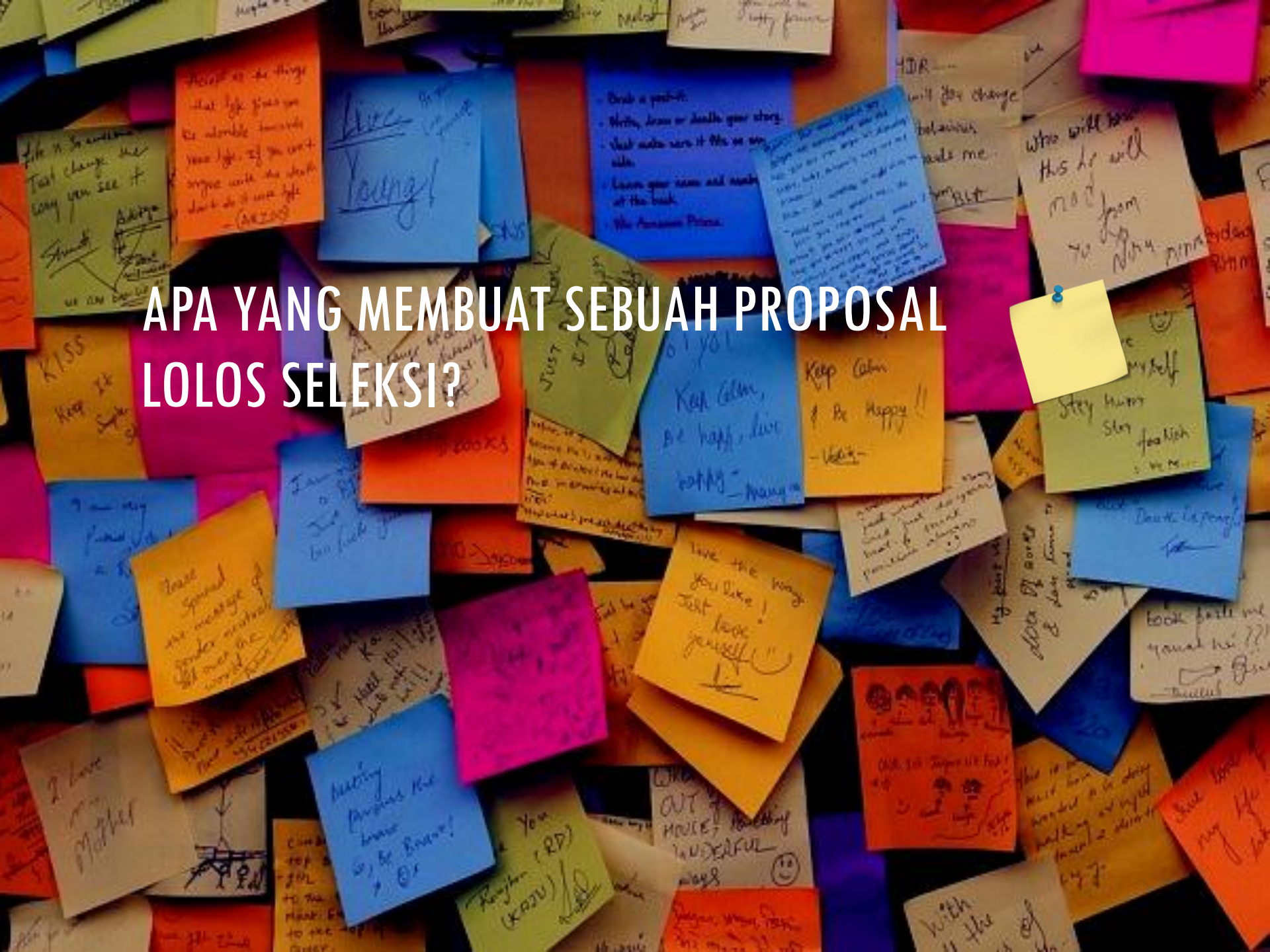


# **BERIKAN TAWARAN YANG TIDAK MUNGKIN MEREKA TOLAK!**

**WORKSHOP SEHARI – TEKNIS PENYUSUNAN PROPOSAL  
ORGANISASI NIRLABA**

JICA, 29 Maret 2018



# APA YANG MEMBUAT SEBUAH PROPOSAL LOLOS SELEKSI?

Accept all the things  
that life gives you  
be adorable towards  
your life. If you can't  
argue with the death  
don't do it over life  
- @KAS

Live  
Young!

