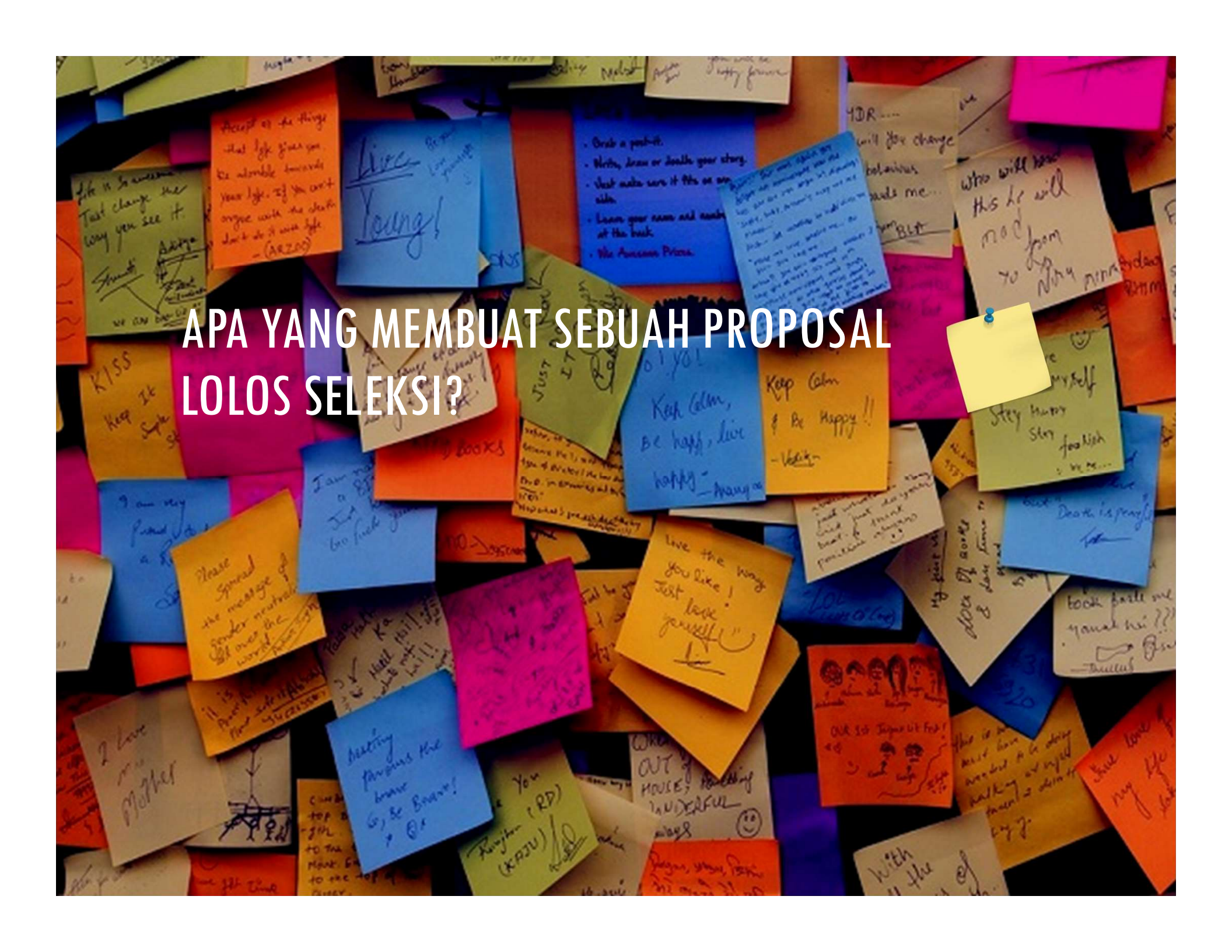


BERIKAN TAWARAN YANG TIDAK MUNGKIN MEREKA TOLAK!

**APA YANG MEMBUAT SEBUAH PROPOSAL MEMILIKI PELUANG
BESAR UNTUK DITERIMA?**

12 Oktober 2021



APA YANG MEMBUAT SEBUAH PROPOSAL LOLOS SELEKSI?

