CINPAA | INTERNATIONAL COOPERATIVE FOR TRAINING & CONSULTING

سينبا | التعاونية الدولية للتدريب والاستشارات



Training programme:

# Results-Based Management and Institutional Impact Measurement

**Delivered in several cities and dates**


OUR INTERNATIONAL PARTNERS:

ISDE Law Business School — *Higher Institute of Law and Business (ISDE)*

Professional Development Institute — *Professional Development Institute*

Universidad Camilo José Cela — *Camilo José Cela University*

SEK EDUCATION GROUP

ISO 29993:2017 Learning services for non-formal education and training

ISO 9001:2015

# Results-Based Management and Institutional Impact Measurement

## About the programme:

A programme focused on connecting planning and implementation with measurable results and developing organisational capacity to monitor performance and measure impact.

## Objectives:

**Developing participants' skills, knowledge, values and professional approaches in:**

**a.** Embed results-based management.

**b.** Improve the design of performance and results indicators.

**c.** Develop institutional impact measurement.

**d.** Strengthen the use of data in management.

**e.** Distinguish outputs, outcomes and impact when reviewing an institutional performance report.

## Target audience:

**a.** Results-based programme managers

**b.** Monitoring and evaluation officers

**c.** Institutional planning and performance teams

## Daily programme:

**• Day 1: Foundations of results-based management**

**a.** Connecting resources and activities to the results they should produce

**b.** Performance accountability in a results-based organisation

**c.** Embedding results-based management in planning and budgeting

**d.** Common obstacles to results-based management and how to address them

**e.** Case study: assessing how far an institution practises results-based management

**f.** Day output: RBM maturity snapshot for the participant institution

**• Day 2: Results frameworks**

**a.** Distinguishing outputs, outcomes and impact in institutional plans

**b.** Testing causal links and assumptions between results levels

**c.** Aligning unit-level results with institutional strategic objectives

**d.** Presenting results frameworks clearly to managers and partners

**e.** Workshop: restructuring an institutional plan into a coherent results framework

**f.** Day output: revised results framework with tested assumptions

**• Day 3: Performance indicators**

**a.** Using quantitative and qualitative indicators together

**b.** Interpreting deviations from targets and identifying their causes

**c.** Improving the design of performance and results indicators

**d.** Avoiding indicators that encourage the wrong behaviour

**e.** Workshop: reviewing an indicator set and correcting design weaknesses

**f.** Day output: improved indicator set with deviation thresholds

**• Day 4: Institutional impact measurement**

**a.** Contribution and attribution in measuring institutional impact

**b.** Limits of inference from monitoring and administrative data

**c.** Practical approaches to measuring longer-term change

**d.** Strengthening the use of data in management decisions

**e.** Case study: judging the impact claims made in an institutional performance report

**f.** Day output: impact assessment approach with stated limits

**• Day 5: Reporting and organisational learning**

**a.** Evidence-based reporting that separates results from activities

**b.** Reviewing lessons learned and agreeing corrective decisions

**c.** Performance reviews that lead to changes in plans and resources

**d.** Communicating results to governing bodies and stakeholders

**e.** Workshop: reviewing a performance report and separating outputs, outcomes and impact

**f.** Day output: annotated performance report with corrective actions

## Training methods and certificates:

Our programmes are built on modern pedagogy that combines theoretical knowledge with practical application, in line with participants' needs and the demands of the workplace. Methods include:

- **Interactive workshops:** analysis of real data and group discussions that strengthen practical understanding.
- **Case studies:** examples from international organisations that highlight real successes and challenges.
- **Realistic simulations:** participants train through professional scenarios that mirror real situations requiring decisions and situation management.
- **Advanced tools and technologies:** hands-on practice with up-to-date training software and tools suited to each field.

**Certificates:**

On successful completion, participants receive a certificate issued by CINPAA, a training institute officially registered in the European Union, Spain and the United Kingdom.

CINPAA - Cooperative International for Training and Consulting

Our programmes are delivered within academic and professional partnerships, cooperation agreements and memoranda of understanding with a number of academic and professional institutions, including:

- **Camilo José Cela University - Spain**
- **ISDE - Law & Business School - International**
- **Professional Development Institute - United Kingdom**

These partnerships aim to exchange expertise, develop training content and raise programme quality in line with international best practice.

