

## **Team Orientation Workshop - Proceedings**

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**Ousmane Faye**

**January 2006**

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**RWANDA HIV/PBF PROJECT:  
TEAM ORIENTATION WORKSHOP- PROCEEDINGS**  
21-26 JANUARY 2006  
GISENYI

CONTRACT NO. GHS-I-00-03-00030-00,  
TASK ORDER NO. GHS-I-02-03-00030-00

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## **Table of Contents**

Participant List and Contact Information

Objectives

Schedule

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Kathy Kantegwa	HIV/PBF/ MSH		
Gyuri Fritsche	HIV/PBF		
Antonio Lozito	Cordaid		
Christele Joseph-Pressat	MSH Cambridge		
Roch Ahounen	Intrahealth		
Mamy Ingabire	MSH/Rwanda		
John Dunlop	USAID		
Dr. Ben Karenzi	GOR/MOH		

## **TEAM ORIENTATION WORKSHOP OBJECTIVES**

**The Team Orientation Workshop (TOW) is designed to help your technical assistance team achieve seven principle goals:**

- 1. To understand the larger context in which the work of the project will take place (political, socio-cultural, related development projects, and general development policy);**
- 2. Clarify and understand the project's purposes, goals, expected outcomes, and activities (scope of work) and review and refine initial action plans;**
- 3. Clarify and understand the roles and expected contribution of each member of the team (field team and organization representatives) in carrying out the assignment.**
- 4. Understand how to represent MSH and our subcontracting organizations in the context of the project and to MSPP staff, community leaders...**
- 5. Understand and accept the rationale for interdependent team work and form an effective team which will allow productive functioning.**
- 6. Understand administrative requirements and procedures; and complete any necessary administrative support arrangements related to the assignment.**
- 7. Refine the overall action plan for implementation of the assignment and produce specific action plans for the start-up phase and a draft plan for the subsequent year of project activity.**

### TEAM ORIENTATION WORKSHOP SCHEDULE

	SUNDAY January 22	MONDAY January 23	TUESDAY January 24	WENESDAY January 25	THURSDAY January 26
8:30	Coffee and Tea				
9:00		Getting Acquainted	Developing Team Plan	EXPANDED TEAM MEETING (Integration with PBF)	Project Management Overview (#2) Communication
9:30		Assignment Clarification			
10:00		ROLES	Break	Break	
10:30	Coffee and Tea				
11:00	Opening- Faye, Karenzi	Break	Planning Cont.	EXPANDED TEAM MEETING	Break
11:15	Fitch or Dunlop	ROLES (cont)			Benefits Review
11:30	Objectives/Schedule				Performance Plan & Review
11:45	Rwanda Overview				
12:00	Context/Karenzi				
12:30	Discussion Context/Transition	Lunch	Lunch	Lunch	Lunch
1:00					
1:30	Lunch	Team Assignment Clarification (continued)	Planning Cont.	Expanded Team Meeting Review	Initial Activities
2:00					Break (??If Time??)
2:30	Discussion Context/Transition				Team Treaty Formation
2:45		Break	Break	Break	
3:00	PBF Goals & Lessons Learned	Team Assignment Clarification	Teamwork Review	Procurement Integrity	
3:15					
3:30	Break				
4:00	Contract Reading	(continued)	Planning for Expanded Team Meeting/Assignments	Management  Overview (#1) Procedures &	Overview & Issues ID
4:30	& overview	Sharing & Synthesis			Integrating New Team Members
5:00	Review of Goals for Project				Evaluation
5:15					
5:30	End of Day	End of Day	End of Day	End of Day	Closing

**Saturday, January 21**

**Meeting with Dr. Ben Karenzi to discuss current status of PBF in Rwanda, understand GOR goals and visions for PBF, and to review lessons learned to date that should be applied to the implementation of the HIV/PBF Project.**

**Workshop Day I - January 22**

Welcome by Dr. Ousmane Faye, HIV/PBF, Project Team Leader  
Opening by Dr Ben Karenzi, Secretary General of the MOH  
Message from John Dunlop, USAID Health Finance Officer

Facilitator: John Pollock

Introductions and Review of Objectives, schedule, and participants' expectations

*It was noted that there would be some changes in participation each day with the arrival of some expanded team members and departures of others (Other commitments and content relevance both impacted the ability of individuals outside the core team to be present)*

Presentation by Dr. Ben Karenzi, Secretary General of the MOH (see PP presentation) **Need copy of Dr Karenzi's power point presentation!**

**Key points addressed by Dr. Karenzi**

- Millennium Challenge goals overlap with GOR vision in many ways
- HRH is a critical factor, it is necessary to generate capacity
- Must consider PBF Roll-out impact
- Must understand how what we do impacts results
- Need mapping of who, does, what, where
- Build on successful experiences in Butare and Cyangugu
- Central- District-Service Provider levels are linked
- We should work with a few Contract Prototype models
- "Front Loading" by donors is desired (be flexible to respond to evolving challenges)
- Seek Integration and Harmonization opportunities to link HIV/AIDS services with the rest of the PHC system
- Community approach policy is still a question. There will be a stakeholder meeting in the next couple of months
- Accountability in decentralization is needed along with capacity development for elected officials
- Agrees, Private- sector, and Pharmacies are all key players

### **Expectations of MOH from the HIV/PBF**

- Improve health care services, improve qualities and access
- Focus on motivation of healthcare workers
- Promote comprehensive package for health, including HIV/AIDS and other PHC services
- Approach districts

### **Other key points**

- Service providers should have multiple involvements
- Millennium development goals may not be in line with some goals (salary levels)
- World Bank revision Roll-out plan
- Mapping
- Need focused TA. It is a question how to coordinate different partners in same district (on-going conversation MOH)
- Need Equitable allocation of resources and services across geographic areas.

## **PRESENTATIONS OF LESSONS LEARNED**

### **CORDAID (Christian Habineza)**

#### ***Lessons Learned***

Cyangugu Experience happen in the decentralization period all actions were carried out was done in a participative approach in debate

After PBF started, they could see a difference in results, before it was more excuses/explanations on why objectives were not met. The implementation of PBF plays a role in this; in the past when they fail to meet their targets they usually point fingers at others, now they are more committed and motivated to do the job and finding solutions.

- Motivation
- Improvement of SIS (Health Information System)
- Participation of the public sector and the community
- Motivation and better engagement of the service providers
- Autonomies of FOSA in decisions-making
- Resources decentralization
- Engagement with District

#### **Problems**

- Insufficient resources
- Lack of coordination

#### **Issues and concerns**

- Synergizing with Mutuelles

- Involve the private-sector

### ***Intrahealth Experience: (Laura and Georges)***

#### **Lessons Learned**

- Health Team approach works-on-site, on the job training
- Formative supervision
- PAQ (partenariat L'amélioration de la Qualité) – client –driven quality (problem Driven continued monitoring of quality by communities)
- Existing innovations (e.g. Male involvement)
- Mutuelles =réalité= couverture de tous les de services (Mutuelles-reality-Coverage of all services)

#### ***Problems***

- Sustainability=technical assistance
- Ensuring comprehensive package of quality services
- Management capacity of Health facilities
- Coordination

Intrahealth has been working with Mutuelles , soon there will be a law in Rwanda that everyone should have health coverage.