- Drink a post-it
- Write down or death your story
- That makes sure it fits on one side
- Leave your name and number at the back
- We Promise Please

will get change  
believe  
made me  
from BT

Who will love  
this he will  
not from  
you  
NINA

life is so random  
Test change the  
way you see it  
Struck

KISS  
Keep it  
Safe

JUST  
IT

oh you  
Keep calm,  
Be happy, live  
with it - many

Keep calm  
& Be happy!!  
-Vick-

myself  
Stay happy  
Smile  
foolish  
: )

Send  
me message if  
you see me  
world

I am  
too lucky

live the way  
you like!  
Just love  
yourself!

and when you  
find just do your  
best to think  
positive always

My heart is  
filled with love  
& I love you to  
the moon

Down la pong

I love  
my  
mother

Nothing  
prevents the  
love  
to be known!

You  
(RD)  
(KASU)

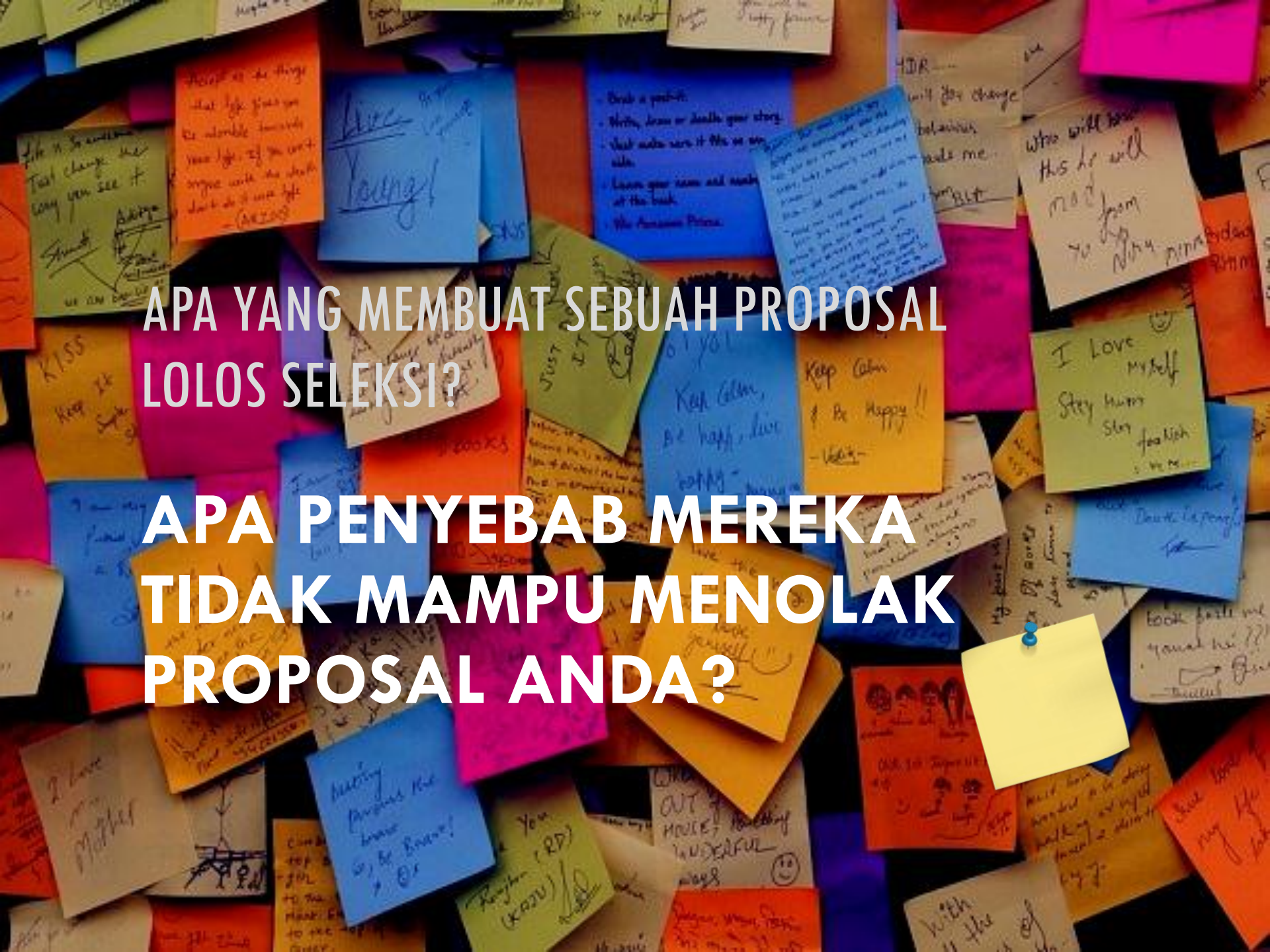
When  
OUT of  
MOCK, something  
WONDERFUL  
always

