

7.3 Tools for Resource Mobilization

Wealth Ranking (see also 3.3): The *Wealth Ranking* tool is used to determine the economic levels of the community members, ranking them according to their economic ability. The tool brings out the economic potential of the community, which will be used by the CPC for purposes of resource mobilisation for their development activities.

Process: Different groups of wealth are identified (often 3-4 groups). The groups are described based on sources of income, assets owned etc. (indicators for wealth). Then they can subsequently categorize each household accordingly. This will help to determine who needs special assistance and who can contribute how much for community development projects.

Venn Diagram II (see also 3.2): At this stage, this tool seeks to identify and show the importance and relationships of institutions/organizations **external** to but working in the community. These institutions and organizations may include, among others, NGOs, government departments and institutions, private organizations, UN bodies, etc.

Process: The participants are asked to make a list of the external entities that (can) contribute towards the development of the community. The most important entities are drawn with larger circles and closer to the middle of the flip chart. Linkages are shown by drawing circles of entities near each other.

Thus, the potential external bodies will be identified (using the Venn-diagram) and contacts with them will be established. Strong networking is required at this stage. The team working on CAP can be mandated to establish contacts with potential partners for resource mobilization. External actors may consist of NGOs, knowledge centers, financial institutions, government bodies.