### ***HealthNet (Cedric Ndizeye)***

#### ***Positive Points Experience in Butare***

- Initiation and creation of FOSA (initiative et creation des FOSA)
- Working in team
- Increase resources (\$)
- Improvement of SIS
- Improvement and adaptation of the indicators
- Improvement of System de reference
- Intervention communautaire initiee

#### **Problems**

- Encadrement discontinue
- Adaptation Nouveaux découpage du systeme de sante

### ***RPM+ (Georges Ntumba)***

#### **Positive points**

- Availability and accessibility of drugs (decrease in Stock –out)

- Pharmaceutical polity (we did not have any Pharmaceutical policies in Rwanda, now we have policies) ,
- SOPs are being implemented (Guidelines)
- National Drug Authority
- List of essential drugs updated

**Problems**

- Quality control
- Pricing standardization
- Private Drugs (sector holders) not organized
- No functional national quality drug control
- Data collection for quantification
- Reliability of the data
- Minimum package of resources not define to match the PMA
- Lack of coordination for quantification
- Lack of supervision

**MSH Contract Reading & Overview by Heather Rafey** (see PP presentation)  
[PRESENTATIONS and Products\Rwanda Contract Reading.ppt](#)

**Workshop Day II - January 23**

**Roles and clarification** (John Pollock)

**Objectives**

1. To reflect on, discuss and agree on purpose of assignment required products and outcomes, major tasks.. and issues to resolved
2. Begin to identify individual responsibilities and areas of interdependence and what needs further clarification
3. Identify further information needs

**Who**  
**What**  
**Why (goals)**  
**When**  
**With whom**  
**How**  
**How do we know (M&E)**

## **HIV/PBF PROJECT GOALS: *What are we expecting to do?***

- Improved quality Services, increase access
  - Comprehensive package including HIV/AIDS and other Primary Health Care (PHC)
  - Motivation and retention of healthcare personnel
  - District Approach
- **Coverage of PBF sites**
  - 9 sites for the first year
  - 35 sites on the second year
  - 100 sites by the end of the 4<sup>th</sup> year if we are successful implementing during year I and II

The process for role clarification used the tool developed by MSH for the purpose of orienting large groups and multiple organizations to a common task.

The first step was to review all of the planned activities originally proposed for the project implementation by MSH and its partners against the changes in the environment, additional expectations and requirements of the Government of Rwanda and USAID and to make clarifications and adjustments in language to assure a common understanding among all participants of the upcoming work.

The second step was for each individual to consider the range of involvement for their personal contribution to Project goals. For each activity on the chart, they were asked to project whether they would participate and, if so, if they had a leading role and accountability for the outcome desired. The group understood that this step would produce a graphic representation of the collective expectations, priorities, and assumptions of the individuals present. The resulting chart is NOT to be considered as a finished product until the Team Leader has had time to review it and discuss required adjustments with individuals.

Once these conversations are held and the chart is completed, it will provide a clear map that will allow easy understanding of who is involved in each HIV/PBF project activity, who is accountable, and how the activities integrate to assure accomplishment of the overall project goals.

***HIV/PBF Project Role clarification Chart for individuals and institutions (collective expectations, priorities, and assumptions)***[\*\*PRESENTATIONS and Products\Rwanda HIV-PBF Roles Feb 3 06.xls\*\*](#)

***MSH Role Clarification Tool used for this exercise:***

***English Version:*** [\*\*PRESENTATIONS and Products\1 Human Resource Capacity and Roles Clarification Process.doc\*\*](#)

***French Version:*** [\*\*PRESENTATIONS and Products\1 Processus de Clarification de Capacite de Ressource Humain des Roles et Responsabilites.doc\*\*](#)

### Workshop Day III - January 24

**Work planning:** The participants worked in 6 small groups to address the requirements of key activity groups identified and defined on the previous days.

The task included confirmation of participants and stakeholders for each activity, appropriate timeline, and identification of goals, targets, products, and outcomes.

The process was to have each group report the results of their work to the plenary and adjust in relation to input from the larger group.

The result was a collaboratively developed plan with clearly identified activities, participants, goals, targets, and products set out on a timeline that integrates those activities to meet overall project goals (and relating to GOR and PEPFAR indicators, goals, and requirements)

**DRAFT HIV/PBF PROJECT WORKPLAN: [PRESENTATIONS and Products\HIV-PBF PLAN Final Only Feb 3.xls](#)**

### Workshop Day IV - January 25

Presentations by Lynne Franco and Dr. Bonaventure: Quality assurance and the draft National policy for Quality Health Care in Rwanda (see attached PP)

**NEED LYNN & DR BONAVENTURE PRESENTAION !!**

Procurement Integrity (see PP by Heather Rafey and Ismael Sued) [PRESENTATIONS and Products\procurement integrity Rwanda TOW.ppt](#)

Management Overview I (Operational and Financial Procedures) Christele Joseph-Pressat

**NEED CHRISTELE'S PRESENTAION !!!**

## Workshop Day V- January 26

### Management Overview I (Communications) Christele Joseph-Pressat

Who/What	When And How
<ul style="list-style-type: none"> <li>• Posters/Flyers/publications/Conferences</li> <li>• Update with Technical initiatives</li> <li>• Communicating results</li> <li>• Communicating changes in policies, SOW or deliverables</li> <li>• Communicating special events</li> <li>• Share reports and documents we get from others</li> <li>• Partners/MSH Headquarters, Local MSH Office</li> <li>• Change in the environment</li> <li>• Communicating studies, results, findings, research</li> <li>• Timesheets, routine administrative, procurements</li> <li>• Constructive feedback to each other</li> <li>• Travel Calendar, coordination</li> <li>• STTA request and Logistics/ STTA Plan</li> <li>• Contract changes and amendment</li> <li>• Financial information</li> <li>• Recruitment plan</li> </ul> <p><b><u>Who</u></b>            Internal Team    Partners    MOH            Public (Press releases)            USAID            MSH and other CAs    Other Donors            Service Subcontractors</p>	<ul style="list-style-type: none"> <li>• Lead time for responses</li> <li>• Weekly call with MSH project Team</li> <li>• Staff Meeting</li> <li>• Monthly partners meeting</li> <li>• Emails</li> <li>• Conferences calls</li> <li>• Visits</li> <li>• Professional conferences</li> <li>• Workshops</li> <li>• Informal meetings</li> <li>• Sharing hard copies documents</li> <li>• Publications</li> <li>• Reports</li> <li>• Parties</li> <li>• Pick-up the phone (sensible conclusion)</li> <li>• E-Rooms</li> <li>• Messengers</li> <li>• Technical working group</li> <li>• One-on-one partners meeting</li> </ul>
<b>Define the Audience</b>	

***Standards for communications***

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>• Timely</li> <li>• Respectfully</li> <li>• Clear and concise</li> <li>• Dates</li> <li>• Importance</li> <li>• Sign documents</li> <li>• Differential between individual and program</li> <li>• Confidentiality</li> </ul> | <ul style="list-style-type: none"> <li>• Care with the emails (do not hit reply all without reviewing the list)</li> <li>• Short messages on subject line</li> <li>• Out of the office messages</li> <li>• Out the office on phones</li> <li>• Email proxy</li> <li>• It procedures and training/ proxy, email group (Peter Braisch)</li> <li>• Be very careful with BCC</li> </ul> |
|--|---|

*Final Review of the HIV/PBF Project work plan to integrate comments and assure consistency: Particular attention given to the sequencing of early phase activities.*

**TEAM TREATY:** The team was asked to consider an array of questions designed to produce an understanding of how they can understand the professional approaches and expectations of each one and plan how to work together effectively.