With  
the  
of

with  
the  
of

live love  
my life





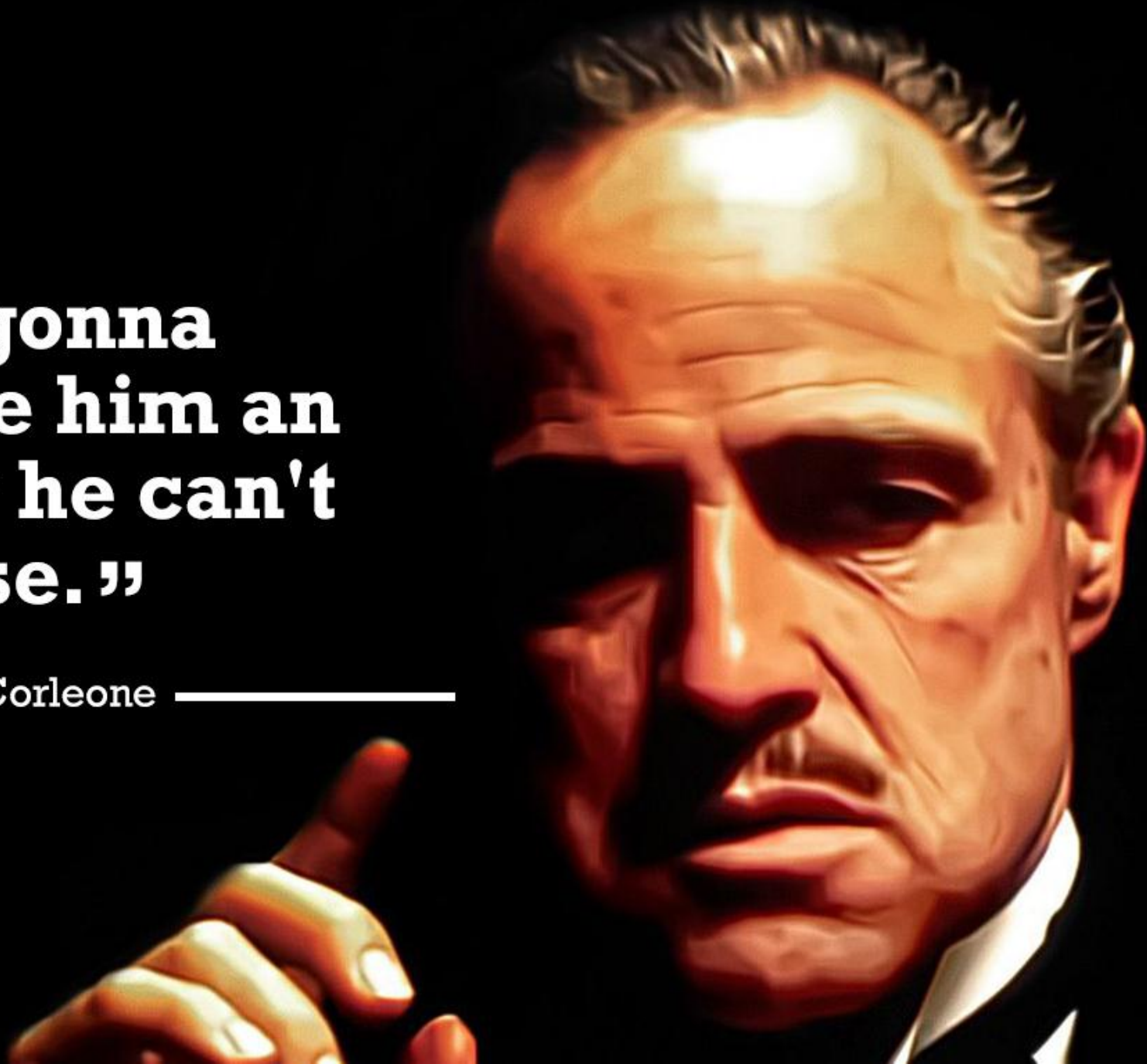
APA YANG MEMBUAT SEBUAH PROPOSAL  
LOLOS SELEKSI?

