

□□ A detail study of fundraising landscape was conducted last year and was put to use while planning

“Fairly developed: Was done last year and also used while planning.

## Reflection:

- Are we making adequately informed fundraising operational and strategic choices?
- Others -

## Action:

- Improve institutional system for making it a regular exercise to improve fundraising practice.
- Others -

# Notes for Development:

1. Was done last year and also used while planning.
  2. Scoping is a recent phenomena and is currently being used effectively to develop plans etc.
  3. Build consistency and greater rigour.
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Revision #3

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