**This section of notes comes from the group sharing and synthesis after each individual had recorded their thoughts and responses. The following table is the compilation of the written worksheets of all remaining participants (many members of the ‘expanded team’ had departed by this time in the work shop)**

**What is it about how you work that impact others?**

- Availability (open door policy)
- Enjoy challenges
- Too direct /strong opinion
- Start work day early and leave early
- Check emails everyday/ don’t work on Wednesday/give acknowledgement

**What do you need from others to be effective?**

- Needs to be informed
- Don’t make your convenience my Emergency/ your lack of planning is not my emergency
- Clear directions
- Importance
- Planning

**What do you wish others would do?**

- Be flexible (modifying Agenda)
- Be on time
- Do what you say you’ll do
- Commitment
- Continued efforts to work with one another
- Openness
- Learning
- Request for information/ technical sharing

**What will you do? (Supply)**

- Respect the principles
- No hierarchy
- Control temper
- Invitation to Barbecue
- Group maintenance

- Fire preventer and fire fighter /fire starter
- 
- Positive interaction/ participation
- Dedicated time on tech SOW
- Understanding of project context
- Knowledge Sharing
- Adapted well to situation

**What do you wish you (or we) had done?**

- Language/communication
- Scheduling
- Still need to know level of commitment
- Overview of MSH
- Real name tags
- 
- 

**What was most useful about our work this week? (Ideas-process)**

- MSH work planning approach-interesting Clarity of elements
- Positive interaction/ participation
- Dedicated time on tech SOW
- Understanding of project context
- Knowledge Sharing
- Adapted well to situation

**What do you wish you (or we) had done?**

- Language/communication
- Scheduling
- Still need to know level of commitment
- Overview of MSH
- Real name tags
-

## Team treaty (In detail)

	QUESTION 1	QUESTION 2	QUESTION 3	QUESTION 4
antengwa	<p>Too direct in my communication style, with sometimes strong opinions (but never with mean intentions. People may feel aggressed may be or make them feel uncomfortable</p> <p>Like sharing experience and would happily do so whenever needed.</p> <p>Always have lunch with my family.</p>	<p>-Need close colleagues to be prepared for meeting and do their part of homework if I need their inputs and timely.</p> <p>-Flexibility and understanding on some constraints (social generally) if their arise.</p>	<p>-Be results oriented but flexible.</p> <p>-Commitment to keep a good working atmosphere</p>	<p>Give, share information on the Rwanda context that they may need to give support.</p>
idizeye HNET	<p>-Echange d'expériences vécu sur terrain</p> <p>-En contribuant à l'appui que nécessiteront les autres pour la mise en œuvre du projet. En étant disponible chaque fois que c'est nécessaire</p>	<ul style="list-style-type: none"> <li>• Collaboration</li> <li>• Travail en équipe</li> </ul> <p>- Etre ouvert vis-à-vis des actions faits ou à faire</p> <p>- Considération (pour être initiée aux actions), compréhension</p> <p>- Etre mis au courant de l'évolution des choses.</p>	<ul style="list-style-type: none"> <li>- Respecter les consignes et principes</li> <li>- Sociabilité</li> <li>- Travail en équipe</li> <li>- Respecter un engagement</li> </ul>	<p>Disponible</p>
Joseph-Pressat,	<ul style="list-style-type: none"> <li>- Start work everyday at 7:30 am and finish at 4:00pm</li> <li>- Doesn't work on Saturday</li> <li>- Check emails many times throughout the day</li> <li>-Check emails when on vacation-Send acknowledgement receipts even.</li> <li>When need to research on something</li> </ul>	<ul style="list-style-type: none"> <li>- Timely responses</li> <li>- Provide accurate information</li> <li>- Keep me inform</li> <li>- Inform about changes</li> <li>- Respect</li> <li>- Less meetings</li> </ul>	<ul style="list-style-type: none"> <li>- Communicate better</li> <li>- Respect each other's differences and opinion.</li> <li>- Participation</li> <li>- When you say you are going to do something, please do it.</li> <li>- Give constructive criticism</li> <li>- Give praise to each others when do something right</li> <li>- Check their emails</li> <li>- Turn on your out-office message</li> </ul>	<ul style="list-style-type: none"> <li>- Will check my emails daily</li> <li>- Provide timely response.</li> <li>- Do what expected of me.</li> </ul>