APA PENYEBAB MEREKA  
TIDAK MAMPU MENOLAK  
PROPOSAL ANDA?

**“I'm gonna  
make him an  
offer he can't  
refuse.”**

Don Vito Corleone 

---





**20%**

**20%**

**30%**



**30%**

**MENJARING  
CALL FOR  
PROPOSAL**

**MEMASTIKAN  
PROPOSAL  
DITERIMA**

**MEMERIKSA  
ASET**

**MEMAHAMI &  
MELENGKAPI  
SYARAT**

**PENULISAN  
PROPOSAL  
& ANGGARAN**

**PENGUMPULAN  
DATA &  
RISET**





**MENJARING  
CALL FOR  
PROPOSAL**

- **SIMPUL INFORMASI**
- **JENIS CALL (CONCEPT NOTE/FULL PROPOSAL)**
- **SKALA PAKET DAN KOMPETISI**
- **POSISI (IMPLEMENTOR/SP)**
- **FILTER/KRITERIA + OR – (VISI, MISI, KEBIJAKAN)**
- **PASTIKAN KELENGKAPAN PAKET**
- **MEMERIKSA NILAI PAGU & TENGGAT**
- **SKEMA & TIM SELEKSI?**





**MEMERIKSA  
ASET**

**20%**

- **KONEKSI DAN INFORMAN**
- **PORTOFOLIO**
- **PERTIMBANGAN SKALA DAN KOMPLEKSITAS PROYEK**
- **KEMUNGKINAN PEMENUHAN SYARAT**
- **ASET MENCUKUPI? HAMBATAN/KETERBATASAN?**
- **POTENSI KEMITRAAN**
- **TIM PENYUSUN PROPOSAL**



Alone we can do so little; together  
we can do so much.

— *Helen Keller* —





A flower does not think of  
competing to the flower next to it. It  
just blooms.

— *Zenkei Shibayama* —



MEMAHAMI &  
MELENGKAPI  
SYARAT

20%

- TINGKAT KEMUTLAKAN SYARAT
- KRITERIA PENILAIAN
- FORMAT KELENGKAPAN
- BUTUH WAKTU PENYIAPAN
- JENIS SYARAT DAN KELENGKAPAN
- MENANGANI SYARAT
- PENEKANAN PADA PROFIL (KEUNIKAN, KEUNGGULAN, PRESTASI) → **EKSPLISIT**





PENGUMPULAN  
**DATA &  
RISET**

30%

- KONTEKS DAN SEJARAH “PROGRAM”
- RISET SITUASI, MASALAH, TANTANGAN DAN PELUANG SOLUSI
- DISKUSI DAN PENETAPAN OPSI-OPSI KERANGKA USULAN PROYEK
- DATA PENERIMA MANFAAT
- DATA PENGUAT USULAN