Accept of the things
that life gives you
be adorable towards
your life. If you can't
argue with the death
don't do it with life
- (ARZOO)

Live
Young!

- Grab a push-up.
- Birth, death or death your story.
- Don't make sure it fits on one side.
- Lower your name and number at the back.
- No American Prices.

Keep Calm,
Be happy, live
happy - manyo

Keep Calm
& Be Happy!!
-Valk-

Stay happy
Stay foolish
:)

Live the way
you like!
Just love
yourself!

Old is better
than new
if it's old
it's better
if it's new
it's better
if it's old
it's better
if it's new
it's better

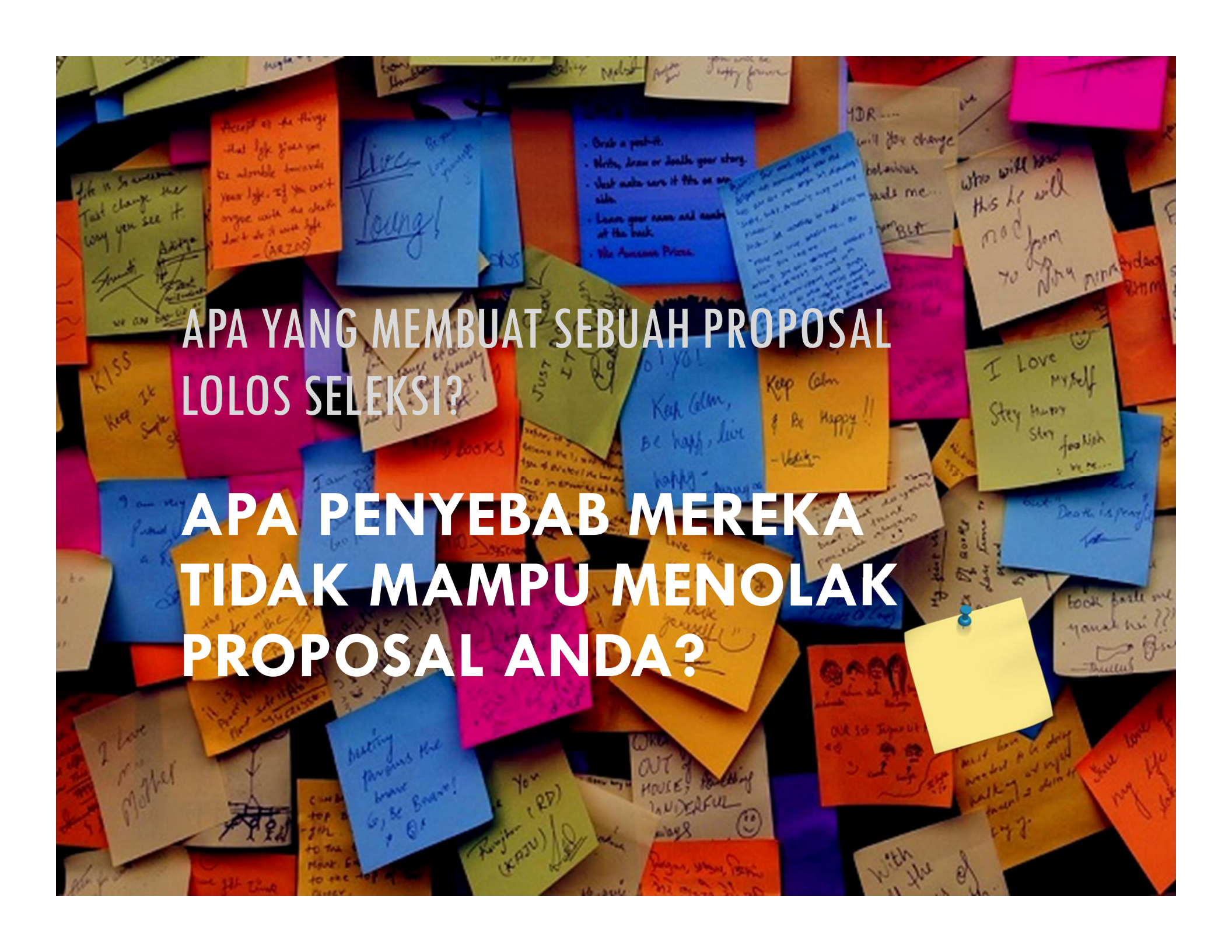
Meeting
parous the
brow
Go, Be Brave!
* @

