Introduction The need for Resource Mobilization (RM) for development research organisations is as important as the subject itself. In fact the state of this subject is what it is due to the lack of financial resources and the inability of these organizations to access these resources which in actual fact are available in plenty given the importance for environment and related issues.

It is very creditable on the part of IDRC to appreciate this important aspect and to have a workshop on it. Also I must compliment Mayan Quebral on her commitment to the work at hand and conducting the workshop with finesse.

I felt privileged to be a faculty on this workshop. I was very impressed by the professionalism of IDRC and the manner in which the workshop was conducted, a total environment of learning, understanding and cooperation.

Objectives. Some very clear objectives were set for this workshop and the work started in a very business like manner. The objectives were to a certain degree achieved. The delegates were exposed to various issues with respect to Resource Mobilisation.

Planning. I was not part of the planning though I wished I was. It would have been useful to contribute to the planning process and thereby optimizing on the whole workshop.

Delegates. The delegates were all very enthusiastic and keen to learn more on RM so as to become more effective, independent and sustainable. They were however freshers to the topic though they have been making efforts to raise resources hitherto foe.

Topic. I was asked to speak on Solicitation in major gift technique which itself is one of the steps in the whole process. It is difficult to convey the topic without a good understanding of the whole process. I however took upon myself to discuss the importance of a Case for Support, the major gift process and solicitation.

In the absence of Ms Katherine Hay, I volunteered to present her topics too with the delegates.

Fundraising Priority. If one looks at the various sources of funds for research organizations then the sources of funds, in the order of priority, would be as follows:

Institutions (Trusts/Foundations and donor agencies)
Corporates
High Net worth Individuals, and
Community at large

The workshop, to derive maximum benefit for research organizations and EE could have emphasized on raising resources from Institutions/donor agencies. While introducing delegates to RM in general is important, major part of the workshop should have been spent on this aspect. Along with this researching such institutions is again a key area and deserved more time and attention.

There was a session on this by Katherine but it was too short a time. In her absence, I enjoyed sharing this with the delegates. This aspect should have been covered more elaborately, as theory, an interactive session and an exercise including researching donor institutions.

Delegates could have been asked to come with one project and worked on it during the workshop so that they went back armed with full information to enable them to make a concept note, interact with donor agency and make a proposal for submission and consideration.

The entire workshop should have continuously emphasise on the aspect of RM for research organizations.

**Corporate and Institution Representative.** The presence and address by a Corporate and Institution representative would have added value to the workshop. This could have been in the form of a ‘Funders Forum’ where delegates would have got another perspective of a donor agency.

**Best Practices & Successful Case Studies.** A few samples of successful case studies from around the world would have charged up the delegates even more. If others could succeed so could our delegates.

**Negotiation.** The session on Negotiation was very interesting and the delegates enjoyed it. The speaker was also very good and she not only had full mastery on the subject but was also an excellent presenter. The session however was not fully appropriate for the objective of the workshop. This advanced level of negotiation would be useful for experienced fundraisers.

**Communication Strategy.** What was more relevant than negotiation was a ‘Communication Strategy’. One cannot divorce Communication from RM and this is what could have been accomplished. As it is the communities, government and others are not fully aware about EE and a communication strategy, Regional as well as country wise, would have been more relevant.
Additionally the preparation of a Case for Support should have been given importance as it was more relevant for RM. This is what will help delegates focus on their work and make change in communities.

**RM for Universities.** There is also a need to study in detail the type of contributions that Universities may accept and the type of tax concessions and recognitions that maybe possible before venturing into RM.

**Individual Discussions.** There was adequate time and delegates could have interacted individually to seek guidance for their respective work. This would have proved to be mentoring and hand holding for the delegates with respect to their individual work.

**Conclusion.** The workshop was a useful one from which one has learnt a lot of lessons as above to apply in future events. I look forward to be associated and contribute to IDRC’s future events. As the economy of these countries is developing fast sustenance of these organizations depends on Local Resource Mobilisation and this workshop will go a long way in initiating delegates and organizations to move towards this direction.