Uhabineza, CORDAID	<ul style="list-style-type: none"> <li>- When I have a busy day, I don't respond to people who want to receive people who want to set time I might like to flexibly working hours</li> <li>- From time to time I might like to flexibly working hours</li> <li>- Especially by day I have to flexibly people</li> <li>- Arranging the work requirements issues (when meeting at 9pm) that we help</li> </ul>	<ul style="list-style-type: none"> <li>- Regular communication and good colleagues</li> <li>- Informal working with before formulating an official position on a particular and important vision.</li> <li>- I like also to understand what are the waited results</li> </ul>	<ul style="list-style-type: none"> <li>- Be clear with the achieved requirements/requests</li> <li>- Be receptive to my requirements/request.</li> <li>- Share difficulties encountered openness.</li> </ul>	<ul style="list-style-type: none"> <li>- Contribute work and commitment to project.</li> <li>- Try to improve and learn as much as possible Hopefully, have significant input on the project</li> </ul>
James	<ul style="list-style-type: none"> <li>- Each other in developing strategic activities</li> <li>- Creativity</li> </ul>	<ul style="list-style-type: none"> <li>- Cooperation</li> <li>- Communication</li> </ul>	<ul style="list-style-type: none"> <li>- Respect, discipline, openness, Learning attitude, people who make</li> </ul>	<ul style="list-style-type: none"> <li>- Horizontal relationship, commitment,</li> </ul>
INTRAEALTH	<ul style="list-style-type: none"> <li>- Very nervous when a meeting last more than 1h30 without break</li> <li>- Receiving many phone calls during meeting if I do not turn off</li> </ul>	<ul style="list-style-type: none"> <li>- Direct feedback</li> <li>- More participative engagement pris</li> <li>- Regular communication, even if there is nothing very special or urgent. Am good environment. Working as a</li> </ul>	<ul style="list-style-type: none"> <li>- Be results oriented</li> <li>- Create a friendly working environment</li> </ul>	<ul style="list-style-type: none"> <li>- Participates and colleagues meetings</li> </ul>
Faye	<ul style="list-style-type: none"> <li>- Not a phone. Let collaborator take initiatives and just support them (n'aime pas le dirigisme)</li> </ul>	<ul style="list-style-type: none"> <li>- Flexibility</li> <li>- Open communication</li> </ul>	<ul style="list-style-type: none"> <li>- Be flexible "team agenda first and personal agenda after"</li> </ul>	<ul style="list-style-type: none"> <li>- Flexible</li> <li>- Trust team members "totale confiance jusqu'a"</li> </ul>
	<ul style="list-style-type: none"> <li>- I do not function well before</li> <li>- I have my 2nd cup of espresso usually before 9 am</li> <li>- I get things done even if</li> </ul>	<ul style="list-style-type: none"> <li>- Occasional encouragement</li> <li>- An open and constructive atmosphere (no gossip)</li> <li>- Information sharing</li> </ul>	<ul style="list-style-type: none"> <li>- Be committed</li> <li>- Continued efforts to have a positive atmosphere in the office</li> <li>- Openness</li> </ul>	<ul style="list-style-type: none"> <li>- Be committed to the project goods</li> <li>- Be extremely horizontal in my relationship with</li> </ul>
ANDA Etienne	<ul style="list-style-type: none"> <li>- They seem difficult to others. I très performe, well you will like to work with me (je dis toujours</li> </ul>	<ul style="list-style-type: none"> <li>- A sense of humour and ability to ply a situation concerning (avoir des données et appréhender le CONTEXTE.</li> </ul>	<ul style="list-style-type: none"> <li>- Collaboration and Concertation</li> </ul>	<ul style="list-style-type: none"> <li>- Be open to others</li> </ul>
Rafey	<ul style="list-style-type: none"> <li>- See que je pense) to careful reviews rules and regulations before responding to questions</li> <li>- I don't work on Wednesdays</li> </ul>	<ul style="list-style-type: none"> <li>- Planning (as) much as possible</li> <li>- Besoin de infos sur les activités related financial B2B subcontracts pour être effective dans le travail. Besoin de travailler en équipe.</li> </ul>	<ul style="list-style-type: none"> <li>- Understand that the USAID rules are not always black &amp; white</li> <li>- Understand that I support more than I project</li> </ul>	<ul style="list-style-type: none"> <li>- I will be responsive and provide support to the project to make it successful</li> </ul>
Aimée	<ul style="list-style-type: none"> <li>- Always on an emergency to be back in my office</li> </ul>	<ul style="list-style-type: none"> <li>- Communication</li> <li>- Always be on time in what they have</li> </ul>	<ul style="list-style-type: none"> <li>- I wish others to be direct with me and to be on time</li> </ul>	<ul style="list-style-type: none"> <li>- Always be on time.</li> </ul>
Mamy	<ul style="list-style-type: none"> <li>- I have read and accomplish more often something quickly and I think somehow that can affect the entire work</li> <li>- I don't like pressure in my job, cause I will forget everything I had to do</li> </ul>	<ul style="list-style-type: none"> <li>- Flexibility that I can do my job</li> <li>- Clearly and to give inform me about any changes</li> <li>- Respond to emails</li> <li>- Be inform on changes</li> <li>- Friendly environment</li> <li>- Respect, Honesty</li> </ul>	<ul style="list-style-type: none"> <li>- Be open</li> </ul>	<ul style="list-style-type: none"> <li>- Listen</li> <li>- Cooperate with the team</li> </ul>



## QUESTION 5

### *What was most useful about our work this week?*

- Having a dedicated time to come to deep understanding of the technical scope of the project
- La possibilité de connaître l'approche de travail et les méthodes de planification de MSH
- Information from SG of MoH
- Travail en équipe
- Plan d'action & clarification of role
- Team work process
- Roles & responsibilities defined
- MoH, CTB, QA, etc.. attendance
- Clarity of vision for Dr Karenzi and Dr Rusa
- Openness of discussion
- La méthodologie participative de l'atelier (nouvelle)
- As a new staff of MSH, j'ai beaucoup appris sur votre but ici au Rwanda, and your motivation in doing your job here in Rwanda, Know partners and the fact of being introduced to other staff was very important for me.
- Positive interactions
- Dedicated time on technical scope of work
- Improving understanding on project
- Sharing
- Conveniences
- MSH workplan approach interesting
- La préparation bien faite
- As a new staff of MSH, j'ai beaucoup appris sur votre but ici au Rwanda, and your motivation in doing your job here in Rwanda, Know partners and the fact of being introduced to other staff was very important for me.
- Positive interactions
- Dedicated time on technical scope of work
- Improving understanding on project
- Sharing
- Conveniences
- MSH workplan approach interesting
- Insight in new field of work
- Getting acquainted with colleagues
- Touched on important mechanisms in my line of work participation of everyone
- Participatory approach
- Working as a team
- Meeting and get along with everyone
- Understand the project objectives
- Team building element (roles clarification, assignment, interaction)
- Work plans
- Developing the workplan

- Information about procurement integrity
- General overview MSH/PBF Rwanda and other partner
- Have the detailed scope of work of the Programme
- A long period of time together creates the sense of oneness
- A clear sense of purpose out of this difficult , complex and unpredictable context, I feel that more people know more about our project then before

## QUESTION 6

### *What do you wish you had done?*

- Definition of my role (Christian)
- Should have come before to give my entire contribution (Antoine)
- The agenda was crowded, needed sometimes to relax
- Have more time to enjoy this beautiful country (Christele)
- Overview of MSH, CORDAID, INTRAHEALTH, HEALTHNET
- Scheduling
- Language of communication
- Accueil à l'arrivé
- Workplan
- Make our clients (MoH and USAID) satisfied and confident
- QA and PBF policy document amended as a team
- MoH involvement
- More time for preparation

### **Final Exercise**

**At the end of the workshop, the core team gathered to watch the sun set and each tem member related a story that helped her or his colleagues understand how they had come to be a part of the HIV/PBF team.**

## ANNEX I: Rwanda HIV/PBF Team Orientation Evaluation

*Please provide your evaluation of the conference so we may plan and improve future conferences and workshops*

- ❖ Did you attend the conference as a core project team member, institutional representative, or member of the 'extended team'?
- ❖ How many days did you attend the conference?
- ❖ In general, did the conference  
 exceed your expectations \_\_\_\_\_  
 meet your expectations \_\_\_\_\_  
 fail to meet your expectations \_\_\_\_\_
- ❖ Did you think the conference was  
 Too short? \_\_\_\_\_  
 Too long? \_\_\_\_\_  
 Just the right length? \_\_\_\_\_

### SESSION EVALUATIONS:

Rate the following sessions using the following scale:

N/A = not applicable 1 = least useful 2 = useful 3 = more useful 4 = most useful

*If you respond 1 for any session, please explain what could be done to improve. If you require more space, please write your comments on the bottom or back of this form.*

