

☐☐ Scoping and mapping exercise were possibly conducted in the past but is not well known in the organisation

“Developing: Scoping is yet to emerge as a strong tool for optimising fundraising function.

## Reflection:

- Are we making informed fundraising operational and strategic choices?
- Determine institutional standards and process for this exercise- who does it, how, frequency and how the findings are to be used.
- Others -

## Action:

- Develop a timeframe to publish the next landscaping study.
- Create an internal team for fresh landscaping and incorporate the exercise as part of strategic planning exercise.
- Others -

## Notes for Development:

1. Scoping is yet to emerge as a strong tool for optimising fundraising function.
2. Scoping is not seen as a critical tool to develop fundraising strategies and plans.
3. Build systems and processes for best use of scoping in delivering more contextualised fundraising services.

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Revision #2

Created 15 February 2024 09:16:59 by Pooja Thyagi

Updated 27 March 2024 04:42:08 by Pooja Thyagi