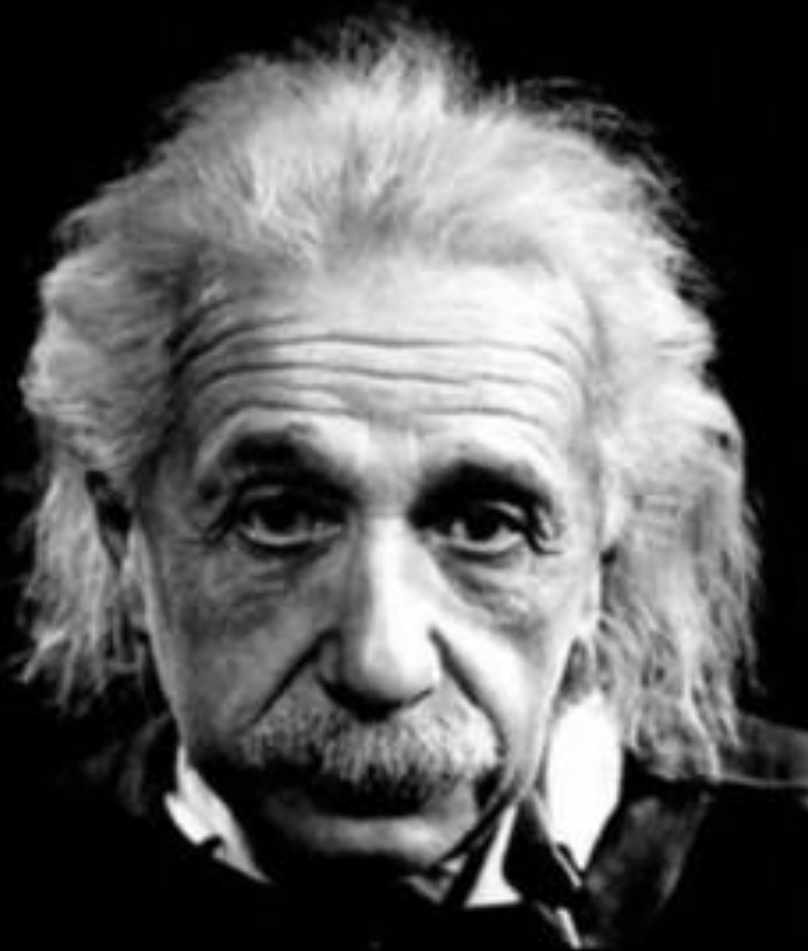


**PENULISAN  
PROPOSAL  
& ANGGARAN**

**30%**

- **OUTLINE DAN TEMPLATE STANDAR**
- **FOKUS TANPA MELEBAR**
- **MENGALIR BERKESINAMBUNGAN, BUKAN TANYA JAWAB KUESIONER**
- **PADUAN PARAGRAF DESKRIPSI, ARGUMENTASI, EKPOSISI, PERSUASI, NARASI PROSES**
- **BULKONAH DAN BAGAN VISUAL**
- **USULAN SOLUSI SE-SEDERHANA MUNGKIN**
- **ANALISA KERANGKA LOGIS / ToC**
- **ANGGARAN YANG MASUK AKAL**
- **PROFIL (KEUNIKAN, KEUNGGULAN, PRESTASI) → IMPLISIT**



A black and white close-up portrait of Albert Einstein, showing his characteristic wild, white hair and a mustache. He is looking directly at the camera with a neutral expression. The background is dark.