**Saturday, Jan 21,** Your reflections on the meeting with MOH Secretary General of Health and USG team (USAID & CDC)

#### **Sunday, Jan 22**

Rwanda Overview & Project Context	N/A	1	2	3	4
<i>Comments:</i>					

PBF Goals & Lessons Learned	N/A	1	2	3	4
<i>Comments:</i>					

Assignment Clarification (1)	N/A	1	2	3	4
<i>Comments:</i>					

Contract Reading N/A 1 2 3 4  
*Comments:*

**Monday, Jan 23**

Role clarification Process N/A 1 2 3 4  
*Comments:*

Taemwork Review N/A 1 2 3 4  
*Comments:*

**Tuesday, Jan 24**

Work Planning Process N/A 1 2 3 4  
*Comments:*

Expanded Team meeting Planning N/A 1 2 3 4  
*Comments:*

**Wednesday, January 25**

Expanded Team Meeting N/A 1 2 3 4  
*Comments:*

Expanded Team Meeting Review N/A 1 2 3 4  
*Comments:*

Procurement Integrity N/A 1 2 3 4  
*Comments:*

Management Overview 1 (Procedures  
And Systems) N/A 1 2 3 4  
*Comments:*

**Thursday, January 26**

Management Interview 2  
(Communication): N/A 1 2 3 4  
*Comments:*

Benefits review N/A 1 2 3 4  
*Comments:*

Performance Planning & Review N/A 1 2 3 4  
*Comments:*

Initial Activity Review N/A 1 2 3 4  
*Comments:*

Team Treaty Formation N/A 1 2 3 4  
*Comments:*

Integrating new team members N/A 1 2 3 4  
*Comments:*

**General assessment of sessions:**

❖ Is there a session you wish had been included or expanded?

❖ Is there a session you wish had been designed differently or eliminated?

**LOGISTICS, MATERIALS, and SOCIAL ACTIVITIES**

**Rate these areas using the following scale:**

1 = Poor 2 = Improvement Possible 3 = Satisfactory 4 = Very Good 5 = Excellent

*If you respond 1 or 2 to any area, please explain what could be done to improve. If you require more space, please write your comments on the bottom or back of this form.*

**Pre- Conference Communication & Logistics Assistance:** 1 2 3 4 5

*Comments:*

**Lodging Arrangements:** 1 2 3 4 5

*Comments:*

**Meals Provided:** 1 2 3 4 5

*Comments:*

**Conference Handouts and Materials:** 1 2 3 4 5

*Comments:*

**Meeting Space:** 1 2 3 4 5

*Comments:*

**Reception:** 1 2 3 4 5

*Comments:*

Optional Information:

Name: \_\_\_\_\_

Organization: \_\_\_\_\_

e-mail address: \_\_\_\_\_

**Thank You!**



### **Fonction**

L'outil est un dispositif de collect et d'organisation des données qui facilite l'identification d'information critique pour la planification et la prise de décision. Le processus est fortement participative et transparent et a pour effet de réunir les partenaires, de synthétiser les différentes recommandations, d'améliorer la communication inter-équipe autour des objectifs, d'identifier les contraintes, et de développer des stratégies. Il peut être le plus utile dans le contexte d'un effort d'amélioration de la performance et peut servir comme un registre de partage d'information pour le M&E et la planification.

### **Utilité**

Une fois accompli, le bilan fournit une vue d'ensemble qui peut aider à:

**RÉSOLUDES DES PROBLÈMES** : y sont apparent, les secteurs où il y a une surcharge de personnel, les secteurs où il y a des lacunes qui peuvent conduire à l'échec dans l'exécution des tâches, les conflits dans les domaines à prioriser;

**PLANIFICATION** : elle permet un examen courant des activités par rapport aux objectifs visés;

**COMMUNICATION** : elle peut être partagée largement et affichée publiquement comme un mécanisme pour aider les clients à comprendre comment accéder convenablement aux représentants clés des éléments d'un programme complexe;

**DÉSCRIPTION DE TACHE**: Pour Les individus dans un groupe ou les organismes dans un consortium, le bilan réalisé prévoit, rangée-par-rangée une description accessible de ce que seront les contributions primaires et auxiliaires de ces individus ou organismes.

## ***Etapes***

### **Préparation**

Dans le lancement d'un processus avec un groupe, il est beaucoup plus efficace de converger les efforts préliminaires vers la création d'un diagramme basé sur des données courantes et connues (les documents de base sont les listes de personnel, les descriptions de tâches existantes, les plans de travail, les documents de stratégie, etc.). Les copies de ces documents devraient être disponibles lors des réunions.

Il peut être utile de transmettre, en prélude aux réunions, un protocole des types d'information qui seront appropriées. Par exemple, les descriptions de tâches existantes peuvent être distribuées avec le plan de travail en cours.

### **Programmation**

Cet exercice peut avoir lieu au cours d'une journée ou être étendu sur deux jours.

Si le programme est dans une simple institution, les temps formels de rencontre peuvent ne pas être obligatoirement disruptifs de l'horaire de travail quotidien.

- 1) la réunion initiale devrait être prévue tôt dans la matinée et se concentrer sur la présentation des objectifs du processus, la structure de l'outil, et les prochaines étapes y relatives. Après que des réponses soient apportées aux questions, la séance peut être levée (accordez une heure de temps.....quelques fois moins).
- 2) On accorde au personnel au moins 20 minutes pour réfléchir sur:
  - a. l'institution, les objectifs de son programme, les secteurs clés de résultats, les stratégies, les activités primordiales et leurs liens. Ils sont invités alors à passer en revue l'ébauche du diagramme et d'ajouter les éléments absents, d'indiquer tous les activités en cours qui devraient être redéfinies ou finalisées, etc. et
  - b. leurs rôles respectifs, les secteurs des responsabilités principales, les niveaux de collaboration clés, et les supports et obligations. Ils doivent ensuite placer dans le diagramme les notations appropriés à chaque colonne avec des 'X's et 'O's.

Note: Il est important de porter à l'attention du personnel que cette étape vise l'enregistrement de leurs réflexions et de leurs idées. Il est donc bon de faire preuve d'imagination. Chacun devrait comprendre, cependant, que les superviseurs et les directeurs passeront en revue les résultats ultérieurement et personne ne devrait estimer que leur recommandation deviendra leur rôle confirmé. Le Directeur ou l'Administrateur doit compléter l'analyse des données avant de prendre les décisions nécessaires pour confirmer les rôles et responsabilités.
- 3) Le groupe est rammené ensemble à passer en revue le diagramme qui inclut maintenant leurs ajouts collectifs. Il devrait y avoir une discussion facilitée pour extraire du groupe la stratégie globale, la complémentarité et l'appropriation des activités, et le caractère raisonnable des différents rôles. Une attention particulière devrait être dirigé vers l'identification des contraintes, des conflits, et des lacunes (le facilitateur ne peut pas espérer savoir combien d'effort est exigé d'une activité particulière.....c'est une occasion pour que les superviseurs obtiennent une rétroaction 'réaliste' du personnel sur un large choix d'éléments de programme).
- 4) Il devrait y avoir une session de révision 'exécutive' avec les directeurs/administrateurs pour réunir les informations obtenues lors de la dernière session en groupe ; pour analyser la situation vis-à-vis des objectifs, et prendre des décisions au sujet de la redéfinition des rôles, de la redistribution des responsabilités, et des étapes à franchir pour combler toutes lacunes identifiées.
- 5) Le diagramme 'final' devrait être distribué aux individus comme base pour le développement de leurs propres descriptions de tâches et leurs plans de travail (particulièrement ce dernier) et peut être affiché à des fins de communication et de référence.