You
(RD)
(KATJU)

When
OUT
HOUSE, Building
WANDERFUL
always

With
the
of

Live love
my life

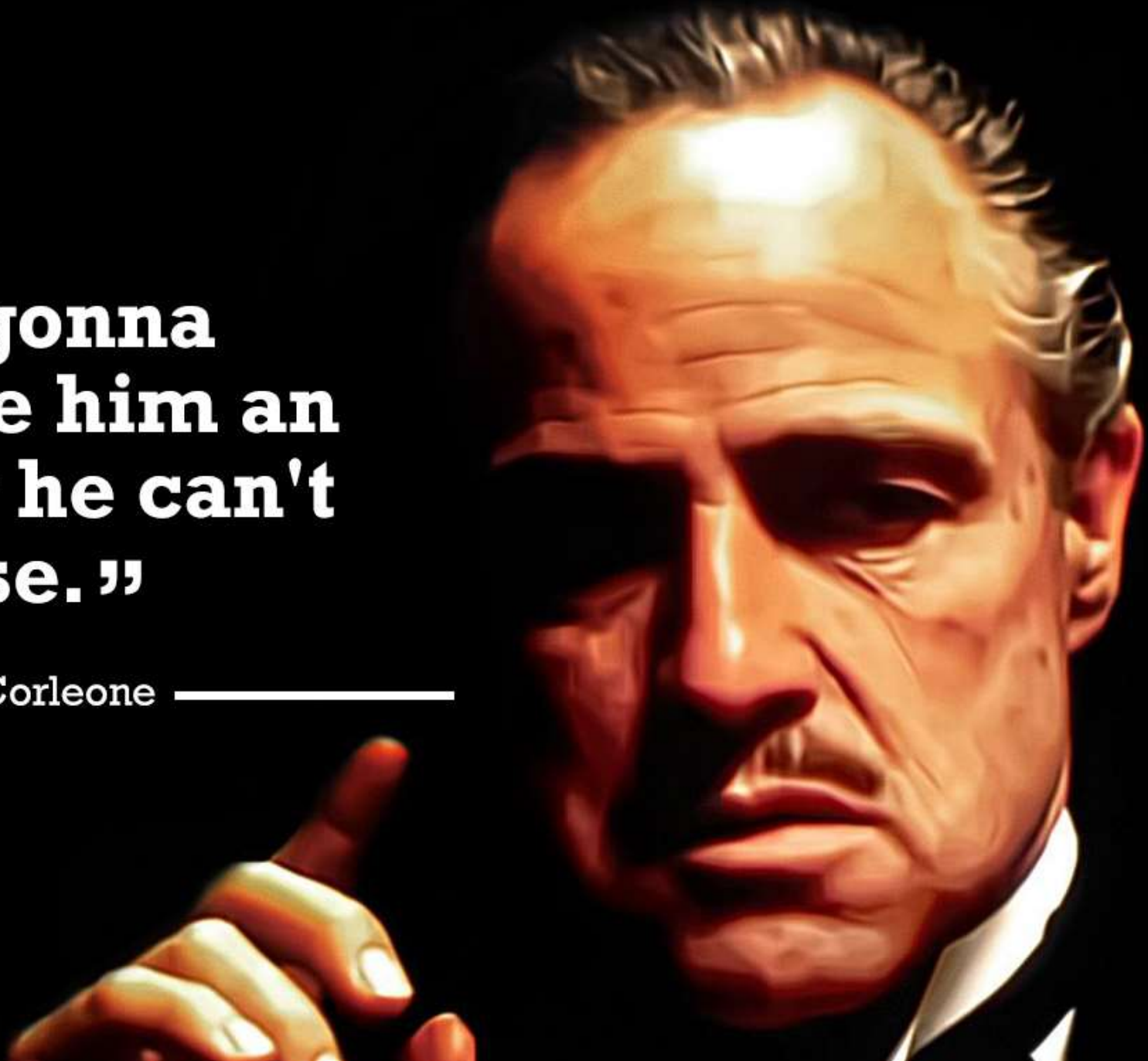


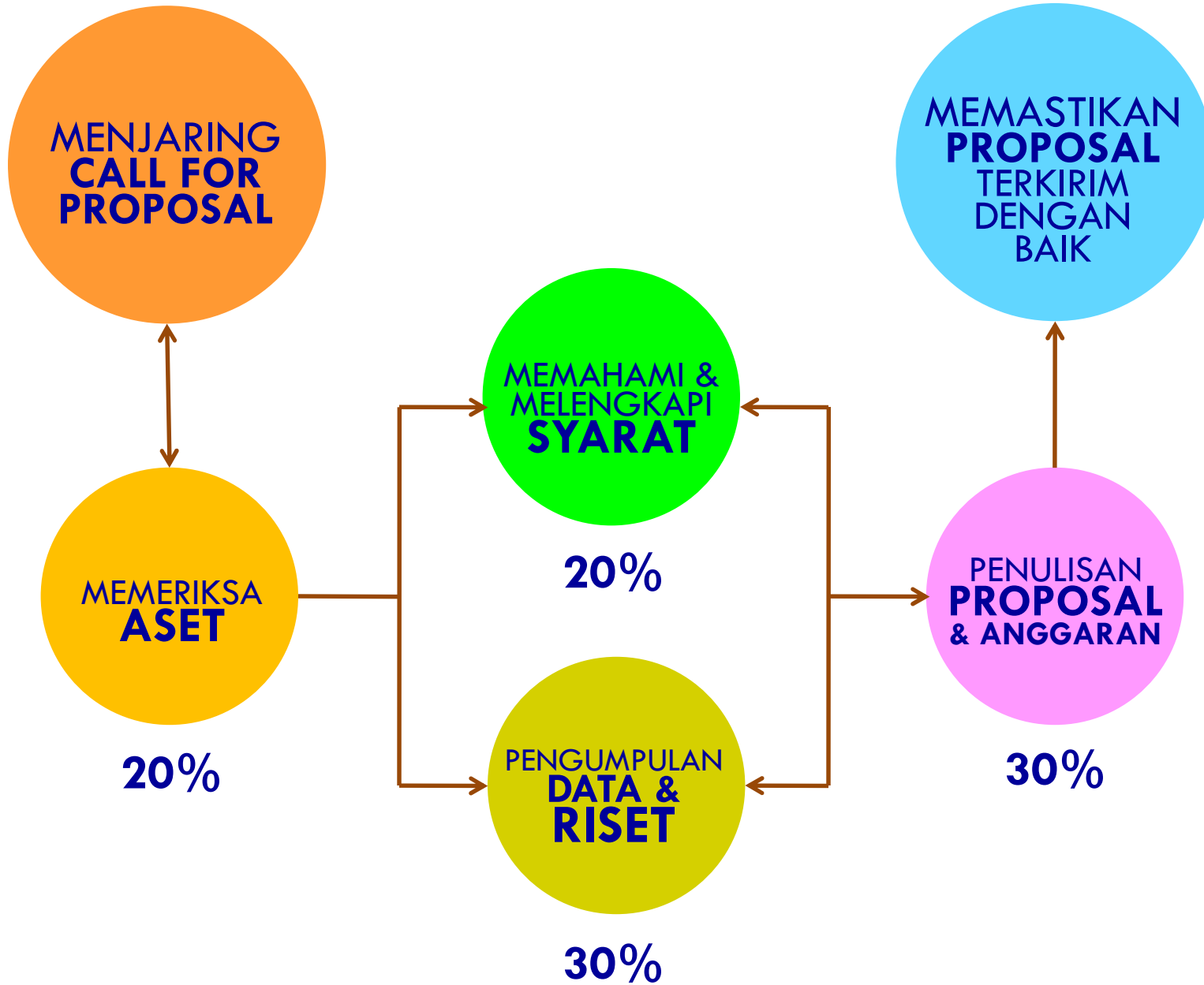
APA YANG MEMBUAT SEBUAH PROPOSAL
LOLOS SELEKSI?