**“If you can't explain  
it simply, you don't  
understand it well  
enough.”**

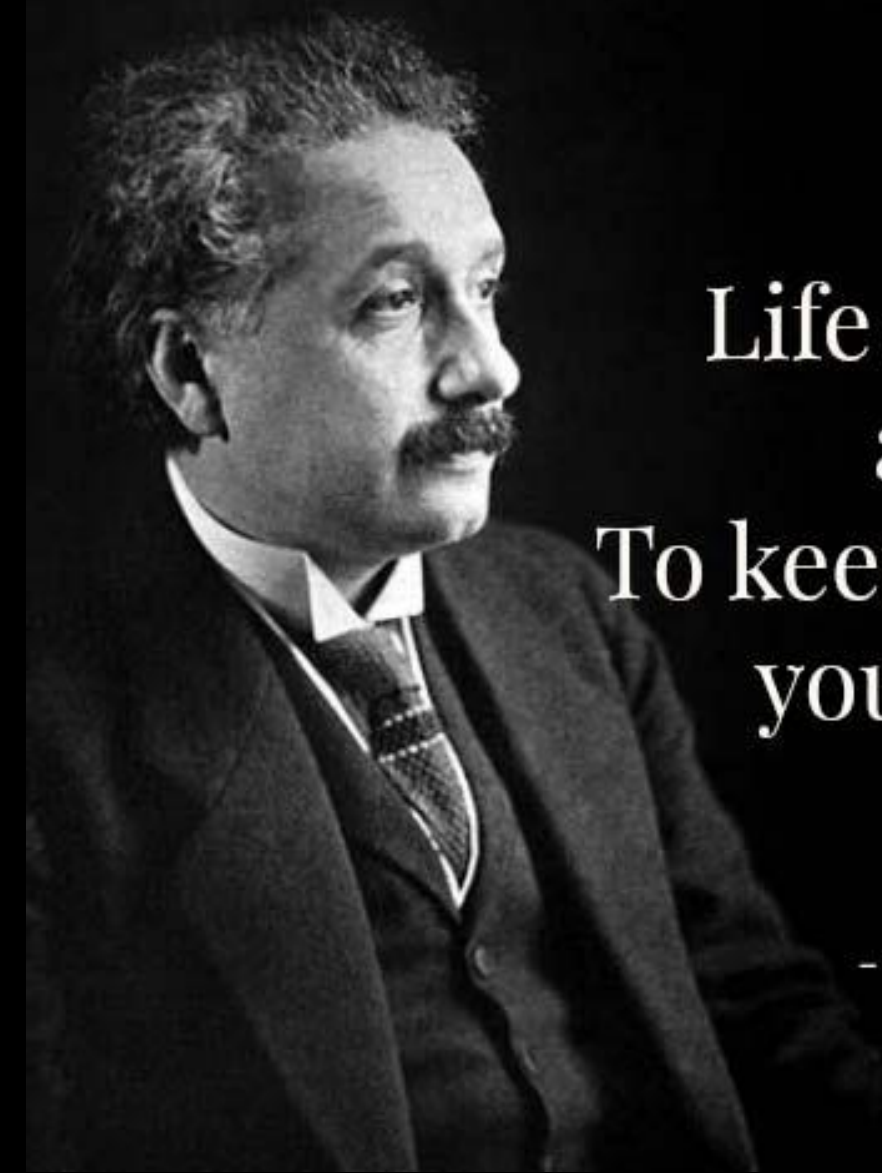
**Albert Einstein**  
smarty-pants physicist



**MEMASTIKAN  
PROPOSAL  
DITERIMA**

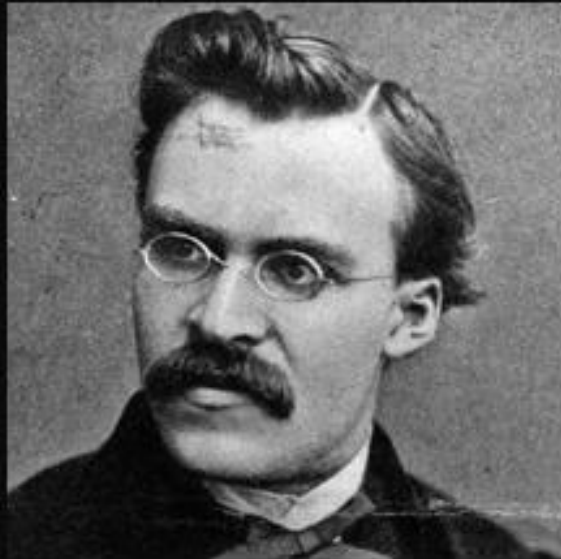
- LENGKAP, GUNAKAN CHECK LIST
- TEPAT CARA, TEPAT ALAMAT DAN TEPAT WAKTU
- DAPATKAN KONFIRMASI
- PANTAU MELALUI JALUR RESMI, KONEKSI DAN INFORMAN
- RESPON CEPAT JIKA DIBUTUHKAN TAMBAHAN TINDAKAN DAN DATA
- PENGUMUMAN SELEKSI





Life is like riding  
a bicycle.  
To keep your balance,  
you must keep  
moving.

