



Interaction
international development
toolkit

Glossary : talking to donors and using the right language

When submitting project proposals to potential funders, it is important that you speak to them in their language. Some of the key expressions used by donors are as follows:

Appropriation

Promoting ownership of development policy by a targeted local population to enhance continuity and effectiveness, following principles of the 2005 Paris Declaration on Aid Effectiveness.

Country Assistance Strategies (CAS)

Used by World Bank to define the priorities for its donor assistance programme in a particular country.

Country Strategy Papers

Used by the European Commission's Aid agency to define its priorities for assisting a particular country.

Coordination

Avoiding project duplication by liaising with donors, national government departments and in-country local government associations or umbrella organisations, e.g. LGA, CLGF, CEMR, UCLG, UCLG Africa.

Demand-led development

Clear development priorities defined by your developing country partner and local actors, which tie-in to their country's national development plan / PRS (see below).

Development Aid

Also 'development cooperation', 'development assistance', 'technical assistance', 'international aid', 'overseas aid' 'Official Development Assistance' or foreign aid, is financial grants given by governments and other agencies to support the economic, environmental, social and political development of developing countries.

Governance

Adherence to clear principles of accountability, transparency, legal compliance and sustainability. Sharing responsibilities in projects planned by public and private sector actors, promoting bottom up as well as top down relationships.



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Logical framework

A project management tool used by most donors to help to clarify key objectives, actions, results / outputs and potential risks expected of a specific project.

Match-funding

Usually required by donors to complete the additional amount they co-financed, this can be provided by cash or in kind resources (including staff), depending on the details of the grant.

Millennium Development Goals (MDGs)

Eight global goals with a sub-set of targets agreed to reduce global poverty. They typically set the core objective/s for most of the development projects (more info [here](#)).

Partnership/cooperation

Cooperating with other public actors, private & civil society organisations, cross border stakeholders - often required for a project overseas.

Poverty Reduction Strategies (PRS)

Developed, with World Bank assistance, prior to receiving aid. [PRs](#) are developed to define a country's national development plan, through which donors can allocate aid.

Territorial/local development

Sustainable development of a specific region embedding economic as well as social, cultural and environmental aspects.