

## **Module 2: How to Run a DLC**

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### **Donor, Government and DLC Negotiation: Group work session**

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#### **Background:**

Participants were split into groups, each group representing a donor, government and DLC. Each group had to agree on their demands (or offering) for an activity involving HIV/AIDS in a country. Then groups were reorganized so that there was at least one representative from the donor side, government and DLC in each new group. By the end of the session the new groups had to negotiate and try to come up with an agreement on how to work together. It was expected that the DLC representative(s) would market their services in order to meet the demands of the government and the donor.

#### **Summary of results:**

##### **Red Group**

Government issue:

- Program must meet needs of participants (effective training)

Donor issue:

- Establish a partnership with both donor and government to meet their needs/issues effectively

DLC issue:

- Establish a partnership with both donor and Gov. to meet their needs/issues effectively.

Next steps:

- Further consultations to develop proposal with all parties including experts in this area (i.e. target audience, long-term sustainability)
- Submit proposal

##### **Blue Group**

Government issues:

- Need good proposal with assistance from DLC

Donors:

- Target audience impact of training proposal.

DLC:

- More involved in marketing and proposal from the Minister of Health

## **Yellow Group**

### Issues:

1. Do not assume that you have all the information and answers in your proposal and meetings. Always be prepared for these.
2. Proposal needs to be very complete.
3. Never underestimate the value for money (and social and environmental impact you can bring as selling points).
4. Giving feedback is very vital.
5. Donors usually work with the government and as DLCs we always need to know what the government is up to.