

ONLINE

14 SEP 2026 - 25 OCT 2026

## S.O.S – Strategic Opportunities Series for Managers in the UN: Resource Mobilisation

Management



LANGUAGE  
English



DURATION  
4 weeks



ENROLL BY  
09 Oct 2026



PRICE  
1,500 USD



LOCATION  
ONLINE



TARGET  
UN Only

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The Strategic Opportunities Series (S.O.S.) offers UN managers a clinic-style intervention that addresses the most acute needs of the UN system and its people. It provides curated learning experiences that respond to the pressing “how-to” questions managers face in the most fragile moments of their work, when priorities shift, budgets are restricted, or programmes are suspended.

In periods when managers are asked to do more with less, leading stretched teams, managing dispersed colleagues, and adapting to reshaped structures and expectations, the S.O.S. series helps leaders refocus on what truly matters: their people, the resources that sustain their work, and the organisation’s visibility and credibility in a constantly evolving environment.

It also offers managers a space to pause, reflect, and realign, supported by peers who share similar challenges and experiences, helping to strengthen leadership resilience and foster collective learning across the UN system.

Through curated and tailored learning interventions, managers explore how to:

- Lead teams with empathy, clarity, and purpose;
- Sustain motivation and performance amid shifting demands;
- Mobilise resources through partnerships, private donors, and philanthropy;
- Strengthen the organisation’s recognition and trust through strategic communication, advocacy, and positioning.

# Introduction

*Track 3: S.O.S. Resource Mobilisation* helps UN managers build the partnerships and donor relationships that bring important work to life. At its core, resource mobilisation is about people — understanding what matters to them, finding shared purpose, and creating connections that can support meaningful and lasting impact. Through three modules, the programme helps participants identify partners who align with their goals, understand what motivates donors and philanthropists, and express their organisation's mission in ways that feel authentic and compelling. The aim is to strengthen trust, deepen alignment, and lay the groundwork for long-term collaboration that supports organisational priorities and delivers real results for the communities we serve.

## Objectives

*By the end of the programme, participants will be able to:*

- Identify and prioritise strategic partners and donors whose goals and motivations align with their organisational objectives.
- Build trust and shared value with diverse stakeholders and sustain long-term partnerships through mutual accountability and continuous engagement.
- Understand key trends in philanthropy and the values that drive donor interest and long-term commitment.
- Engage confidently and authentically with donors and partners through informed, empathetic, and purposeful communication.
- Translate organisational mission, data, and results into clear and compelling value propositions tailored to different audiences to inspire engagement and collaboration

## Course methodology

Online (or in person on demand)

## Course contents

### *Block 1: Building strategic partnerships*

Partnerships are at the heart of how the UN system creates sustainable impact. Building strong and lasting collaborations requires more than coordination — it calls for trust, shared purpose, and alignment of values. This module helps you strengthen your ability to identify, build, and sustain partnerships that advance your organisation's goals and create meaningful results.

### *Block 2: Understanding donors*

To engage effectively with philanthropists and donors, it is essential to understand their motivations, values, and expectations. This module equips you with the knowledge and confidence to navigate this environment, helping you connect your organisation's mission with the priorities and aspirations of donors and partners.

### *Block 3: Crafting value propositions that inspire and connect*

A well-crafted value proposition helps donors and partners understand why your organisation's work matters and how their support contributes to shared impact. This module guides you in developing clear, evidence-based, and persuasive value propositions that align organisational priorities with the interests and motivations of partners.

## Target audience

The programme targets UN staff members with managerial functions who are responsible for leading teams, managing performance, mobilising resources, and representing their offices or divisions. Participants typically include P4 - P5 level managers, though enrolment may extend to other levels depending on organisational context and managerial responsibilities.

## Cost of participation

\$ 1,500