

Monitoring & Evaluation

'Know your target group'

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G4AW Towards More Impact







Monitoring & Evaluation? Why?



How?











Why Monitoring & Evaluation?





Poverty Dynamics

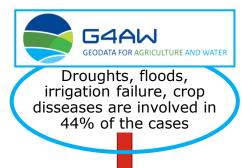
An example in India (Andhra Pradesh)

Krishna (2007) Kristjanson et al. (2010)

Flows out of poverty 14% per year



Decreasing the flow from 14% to 13% would halve poverty reduction



Increasing the flow from 12% to 13% would halve poverty reduction



Flows into poverty 12% per year

Net flows 2% per year



Non-poor

poor



Main message #1

We are doing something very important here, and measuring this impact is important!

For projects:

- to gain insight if targeted objectives are achieved
- to decide whether strategic changes need to be made and act accordingly

For donors:

- to gain insight if objectives are achieved
- to decide on the reliability and accountability of project partners
- to continue the program









Do you know who your customers are?

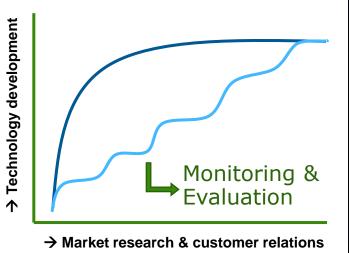








Do you know your customer needs and service requirements?











How much do you spend on:

- Knowing your potential customer?
- Reaching the right target group?
- Evaluating if your service is meeting customer needs?
- know whether your project reaches the targeted objectives?

Monitoring & Evaluation

TECHNOLOGY COMPANIES



of revenue invested in sales and marketing

\$51.810.000,000

12%

SAAS COMPANIES



of revenue invested in sales and marketing

\$2,170,000,000

33%



of revenue invested in marketing. general and administrative

\$11,990,000,000



of revenue invested in sales and marketing

\$125,810,000

16%



of revenue invested in sales and marketing

\$8,130,000,000



of revenue invested in sales and marketing

\$98,800,000

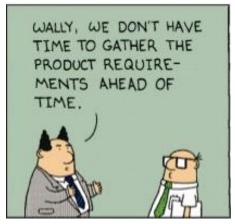
56%





Main message #2

Monitoring & Evaluation is not only a obligatory something for the donor... <u>Monitoring & Evaluation is crucial for your project to be successful!</u>





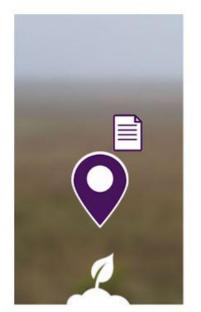








How to implement M&E?















Reach

Use

Outcome/ Impacts

- % improvement productivity, income
- Increased resilience to climate change
Etc..



Awareness + training



Actual use of service









Benefit from service



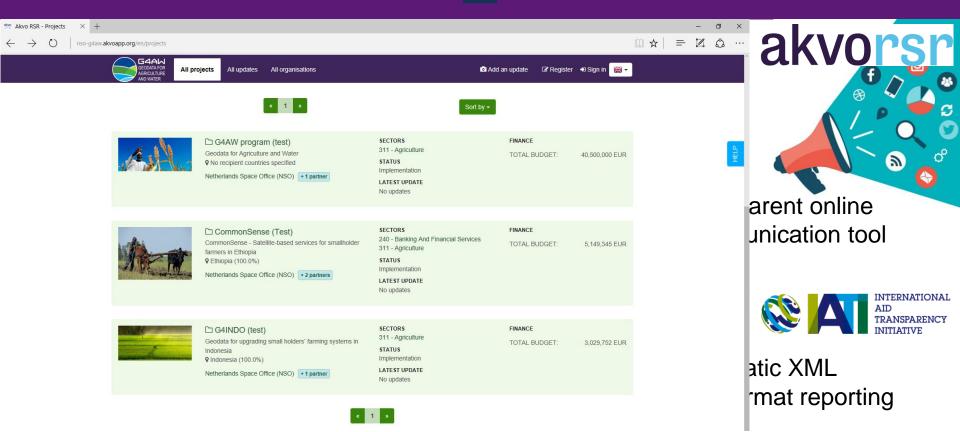
















Main message #3

Result indicators should be

- Precise/well defined
- Reliable
- Valid
- Measurable
- Practicable













Thank you for your attention

G4AW is a programme commissioned by



Contact: g.vanseggelen@spaceoffice.nl