### **Présentation**

Le facilitateur devrait s'organiser pour que le directeur du programme ou de l'institution présente le processus (démontrant l'intérêt, l'engagement, et le modèle à s'accaparer). Les objectifs de l'exercice devraient être soigneusement décrits et reliés aux prochaines étapes.

Dans le meilleur des cas, ce diagramme préliminaire peut être imprimé (ou dessiné) sur un assez grand format de papier, pouvant être lu par l'assistance et sur lequel pourrait travailler plus d'un individu à la fois (3'x 8' par ex.). L'abondance des colonnes et rangées vierges est essentielle.

Il est important d'énumérer les secteurs principaux de résultats connus et critiques pour ne pas omettre un personnel actuel dans la liste préliminaire (il est difficile d'atteindre le niveau désiré de confort dans ce processus si des gens se sentent négligées). Si la liste actualisé du personnel n'est pas connue, on peut très bien procéder avec les informations disponibles, mais on doit noter le fait que l'information manque.

### **Objectifs et secteurs clés de résultats de l'Institution**

Les principaux objectifs et les secteurs clés de résultats de l'institution sont enregistrés sur le trait horizontal qui est la délimitation entre les processus, les activités, les liens et les ressources humaines.

### **Les procédés, activités, et liens de l'Institution**

Ces articles sont énumérés dans la rangée supérieure (incliné pour être lisible). Il est nécessaire de développer un code pour les types d'activités de façon à les assortir dans des groupes spécifiques après la séance de réflexion.

### **Les différents rôles (actuels et potentiels)**

Une rangée est assignée à chaque membre de l'équipe (ou de la position vacante). Dans cette rangée, l'individu identifie par un 'X' tous les secteurs où sa responsabilité se limite à une simple participation ou la fourniture d'un appui et marque d'un 'O' tous les secteurs où il(elle) a la responsabilité principale (chef d'équipe, superviseur de programme, etc.)

### **Réflexion et ajustement**

Une fois le diagramme complété, il est nécessaire à l'équipe de réfléchir ensemble là-dessus. Ce processus peut extraire les conflits ou les lacunes subtiles qui peuvent entraver la performance.

### **Responsabilité Spécifique**

Toutes les activités principales doivent avoir quelqu'un indiqué pour la responsabilité principale (avec un 'O') sinon, il existe un vide dans la structure des responsabilités. Tous ceux qui ont un rôle de support doivent reconnaître qu'ils ont des comptes envers le(s) détenteur(s) du 'O' pour leurs contributions.

### **Analyse des Besoins**

L'un des aspects de l'analyse des données est de s'assurer que chaque activité correspond aux objectifs globaux de l'institution ou de l'unité et ensuite déterminer si les ressources allouées sont appropriées par rapport aux tâches à effectuer et leur importance relative. Parfois il y a trop de personnes impliquées dans une activité pour son exécution efficace. Souvent il y aura des lacunes autour des secteurs où la performance a été problématique ou, s'il y a eu un changement crucial des objectifs ou des éléments du programme, il y aura des activités clairement identifiées sans personnel dédié à leur support.

### **Développement/Révision du Plan de Travail**

Un plan de travail peut être produit à partir du diagramme des rôles en procédant à une rotation des axes et en ajoutant une période d'exécution à chaque activité. Le plan devra être clair sur ce qui doit être fait, qui doit le faire, et quand. S'il y a des contraintes au niveau de la dépendance des ressources, ils devraient également être notés.

### **La Rédaction des Description de Tâches**

Chaque individu peut prendre leur rangée complète et la transformer en récit descriptif précis de leurs responsabilités en tant que membre de l'équipe. La collection des descriptions de tâches représentera une présentation bien intégrée des rôles et de la fonction de l'équipe.

## ***Approches***

**Leadership:** Le(s) dirigeant(s) de l'institution ou de l'unité doit être impliqué et soutenir ce processus sinon il ne sera pas d'une grande utilité. Le personnel doit sentir l'importance de la participation dans les partages de points de vues et d'information. Pour bien diriger, il est important de créer l'atmosphère appropriée.

**Programmation:** Le processus en entier peut durer une journée. Les réunions devraient respecter une certaine concurrence dans les fonctions des participants et permettre la flexibilité autour des périodes de réflexion individuelle. Les sessions de groupe devraient être tenues autour de l'agenda prévu et les discussions se limiter aux points adressés (certains bénéfices peuvent être tirés des discussions occasionnelles, mais elles peuvent avoir lieu en dehors du processus formel si le chronogramme est affiché dans un lieu public).

**Participation :** Il devrait y avoir une décision prise sur la nécessité ou non d'inclure tout le personnel (assistance technique et administrative) ou juste le personnel technique. Dans une grande institution, il pourrait être préférable de travailler avec des chefs d'unité. De toute façon, la question de la participation devra être adressée clairement et le personnel devra être informé du processus de sorte qu'il n'y ait aucune confusion.

**Processus d'ouverture/Brainstorming :** Une des forces des réunions de groupe est que l'institution peut en tirer des bénéfices des expériences et des perceptions de tout le

personnel à travers les secteurs principaux de ses activités. La séance de réflexion n'engage pas les directeurs à accepter des idées ou des recommandations, mais permet d'en être informé.

Le personnel ou les unités d'une grande institution peuvent employer ce processus avec les chefs d'unité pour clarifier les rôles et les responsabilités des diverses unités structurales. Ce processus peut aider à identifier là où une structure n'est plus bien adaptée à l'atteinte des objectifs changeants d'une organisation et préciser là où il peut y avoir les changements utiles.

