

## Train-The-Trainer Application

### *Instructions:*

Thank you for your interest in the 2022 Investment Readiness and Impact Management Train-the-Trainer Programme! The following application is targeted at incubators and accelerators who are interested in a Train-The-Trainer programme on Investment Readiness and/or Impact Management. It consists of 5 short sections. We expect that it will take you around 30 minutes to fill out completely. Do try to dedicate the necessary time to this process. This provides us with valuable information about your organisation. It also provides you with an opportunity to give us a better idea of how we can best support you. You can find a copy of the questions here on the B-Briddhi: Scaling Impact Enterprises of Bangladesh programme website; it may be helpful to fill out your answers there first and then copy them into the online form. You must fill out this form in one sitting - progress will not be saved if you leave the page. If you encounter problems or have questions, please email [info@sie-b.org](mailto:info@sie-b.org) or consult our FAQ.

### *Eligibility Criteria:*

Please read the following statements and check whether they apply to you.

1. My organisation is legally registered in Bangladesh
2. Please upload your registration here
3. My organisation has been in operation for at least 2 years
4. My organisation provides training on investment readiness and/or impact management to impact enterprises in Bangladesh
5. My organisation plans to run an iteration of one or both of the above programmes (as applicable) in the next 6 months

### *Organisational information:*

In this section, we will collect some basic information about your organisation, its structure, and its level of development.

6. Organisation name
7. Contact name
8. What is the title of your position at this organisation?
9. Contact email
10. Contact phone
11. How is your organisation incorporated?
  - a. Individual or Sole proprietorship
  - b. Partnership
  - c. Private Limited
  - d. Public Listed
  - e. Non-profit
  - f. Other, please specify
12. Headquarters location
  - a. Barisal
  - b. Chittagong
  - c. Dhaka
  - d. Khulna



- e. Mymensingh
  - f. Rajshahi
  - g. Rangpur
  - h. Sylhet
13. Year of foundation
14. Please describe your organisation:
- a. Incubator
  - b. Accelerator
  - c. Other – please specify
15. How many enterprises did you work with in the past two years?
- a. 2021:
  - b. 2020:
16. How many of the enterprises you worked with had a social or environmental impact focus in the past two years?
- a. 2021:
  - b. 2020:
17. What was your turnover in 2021 in USD?
18. Please provide us with a breakdown of the locations of the organisations you worked with in 2021.
- a. Barisal
  - b. Chittagong
  - c. Dhaka
  - d. Khulna
  - e. Mymensingh
  - f. Rajshahi
  - g. Rangpur
  - h. Sylhet
  - i. Other
19. Please list down three individuals from your organization that are able to fully commit to the TTT programme from May to July 2022, and the subsequent Voucher Scheme programme from November 2022 through the next year 2023 (if they successfully become eligible service providers at the end of TTT programme). Please list information for the first individual here:
- a. Full Name:
  - b. Years of experience with organisation:
  - c. Years of experience in accelerator programmes:
  - d. Focus areas in accelerator programmes (e.g. investment readiness, impact management, etc.):
  - e. Upload CV:
20. Please list down three individuals from your organization that are able to fully commit to the TTT programme from May to July 2022, and the subsequent Voucher Scheme programme from November 2022 through the next year 2023 (if they successfully become eligible service providers at the end of TTT programme). Please list information for the second individual here:
- a. Full Name:
  - b. Years of experience with organisation:



- c. Years of experience in accelerator programmes:
  - d. Focus areas in accelerator programmes (e.g. investment readiness, impact management, etc.):
  - e. Upload CV:
21. Please list down three individuals from your organization that are able to fully commit to the TTT programme from May to July 2022, and the subsequent Voucher Scheme programme from November 2022 through the next year 2023 (if they successfully become eligible service providers at the end of TTT programme). Please list information for the third individual here:
- a. Full Name:
  - b. Years of experience with organisation:
  - c. Years of experience in accelerator programmes:
  - d. Focus areas in accelerator programmes (e.g. investment readiness, impact management, etc.):
  - e. Upload CV:

### Programme offering:

In this section, we will ask you some questions that allow us to better understand the types of programmes you offer.

22. Which of the following types of programmes are you applying to?
- a. Investment readiness
  - b. Impact management
  - c. Both

### Investment readiness

23. How many cohorts of this programme do you offer a year?
24. On average, how many enterprises take part in each cohort?
25. Please provide us with a rough estimate of the average level of investment enterprises you work with are seeking to raise:
- a. Average amount of investment enterprises seek:
  - b. How many enterprises successfully raised investment in 2021 (enter 9999 if you do not collect this information and 8888 if you did not operate at this time):
  - c. How many enterprises successfully raised investment in 2020 (enter 9999 if you do not collect this information and 8888 if you did not operate at this time):
  - d. How many enterprises successfully raised investment in 2019 (enter 9999 if you do not collect this information and 8888 if you did not operate at this time):
26. Please describe for us the structure and content of the training in 150 words or less.  
*Example: During this 45-day accelerator programme, we work with high-potential enterprises in a variety of sectors to connect them to direct investment. During the programme itself, we help them develop their business management capacity link them to markets, and develop their product. The programme culminates in a demo day for interested local, regional, and international investors.*

### Impact management

27. How many cohorts of this programme do you offer a year?
28. On average, how many enterprises take part in each cohort?



29. Based on trends and patterns you have observed in previous cohorts, please provide us with a rough estimate of the percentage of enterprises who implement impact management in pursuit of the different objectives listed here:
- % of enterprises that use impact data as a warning signal to detect issues and regularly improve business processes
  - b. % of enterprises that use impact data as insight to identify gaps and subsequently revise or change their Theory of Change or business model.
  - % of enterprises that use impact data for triggering financial payments or grant money.

Note: please ensure that percentages listed above add up to 100%.

30. Please describe the structure and content of the training in 150 words or less.  
*Example: During our three-month programme, we work with early-stage enterprises to help them develop a theory of change (TOC), design and implement an impact tracking system that collects information on relevant impact metrics, and, finally, come up with an impact report that allows them to communicate their successes externally as well as understand and appropriately modify their processes internally to better serve their customers.*
31. Which impact management framework or frameworks do you include in your programme?
- Impact Management Programme
  - IRIS
  - SDGs
  - SROI
  - DCED's Results Management framework
  - IFC Impact Management Principles
  - BCTA
  - WBCSD – Measuring Impact Frameworks
  - Other

### **Accelerator Programme Impact:**

We will now ask you some questions about how you measure and manage the impact of your work.

32. Please describe, in 150 words or less, how you measure the success of your programme and how you use this information to modify your offerings.  
*Example: Currently, we collect information on cohort members' self-assessment of their confidence and knowledge in three key areas; we compare this with a self-assessment of the same topics immediately after the programme. At the 1-year and 18-month marks, we follow up to see if they have secured any new investment and also to ask for a self-assessment of how relevant the information they learned and the skills they gained through our programme have been since they graduated the programme.*
33. Do you use any KPIs to measure the success of your programme? If so, please list them below here:
- - 
  - 
  -



34. Do you have information on how many enterprises in last year's cohort were:
- f. Women-owned?
  - g. Primarily serving women?
  - h. Gender parity with regards to team composition?

You're almost there! Just one more section to go and you'll be ready to submit.

*Needs and expectations:*

Finally, we would like to ask you about your needs and expectations for this programme.

35. Reflecting on your experience working with entrepreneurs in the past two years and where you intend to go with your programme...
- a. ...where would you say you need the most support?
  - b. ...what do you hope to get out of the programme and how will it help you change, improve, or expand your programme in line with your future goals?