APA PENYEBAB MEREKA
TIDAK MAMPU MENOLAK
PROPOSAL ANDA?

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

Don Vito Corleone







**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?**
- **GO OR NO-GO?**



**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 black and white portrait of an elderly man, Zenkei Shibayama, with a shaved head and a serene expression. He is wearing traditional Japanese Buddhist robes, including a dark outer garment and a lighter-colored inner garment with a white collar. The background is dark and indistinct.

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

— *Zenkei Shibayama* —



MEMAHAMI &
MELENGKAPI
SYARAT

20%

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



PENGUMPULAN
**DATA &
RISET**

30%

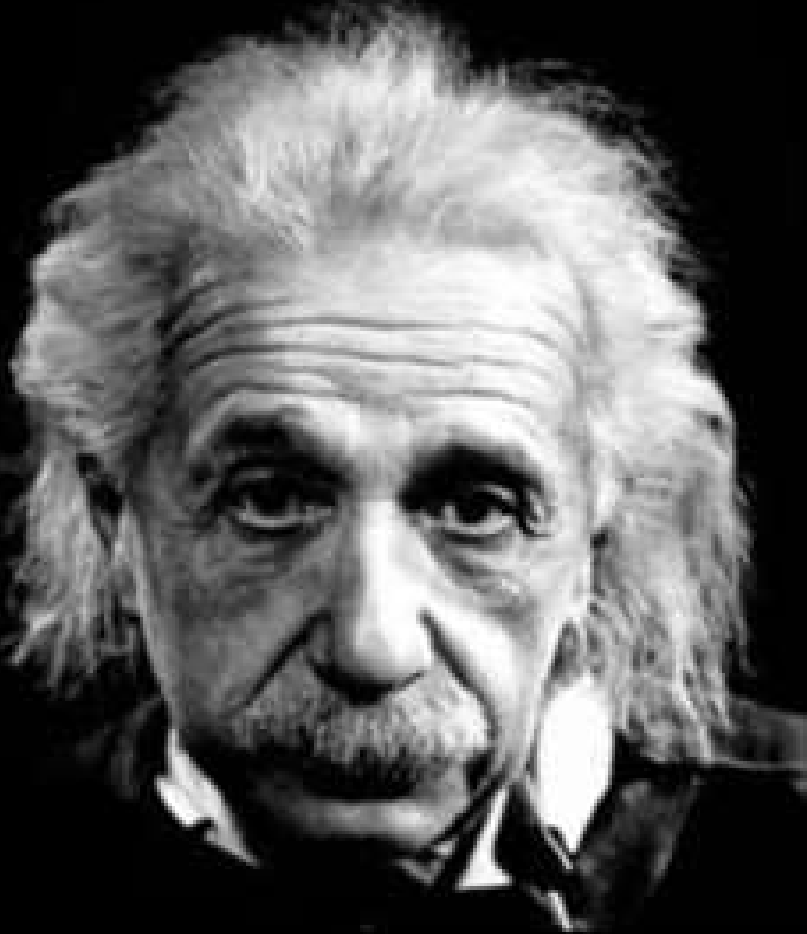
- KONTEKS DAN SEJARAH “PROGRAM”
- PEMAHAMAN TOR DAN APA YANG MEREKA CARI
- RISET SITUASI, MASALAH, TANTANGAN DAN PELUANG SOLUSI
- REFERENSI DAN RUJUKAN
- DISKUSI DAN PENETAPAN OPSI-OPSI KERANGKA USULAN PROYEK
- DATA PENERIMA MANFAAT
- DATA PENGUAT USULAN LAINNYA



**PENULISAN
PROPOSAL
& ANGGARAN**

30%

- **OUTLINE DAN TEMPLATE STANDAR**
- **FOKUS TANPA MELEBAR (BATASAN HALAMAN)**
- **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**



