documents Administrative documents







Problems tree – visualization of problems

- Problem = the negative aspects of present situation
- Identify the negative aspects of the present situation and establish causal relations between them (cause – consequence)
 - 1. Identify the framework and topic
 - 2. Identify key problem
 - 3. Analyse related problems
 - 4. Establish hyerarchy
 - 5. Place the causes below the key problem
 - 6. Place the consequences above the key problem
 - 7. Connect the the causes with consequences using the arrows









- Once you developed problems tree, analyse the negative aspects.
- Try to reshape the situation/aspects from negative to positive.









Target groups and beneficiaries

| | Target Groups | Beneficiaries |
|----------------|--|---|
| Identification | Population directly addressed through the project, involved in activities, and without whome, the project would not be possible. | Population not directly participating in the project, but it is expected to have benefit from the project. |
| Description | Quantify and describe the target group Explain their needs and constraints Explain their involvement in the project Explain method of selection | Quantify and describe the target group Explain their needs and constraints |



Logical Framework Matrix (LFM) – the heart of a project

A table containing:

- Hierarchy of project objectives, results and activities
- Key **external factors** affecting the project
- Measures to **M&E** project implementation
- Basis for determining **necessary resources** and cost estimates



| | | INDICATORS | VERIFICATION RESOURCES | ASSUMPTIONS AND RISKS |
|---------------------|---|--|---|--|
| GENERAL OBJECTIVE | Broader national, sectoral or international (UN) policy objectives to which the project will contribute. Guide! It will not be achieved by the project, wider action and multiple contributions are required! | How do you measure whether contribution is made to general objective | Where and how do you collect data on the achievement of indicators | |
| SPECIFIC OBJECTIVES | This is what we promise we will do/achieve in in the project. It solves the main problem and defines the sustainable benefit for the target group. | How do you measure whether specific objectives were achieved? | Where and how can information on objectively verifiable indicators be found? | External factors (beyond us) that affect the success of the project. Positive and negative factors. |
| RESULTS | Tangible and measurable activity outcomes. The combination of results leads to the achievement of the purpose of the project. | How do you measure whether results were achieved? | Where and how can information on objectively verifiable indicators be found? | External factors (beyond us) that affect the success of the project. Positive and negative factors. |
| ACTIVITIES | Activities that need to be implemented in order to achieve results. | RESOURCES: Total amounts by budget categories | | ASSUMPTIONS: Must be satisfied in order for the project to contribute to the achievement of the overall goal. |



| | | INDICATORS | VERIFICATION SOURCES | ASSUMPTIONS AND RISKS |
|---------------------------|---|------------------|----------------------|-----------------------|
| GENERAL OBJECTIVE | 1 | 5 | 6 | |
| SPESPECIFIC OBJECTIVES | 2 | 7 | 8 | 11 |
| RESULTS | 4 | 9 | 10 | 12 |
| ACTIVITIES | 3 | RESOURCES: 14 | | 13 |





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Thank you for your attention!



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