### **Analyse**

Objectifs et Priorités de l'Institution  
Allocation en Ressources Humaines  
Rôles & Responsabilités  
Critique  
Ecart, Goulet d'Etranglement, et les Gens  
Amélioration de la Performance  
Efficacité

### **Actions**

Révision et Rectification de la Stratégie  
Révision de la Structure Organisationnelle  
Clarification des Rôle  
Définition des Besoins  
Révision du Plan de Travail  
Prise de Décision

### **Entretien**

Affichage & Distribution  
Mise à Jour  
Révision du Mécanisme

# Human Resource Capacity and Roles Clarification Process & Tool <sup>1</sup> (a working draft prior to publication)

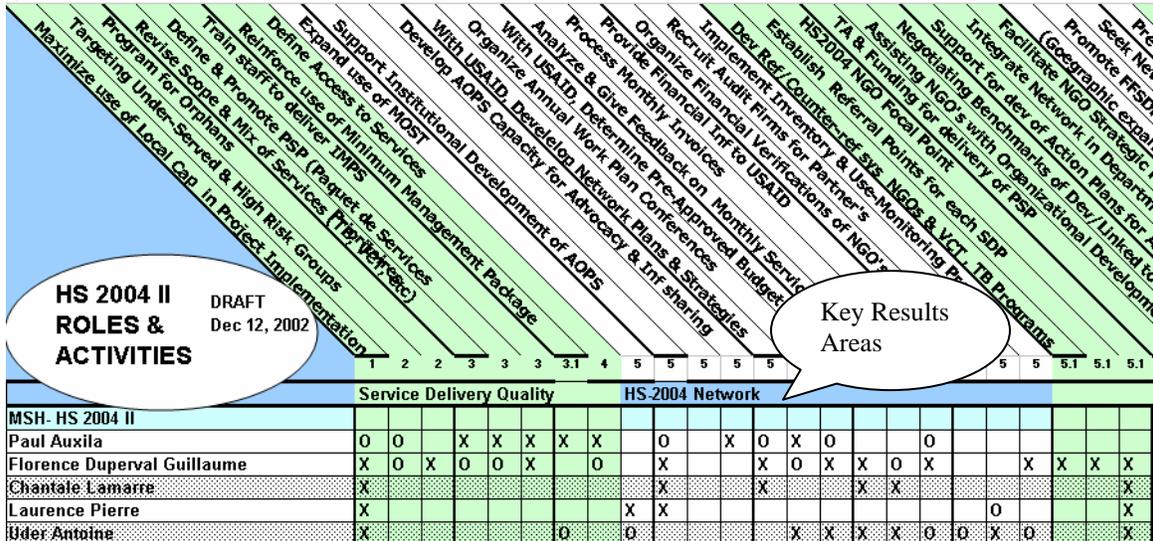
## Description

### Purpose

This tool and approach are useful in working with groups, organizations, or groups of organizations working toward defined goals to analyze human resource capacities, to define essential roles and responsibilities, to allocate human resources efficiently to priority areas, to identify gaps where additional resources are needed to meet program goals, and to develop or revise individual role descriptions. It can also be used as the basis for developing consortium, organizational, and individual work plans.

### Structure

The primary organizing tool for this process is a spreadsheet format that is designed to record key data related to program goals, key results areas, strategies, and linkages and relate them to the current and necessary resources for effective and efficient pursuit of goals. Individual roles read across a row in which it is recorded where the role has a participatory or supporting function (marked with an 'X') or primary accountability (marked with an 'O').



**HS 2004 II ROLES & ACTIVITIES** DRAFT Dec 12, 2002

	1	2	2	3	3	3.1	4	5	5	5	5	5	5	5	5	5	5.1	5.1	5.1
<b>MSH- HS 2004 II</b>																			
Paul Auxila	O	O		X	X	X	X	X		O		X	O	X	O				
Florence Duperval Guillaume	X	O	X	O	O	X		O		X		X	O	X	X	O	X		X
Chantale Lamarre	X									X		X		X	X				X
Laurence Pierre	X								X	X							O		X
Uder Antoine	X						O	O					X	X	X	X	O	O	X

<sup>1</sup> The Human Resource Capacity and Roles Clarification Tool was developed in Haiti in the context of the USAID funded HS2004 Project in by John Pollock in 1998. It has been used in public and private sector settings in five countries and has been improved by input from Paul Auxila, Marie Christine Brisson, Sarah Johnson, and Christele Joseph Pressat. All rights are reserved by Management Sciences for Health.

### **Function**

The tool is a data gathering and organizing device that facilitates drawing critical information for planning and decision-making. The process is highly participatory and transparent and has the effect of drawing together stakeholders, synthesizing individual inputs, improving intra-team communication around goals, identification of issues, and development of strategies. It can be most useful in the context of a Performance Improvement effort and can function as a shared record for M&E and planning.

### **Utility**

Once completed, the spreadsheet provides a visual display that can help with:

**PROBLEM SOLVING:** it shows areas where there is an overload of staff effort, areas where there are gaps that will lead to implementation failure, conflicts in prioritization;

**PLANNING:** it allows a routine review of activities in relation to goals;

**COMMUNICATION:** it can be shared broadly and publicly posted as a mechanism for helping clients understand how to appropriately access key players relating to elements of a complex program;

**ROLE DEFINITION:** For individuals in a group or for organizations in a consortium, the completed spreadsheet provides, row-by-row an accessible description of what that individual's or that organization's primary and ancillary contributions will be.

### **Steps**

#### **Preparation**

It is most effective in opening the process with a group if there has been a preliminary effort to create chart based on current, known data. (Source documents are staff lists, existing job descriptions, work plans, strategy documents, etc). Copies of the source documents should be available for the meetings.

It can be useful to send ahead of the meetings a protocol of the kinds of information that will be relevant. Existing job descriptions can be distributed along with the current work plan, for example.

#### **Scheduling**

This exercise can take place within a single day or can be spread out across two days.

If the program is within a single organization, the formal meeting times do not have to be totally disruptive of the daily work schedule.

- 1) The initial meeting should be early in the day and focus on laying out the goals of the process, the structure of the tool, and the steps that will be gone through. After questions are answered, the meeting can be adjourned. (Allow an hour...sometimes less time is needed).
  
- 2) Staff are asked to take about 20 minutes to think about:

- a. the organization, its program goals, key results areas, strategies, primary activities and linkages. They are asked then to review the draft chart and add missing elements, designate any current activities that should be redefined or ended, etc. and
- b. their own roles, areas of primary responsibility, key collaborations, and support obligations. They then go to the chart and mark the columns appropriately with 'X's and 'O's.

Note: It is important to note to staff that this step is to get their thoughts & ideas on record. It's good to be imaginative. Everyone should understand, however, that the supervisors and directors will be reviewing the results at a later stage and no one should feel that their 'input' has become their confirmed role. The Director or Manager needs to complete the analysis of the data before making the decisions required to confirm roles and responsibilities.

- 3) The group is brought back together to review the chart that now includes their collective input. There should be a facilitated discussion to draw out the group on the overall strategy, the completeness and appropriateness of the activities, etc, and the reasonableness of the individual roles. Particular focus should be given to asking staff to identify issues, conflicts, and gaps (the facilitator cannot hope to know how much effort is required of a particular activity...and this is an opportunity for the managers to get 'safe' feedback from the staff on a broad array of program elements.
- 4) There should be an 'executive' review session with the directors/managers to draw together the information gained in the last group session; to analyze the situation against goals, and make any decisions about redefinition of roles, reallocation of responsibilities, and steps to be taken to fill any gaps identified.
- 5) The 'final' chart should be distributed to individuals as the basis for developing their own job descriptions and work plans (more on this) and can be posted in a public place for communication and reference purposes.

### **Presentation**

The facilitator should arrange for the program or organization director to introduce the process (demonstrating interest, commitment, and a model for buy-in). The goals for the exercise should be carefully outlined and related to the steps that will be gone through.