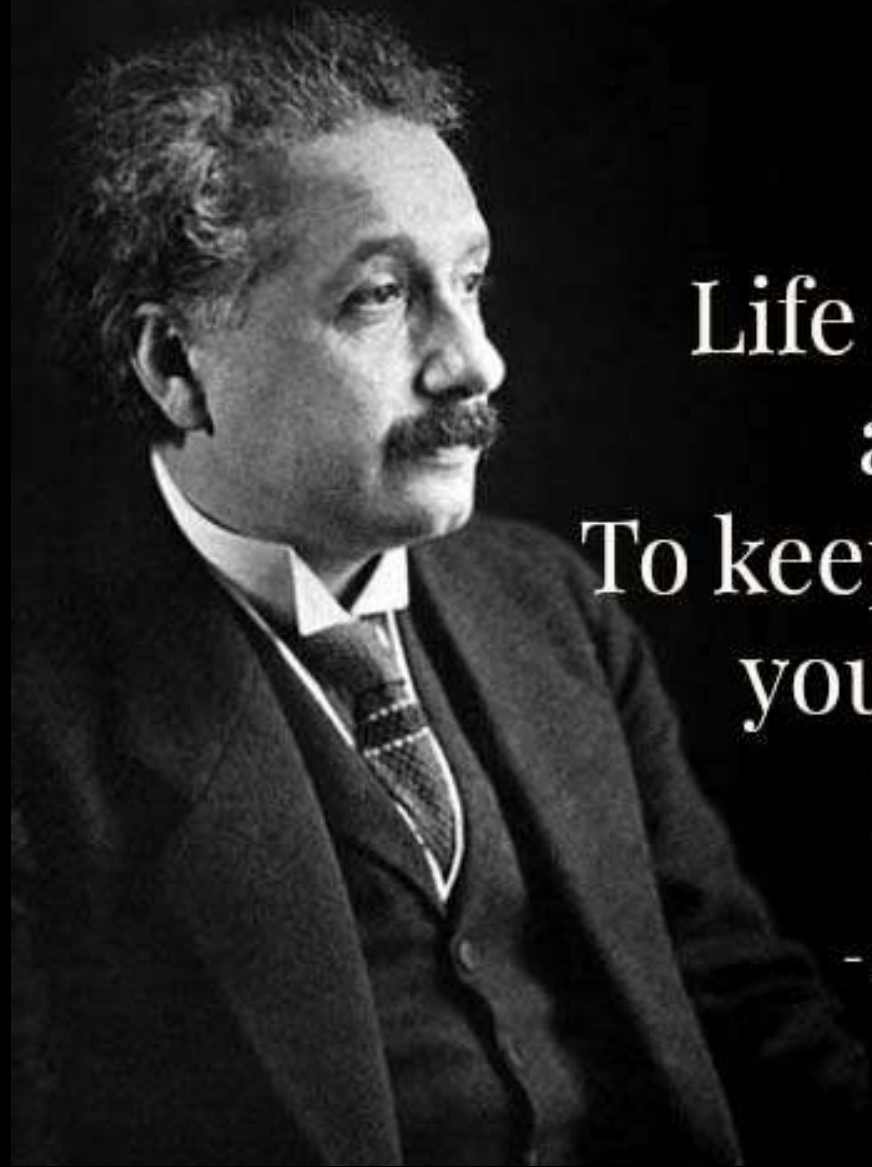
**“If you can't explain
it simply, you don't
understand it well
enough.”**

Albert Einstein
smarty-pants physicist



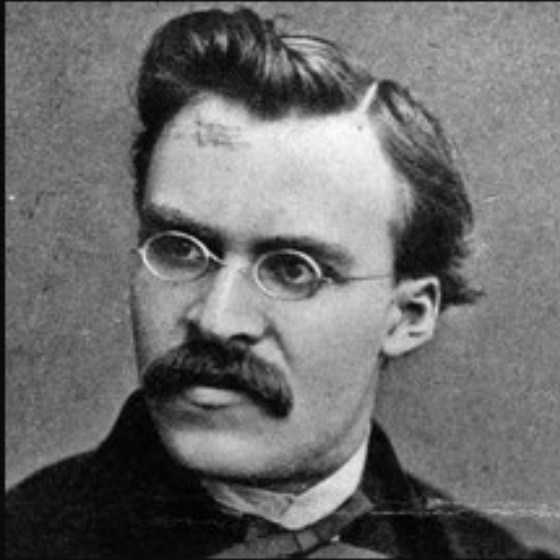
MEMASTIKAN
PROPOSAL
TERKIRIM
DENGAN
BAIK

