

Definition of Resource Mobilization Resource Mobilization is a process, which will identify the resources essential for the development, implementation and continuation of works for achieving the organization's mission.

In real terms, Resource Mobilization means expansion of relations with the Resource Providers, the skills, knowledge and capacity for proper use of resources.

Resource Mobilization does not only mean use of money but its extensiveness denotes the process that achieves the mission of the Organization through the mobilization of knowledge in human, use of skills, equipment, services etc. It also means seeking new sources of resource mobilization and right and maximum use of the available resources. Studying the various structure and areas of Resource Mobilization, it is to seeking out resources that are essential and can be used to achieve one's mission and its maximum use.

There are mechanisms that can be used to develop and expand relations with the resource providers (INGOs, Government, Private Sector, Community or any Organization) and receive resources. In Nepal, resource providers (donor agencies) are readily providing resources very easily to majority of the NGOs. To be more precise, it seems as if donors have their own NGOs and NGOs have their own donors. In such a situation, the importance of Resource Mobilization becomes less and questions are raised on the proper use of available resources.

But the definition of Resource Mobilization will become meaningful only when the leadership of any organization rises

above the role of running only the donor's program under one's organization and envisages sustainability of the organization.

Resource Mobilization will be meaningless for the NGO leadership that has not thought of making the organization sustainable. Because, resource mobilization does only mean to receive resources more running the donor's program, it a selfrespectful step to develop the organization, to provide continuous service to the community and become self-reliant. Resource mobilization collects resources from the various resource providers by expanding the relation of the Organization, which in turn brings down the financial risk, gives diversity to the program and enhances the managerial capacity of the program.

Moral aspect of Resource Mobilization:

Every organization can develop a code of conduct on Resource Mobilization, which should specify what are the resource providers that one would like to expand relations with, and what types of resources should be mobilized. Such a code of conduct looks essential in the context of Nepali NGOs because NGOs are rarely found carrying out analysis of the type of resource providers and their expectations. For example, a company developing arms can provide financial sources to a human rights organization. Such trends are found in plenty. Furthermore, such a code of conduct should also include the Government's policy and regulations and the commitment to abide by them.

Importance of Resource Mobilization

1. To diversify and expand resources.
2. Resource Mobilization helps to formulate an independent budget. To break the tradition of running the specific programs of any donor agencies only. To spend in the program of the Organization's liking.
3. To decrease dependency on others.
4. To save oneself/lessen the chance of becoming contractors of foreign donor agencies.
5. For sustainability of the Organization and program.
6. For maximum use of domestic capital and skills.
7. To expand deep relations with the stakeholder and community.
8. To clean the image of the Organization and expand relations.
9. To fulfill responsibilities towards the community
10. To run programs based on the genuine needs of the community and to advocate for such programs.
11. To disseminate the good practices of the Organization.
12. To develop new thinking and challenge the old traditions.
13. To enhance the dignity of one's Organization.

Features of Resource Mobilization

1. Resource identification
2. Identification of Resource Provider
3. Identification of mechanism to receive resource
4. Expansion of relations with the Resource Provider
5. Right use of resource
6. Knowledge and skills to Resource Mobilization
7. Human skills, service, information, equipment
8. Seeking out new resource
9. Thought of institutional sustainability
10. Lower financial risk

WORKING PAPER OUTLINE OF RESOURCE MOBILIZATION

Mechanisms Various ways to receive means/resources
Means/resources Various types of goods which are essential.
Means/Resource Provider Various individual/organizations that provide means/resources. Resource Mobilization 18

OUTLINE OF RESOURCE MOBILIZATION

Mechanism ☐ To submit grant proposals ☐ Special incidents ☐
Running small business ☐ Apply for donation
Means/Resources ☐ Cash (grant, assistance, loan) ☐ Technical
Cooperation ☐ Human Resource ☐ Free service and facilities ☐
Equipments ☐ Information ☐ Goods (land) Resource Providers

☐ INGOs ☐ Bilateral and multi-lateral agencies ☐ National
Cooperatives Institutions ☐ Business Houses