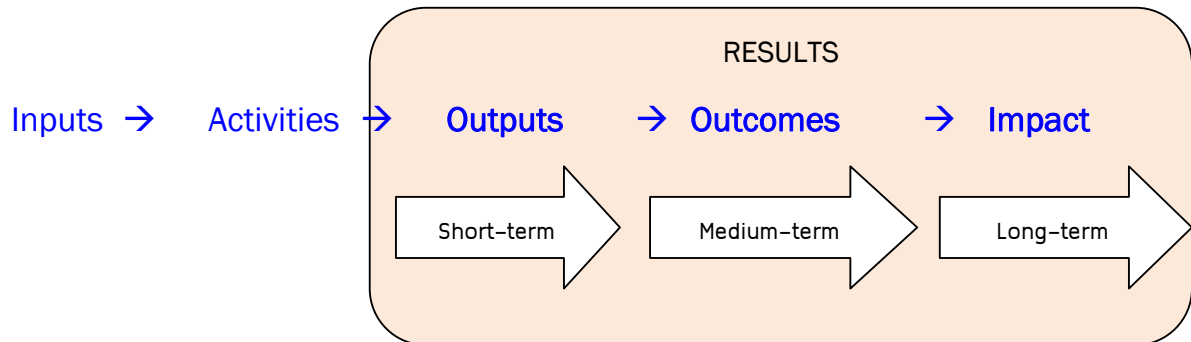


## Results-Based Management (RBM)

By Leng Chhay

### Definition

- RBM focuses at tracking the process of change in the short, medium and long-term
- RBM is an interrelated results chain of consequences of activities
- First observation – it is not to know what should be done, but rather to know what changes must be made.



### 1. Program vision

- A picture of success of your program
- Respond to the questions:
  - What changes have occurred?
  - What and how are your beneficiaries doing?
  - What are your partners doing?
- Describe the better world you are seeking

### 2. Program mission (Your mission = your business)

- Is that part of the vision, on which the program is going to focus:
  - What are you going to do?
  - Who are your target group, collaborators?
  - How do you work with them?

### 3. Impact

- Long-term focus
- Broader effects that a project may have over a longer period
- Focuses on community or **society**: changes in **conditions or situation in society**.

### 4. Outcomes

- Medium-term changes
- Refer to change in **behaviors, relationships** and **activities** of individual and organizations that the project works with.

### 5. Outputs

- Immediate results from activities
- They are products or services that you have provided

## Example: Livelihood case

### Impact

*People have food security, appropriate housing, good health, and at least their children have completed secondary school.*

### Outcomes

- *People's incomes from small business increased*
- *People are confident in performing their small business and their business is successful*

### Outputs

- *People have better understanding of small business management*
- *People have access to credit with reasonable interest rate, to be used as capital for their small business*

### Activities

- *Provide training and consultation on small business management to people*
- *Provide credit with reasonable interest rate to use as business capacity*