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COURSE BROCHURE

# Costed Funding Proposals and Cost-Benefit Appraisal Training Course

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New York

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Registered in the United Kingdom and Saudi Arabia

# Costed Funding Proposals and Cost-Benefit Appraisal Training Course

**Ref:** 2805_107547 **Date:** 30 August – 3 September 2027 **Location:** New York **Fees:** 7900 GBP

Costed Funding Proposals and Cost-Benefit Appraisal is a 1-week training course for project, planning and finance staff who prepare funding proposals, and it closes with a costed proposal and cost-benefit table. Funders, boards and budget committees now compare competing bids on monetised net benefit and risk-adjusted cost rather than on narrative promise. Jupiter Prime Training delivers this course.

## Why Costed Funding Proposals and Cost-Benefit Appraisal Matter Now

Three pressures shape this subject today. Public budget offices and development funders apply formal appraisal rules and reject bids whose benefits are asserted but not valued. Corporate capital committees ask every project to show discounted net benefit against alternative uses of the same money. Donors and lenders want cost lines traced to activities so they can monitor spending after approval. An organisation that costs and appraises its proposals well wins funding for the right projects and defends them at review; one that does not sees strong ideas rejected and weak ones overrun. The course rests on whole-life cost practice and standard discounted cash flow appraisal.

## Who Gains Most from Costed Funding Proposals and Cost-Benefit Appraisal

- Project staff turning activity plans into costed work packages for a funder
- Planning staff comparing project options and choosing the preferred one
- Finance staff building budget lines, contingencies and cash flow profiles
- Grant and partnership staff assembling submissions to donors and public funds
- Monitoring staff setting benefit indicators that funders will track later

A project office gains most when its planning, finance and grant members attend together and agree one costing and appraisal method.

## Costed Funding Proposals and Cost-Benefit Appraisal Capabilities

Participants move from an idea and a rough budget to a proposal whose every cost and benefit line can be traced, valued and tested.

- Specify the funding problem, options and baseline counterfactual — the funder's assessment panel
- Build activity-based cost estimates with contingency and whole-life cost — finance reviewers
- Calculate monetised benefits using market and proxy values — appraisal officers
- Apply discounting to derive net present value and benefit-cost ratio — capital committees
- Test results with sensitivity and switching values — risk owners and boards
- Communicate net benefit in a costed proposal narrative — donors and budget holders

## Key Costed Funding Proposals and Cost-Benefit Appraisal Terms

- Counterfactual — what would happen without the proposed project.
- Whole-life cost — acquisition, operating, maintenance, renewal and disposal costs over an asset's life.
- Discount rate — the yearly rate that converts future costs and benefits into present values.
- Net present value — discounted benefits minus discounted costs over the appraisal period.
- Benefit-cost ratio — discounted benefits divided by discounted costs, used to rank competing proposals.
- Switching value — the change in an input that would turn net present value to zero.

## Costed Funding Proposals and Cost-Benefit Appraisal Day by Day

### Day 1: Funders, Options and the Case for Money

- Funder Types and Their Appraisal Rules — Matching Proposals to Funding Windows
- Problem Statement and Objectives Tree — Defining What Funding Must Change
- Long List to Short List Option Screening — Selecting Options Worth Costing
- Baseline and Counterfactual Definition — Fixing the Comparison Point
- Proposal Structure From Summary to Annexes — Ordering Evidence for Assessors

### Day 2: Costing the Proposal

- Work Breakdown and Activity-Based Costing — Linking Budget Lines to Tasks
- Staff, Equipment and Overhead Rates — Building Defensible Unit Costs
- Whole-Life Cost and Renewal Profiles — Capturing Costs Beyond Construction
- Contingency and Optimism Bias Adjustment — Protecting Against Overruns
- Cash Flow Phasing and Co-Funding Shares — Showing When Money Is Needed

### Day 3: Valuing Benefits

- Benefit Mapping From Outputs to Outcomes — Identifying Valuable Changes
- Market Prices and Willingness to Pay — Monetising Direct Benefits
- Proxy Values for Time, Health and Emissions — Valuing Non-Market Effects
- Additionality, Displacement and Deadweight — Netting Out Benefits That Would Occur Anyway
- Distributional Effects and Beneficiary Groups — Showing Who Gains

### Day 4: Discounting, Sensitivity and Net Benefit

- Discount Rates and Appraisal Periods — Converting Flows to Present Value
- Net Present Value and Benefit-Cost Ratio — Ranking Competing Options
- Sensitivity Tables and Switching Values — Locating the Critical Assumptions
- Scenario and Probability-Weighted Results — Presenting Risk to Funders
- Affordability and Value-for-Money Judgement — Recommending the Preferred Option

## Day 5: Practising the Costed Proposal and Cost-Benefit Table

- Option Short List and Counterfactual — Applying Day 1 Screening
- Activity Budget and Whole-Life Cost Sheet — Applying Day 2 Costing
- Monetised Benefit Schedule — Applying Day 3 Valuation Methods
- Net Present Value and Sensitivity Results — Applying Day 4 Calculations
- Costed Proposal and Cost-Benefit Table — Panel Review and Revision

## Applying Costed Funding Proposals and Cost-Benefit Appraisal After the Course

- Rebuild the budget of one live proposal as activity-based cost lines with whole-life costs and an explicit contingency.
- Run a switching value test on the two largest benefit assumptions in a current bid.

## Costed Funding Proposals and Cost-Benefit Appraisal Questions FAQ

### What are costed funding proposals and cost-benefit appraisal, and why do they matter now?

They are the methods for costing a funding request and valuing its benefits in money terms. They matter now because funders and capital committees rank bids on discounted net benefit rather than narrative alone.

### Which roles gain most from costed funding proposals and cost-benefit appraisal?

Project, planning, finance, grant and monitoring staff gain most. You benefit most if you prepare bids for donors, public funds or internal capital committees in health, infrastructure or education.

### How do costed funding proposals and cost-benefit appraisal differ from proposal and correspondence writing?

They focus on the numbers behind a bid: activity costs, whole-life costs, monetised benefits, discounting and sensitivity. Correspondence and proposal writing courses concentrate on wording, tone and document layout rather than economic appraisal.

### What do you bring back from costed funding proposals and cost-benefit appraisal?

You bring back a costed proposal with a cost-benefit table: option short list, activity budget, whole-life cost sheet, benefit schedule, net present value and sensitivity results.

## Costed Funding Proposals and Cost-Benefit Appraisal: The Way Forward

The costed proposal and cost-benefit table is the starting point, and the first decision it informs is which option goes forward to the funder. Project, planning and finance staff use it to defend the bid at assessment. After the first funding round, revisit which assumptions assessors challenged.