- LENGKAP, GUNAKAN CHECKLIST
- 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



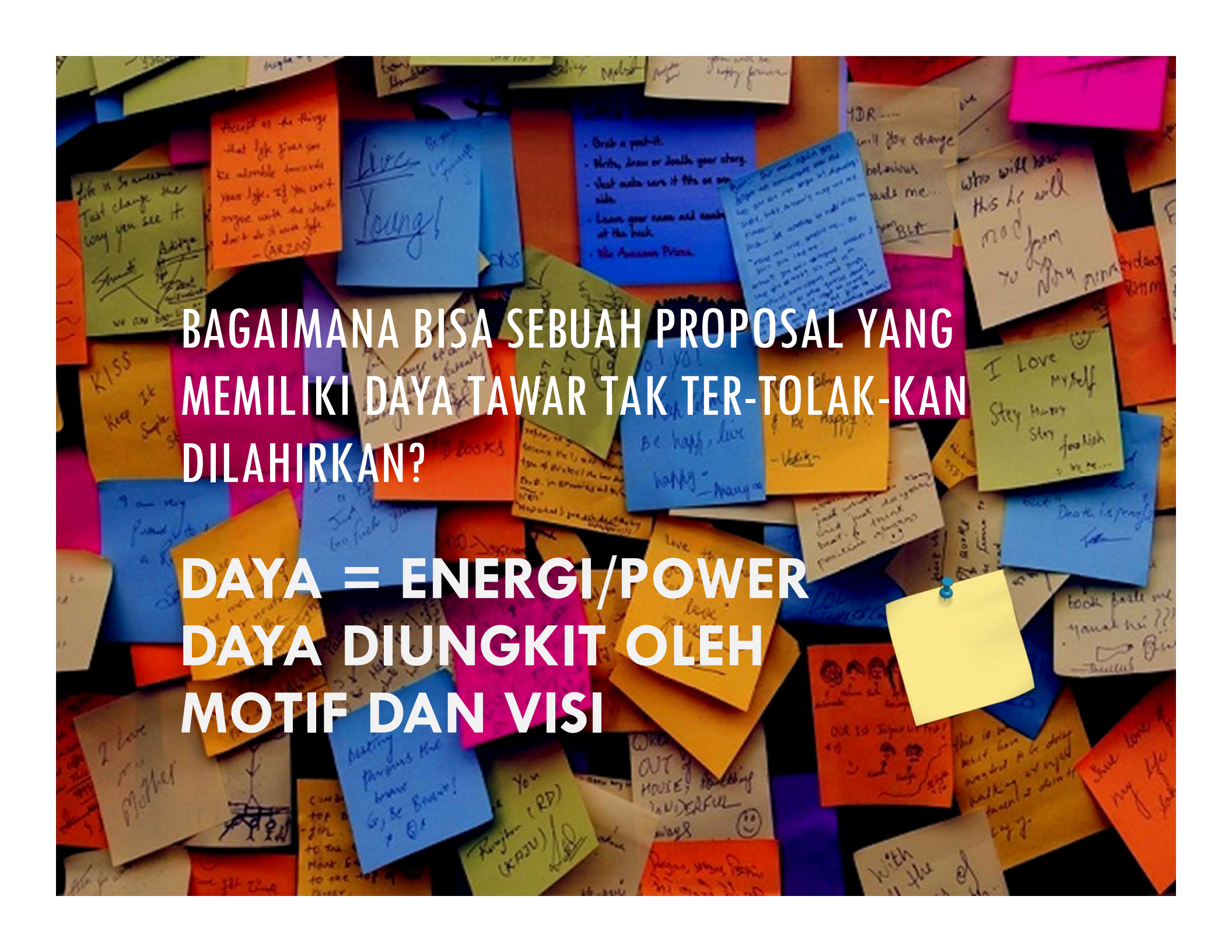
Life is like riding
a bicycle.
To keep your balance,
you must keep
moving.

- *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