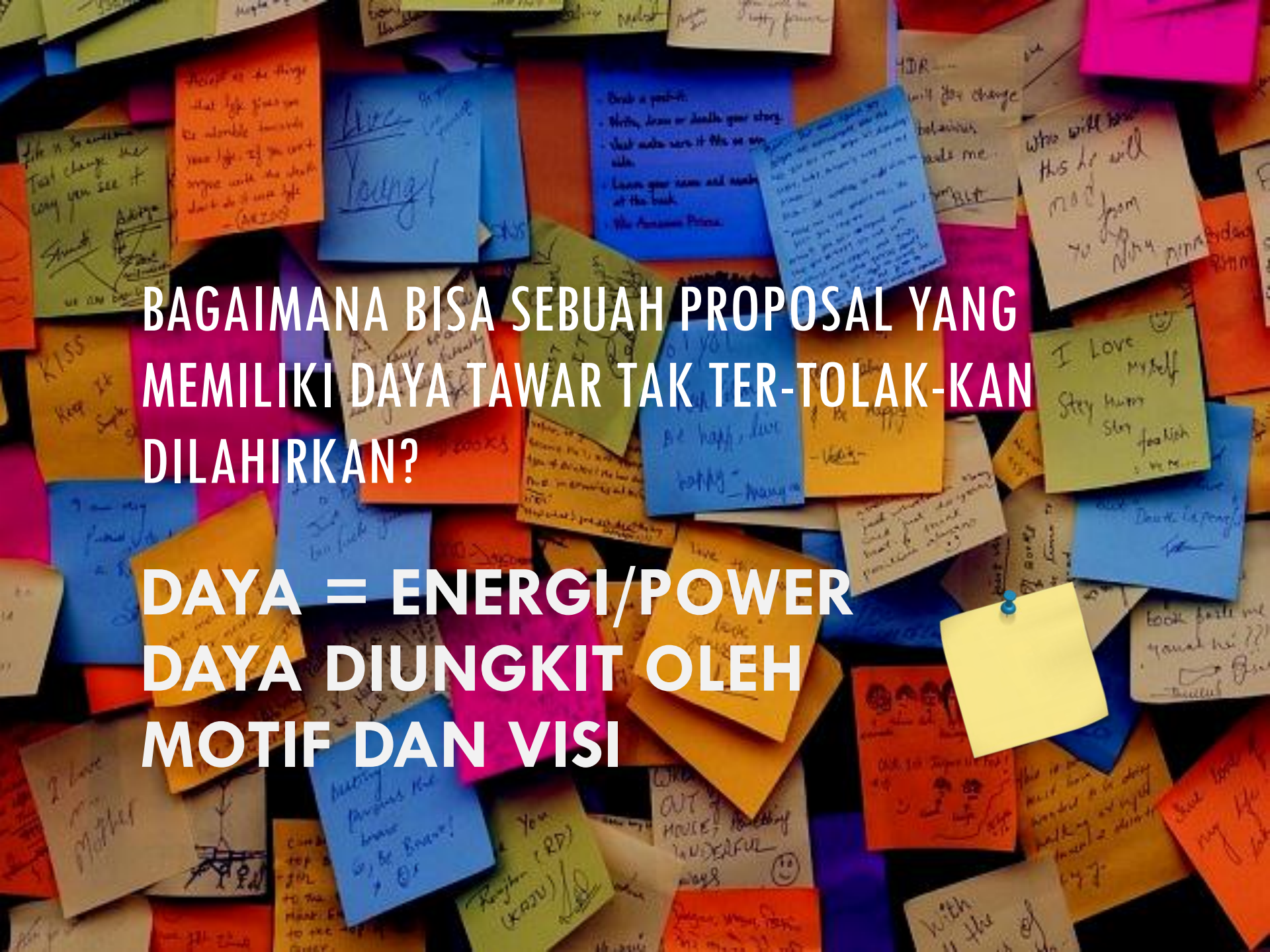
- *Albert Einstein*



What does not kill you makes  
you stronger.

~ Friedrich Nietzsche





**BAGAIMANA BISA SEBUAH PROPOSAL YANG  
MEMILIKI DAYA TAWAR TAK TER-TOLAK-KAN  
DILAHIRKAN?**

**DAYA = ENERGI/POWER  
DAYA DIUNGKIT OLEH  
MOTIF DAN VISI**



And, when you  
want something,  
all the universe  
conspires in  
helping you to  
achieve it.

Paulo Coelho