Kind regards,
International Programmes Department
**"CINPAA" INTERNATIONAL COOPERATIVE FOR TRAINING & CONSULTING**

# Course details and registration

Course Details | Registration

| | | |
|---|---|---|
| **Programme** | **Results-Based Management and Institutional Impact Measurement** | Course Title |
| **Language** | **English** | Course Language |
| **Duration** | **5 days** | Duration |
| **Venue** | **Several cities and dates – see the table below** | Venue |
| **Financial offer** | **Sent separately, according to the number of participants and the delivery conditions.** | Financial Offer |

## Registration and confirmation:

**To register, please use one of the following:**

**a.** Complete the programme request form on our website.

**b.** Or send an email from your training department.

**c.** Or a nomination letter from your organisation.

**Send your confirmation by:**

| | |
|---|---|
| **Email** | info@cinpaa.org |
| **WhatsApp** | +34 635 867 686 |

Our team is ready to advise on accommodation and logistics before and during your stay.

## Planned programme dates:

| City | Dates |
|---|---|
| Barcelona, Spain | 15 - 19 Mar 2027 |
| London, United Kingdom | 14 - 18 Jun 2027 |
| Cairo, Egypt | 13 - 17 Sep 2027 |
| Madrid, Spain | 13 - 17 Dec 2027 |

The programme can be delivered in other cities and on other dates to suit your organisation, at the length you need. The cities are listed on the last page.

**سينبا التعاونية الدولية للتدريب والاستشارات | CINPAA – International Cooperative for Training & Consulting**

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**Scan to save our contact**

## Cities where we deliver our programmes:

This programme can be delivered in any of the following cities, and elsewhere on request.

| | | | |
|---|---|---|---|
| **Albania**<br>Tirana, Saranda | **Australia**<br>Sydney | **Austria**<br>Vienna, Hallstatt, Salzburg / Zell am See | **Azerbaijan**<br>Baku |
| **Bahrain**<br>Manama | **Belgium**<br>Brussels, Bruges | **Bosnia and Herzegovina**<br>Sarajevo | **Canada**<br>Toronto, Montreal |
| **China**<br>Hong Kong, Shanghai, Beijing, Guangzhou | **Croatia**<br>Dubrovnik | **Cyprus**<br>Nicosia, Limassol, Larnaca | **Czech Republic**<br>Prague |
| **Egypt**<br>Cairo, Sharm El Sheikh, Alexandria, Hurghada | **France**<br>Paris | **Georgia**<br>Tbilisi, Batumi | **Germany**<br>Munich, Berlin, Düsseldorf, Frankfurt |
| **Greece**<br>Athens, Rhodes | **Hungary**<br>Budapest | **Indonesia**<br>Bali, Jakarta | **Ireland**<br>Dublin |
| **Italy**<br>Rome, Florence, Milan, Venice, Como | **Japan**<br>Tokyo | **Jordan**<br>Amman, Aqaba | **Kuwait**<br>Kuwait City |
| **Malaysia**<br>Kuala Lumpur | **Maldives**<br>Maldives | **Mauritius**<br>Mauritius | **Montenegro**<br>Budva, Kotor |
| **Morocco**<br>Casablanca, Marrakech, Tangier, Rabat | **Netherlands**<br>Amsterdam | **Oman**<br>Muscat, Salalah | **Philippines**<br>Manila |
| **Poland**<br>Krakow, Warsaw | **Portugal**<br>Lisbon, Porto | **Qatar**<br>Doha | **Russia**<br>Moscow |
| **Saudi Arabia**<br>Riyadh, Jeddah, Dammam | **Serbia**<br>Belgrade | **Slovenia**<br>Ljubljana | **South Korea**<br>Seoul |
| **Spain**<br>Madrid, Barcelona, Valencia, Alicante, Benidorm, Malaga / Marbella, San Sebastian, Granada, Cordoba, Canary Islands, Seville, Bilbao | **Switzerland**<br>Geneva, Luzern, Zurich, Interlaken, Zermatt, Lugano | **Thailand**<br>Bangkok, Phuket | **Tunisia**<br>Tunis |
| **Turkey**<br>Istanbul, Antalya, Trabzon, Bursa, Izmir, Bodrum, Antakya (Hatay) | **United Arab Emirates**<br>Dubai, Abu Dhabi | **United Kingdom**<br>London, Edinburgh, Manchester, Birmingham | **United States**<br>Miami, New York, Los Angeles, Washington |