Ideally, this preliminary chart can be printed (or drawn) on paper large enough to be read by the assembled group and worked on by more than one individual at a time. (3' by 8' is good). Plenty of blank columns & rows are essential.

It is important to list the known Key results Areas and critical not to omit any current staff from the preliminary listing. (The desired level of comfort with this process is hard to attain if people feel they have been overlooked). If the current staff list is not known, it is fine to proceed with what information is available...but the fact that information is missing must be noted.

### **Organization Goals and Key Results Areas**

The primary goals and key results areas of the organization are recorded on the horizontal line that is the demarcation between the processes, activities, & linkages and the staff resources.

### **Organization Processes, Activities, and Linkages**

These items are listed in the top row (slanted to be readable). It is useful to develop a code for types of activities to allow sorting into rational groups after brainstorming takes place.

### **Individual roles (Current & Potential)**

Each member of the team (or vacant position) gets a row assigned. In this row, the individual marks with an 'X' all of the areas where his or her responsibility is to participate or provide support and marks with an 'O' all areas where he or she has primary responsibility (team leader, program supervisor, etc)

### **Reflection and Adjustment**

Once the chart has been completed, it is useful for the team to reflect on it together. This process can draw out subtle conflicts or gaps that can impede performance.

### **Responsibility/Accountability**

All key activities must have someone designating primary responsibility (with an 'O') or there is a gap in the structure of responsibilities. All of those who have a supporting role need to acknowledge that they are accountable to the 'O' holder(s) for their contributions.

### **Needs Analysis**

One aspect of the analysis of the data is to review the appropriateness of each activity to the overall goals of the organization or unit and to then determine whether the resources allocated are appropriate in relation to the tasks to be carried out and their relative importance. Sometimes there are too many people involved in an activity for efficient implementation. Often there will be gaps around areas where performance has been problematic or, if there has been a significant change in goals or program elements, there will be clearly identified activities without staff committed to support them.

### **Work Plan Development/Review**

A work plan can be generated from the roles chart by rotating the axes and adding a time line to each activity. The plan will be clear on **What** is to be done, **Who** is to do it, and **When**. If there are resources constraints or dependencies, they should also be noted.

### **Job Description Generation**

Each individual can take their completed row and turn it into an accurate descriptive narrative of their responsibilities as a member of the team. The collection of Job descriptions will represent a well-integrated presentation of the roles and function of the team.

## **Approaches**

**Leadership:** The leader(s) of the organization or unit must be involved and support this process or it will not be useful. Staff need to feel that participation is important and comfortable with the exchange of views and information. It is important for the leadership to create the appropriate atmosphere.

**Scheduling:** The entire process can be fit into a day. The meetings should be respectful of the competing duties of the participants and allow flexibility around the periods of individual thinking. The group sessions should be held to the planned time frames and discussions kept on the points being addressed. (There is benefit to be drawn from casual discussions, but they can take place outside the formal process if the chart is posted in a public place)

**Participation:** There should be a decision made on whether to include all staff (professional and administrative support) or just the professional staff. In a large organization, it might be sensible to work with unit leaders. In any case, the question of participation should be addressed clearly and staff should be informed about the process so that there is no confusion

**Open process/Brainstorming:** One of the strengths of the group meetings is that the organization can benefit from the experiences and perceptions of the entire staff across the key areas of its activities. The brainstorming does not commit the managers to accept ideas or recommendations, but does provide a way to know what they are.

**Individuals & Units** A large organization can use this process with unit leaders to clarify the roles and responsibilities of the various structural units. This process can help identify where a structure is no longer well-suited to meeting the changing goals of an organization and point out where there can be useful changes.

## **Analysis**

The analysis that takes place after the completion of the chart will tend to be dynamic. People see different things at different times. It is useful for the consultant to facilitate an orderly review of the primary points of consideration.

**Organization Goals & Priorities:** The first step is to go back over the key results areas for the organization. A quick review is often all that is necessary because the staff will all have had a chance to fill in any main themes that are missing. The second step is to look at the activity list. There will be new activities and there may be some that staff members have put into question. The consultant may have some questions regarding priorities and should seek to have the unit staff confirm and highlight the highest priorities. It is quite important to have enough of a breakdown in the specific activities to allow a picture of who does what to develop on the chart. At the Key-Results level, it might be that 2/3 of the staff are involved...but at the activity level, there should be much more specificity. Once this review is done, it is time to move to looking at the roles of individuals (or cadres of individuals).

Note: For the purposes of planning to add VCT/PMTCT/and ART services, it is important here to go activity-by-activity to get a clear sense of what is going on. The consultant should make notes on any comments about demand related to services already being offered that come from the staff. These notes will be an informal means of cross-referencing with the service data collected separately.

**Human Resource Allocations (Roles & Responsibilities):** This examination of the roles of individuals or cadres of individuals can be highly informative to the unit leadership as well as to the purposes of the overall assessment. Staff members should have indicated all of their current areas of responsibility and also have noted with an 'O' where they are the primary responsible person. The consultant should observe that in a center where the new HIV/AIDS related services are not already available, the addition will require allocation of time and effort. It may be the case that reallocation of staff will mitigate pressures, but it is also important to assure that there is full coverage of existing priorities. It is a place where both the key activity column and the rows representing individual commitments and obligations should be reviewed. People can have the capacity to fill a role without the time available in which to actually do it.

**Critical Path:** Some key activities can only be carried out if others are completed. These are 'dependencies'. For example, vaccination cannot be provided if the vaccines are not first made available. This dependency also applies to aspects of HIV service provision. PMTCT is only applicable where the mother has already been diagnosed as HIV+. Examining the critical path can help in the process of integration of HIV services into the existing package of services in the center. Mothers coming for pre-natal care can be routinely offered VCT, etc. This discussion of dependencies can lead to a clear understanding of the level of effort that will be required and may also assist the director in thinking about who might receive training to expand the array of services that an individual can offer and where now staff may be needed.

**Gaps, Bottlenecks, and Crowds:** Two things that are easy to see on the chart are 'Gaps' and 'Crowds'.

All activities should be reviewed to confirm that adequate staff will be available and that it is clear who is responsible. So... any column with no 'O' means that there is an orphan- priority. Any column with few 'X's needs to be reviewed to be sure that staff coverage is appropriate. If the problem cannot be solved in review, there is a 'Gap' this gap should be noted by the consultant and an appropriate new position listed on the bottom of the chart. Once such a position is on the chart, the group can discuss the range of activities that the position can support. This approach will define a job description that will serve the upcoming needs of the center. This process also allows the current staff to understand the need for the new position, how it fits in, and how they will relate to it as an individual.

Conversely, some activities draw 'Crowds'. An activity column with many "X"s and/or multiple 'O's needs to be discussed to be sure that this is because many people really need to be involved and/or that leadership really is planned to be shared. Often this is the

case, but sometimes the activity is simply appealing to people and there are too many people and too much time being committed. These are situations where the Director has some allocation decisions and communication requirements laid out. Job elements or plans will change for some staff members. The advantage here is that staff will understand up front why the change is appropriate and necessary.

'Bottlenecks' occur when an individual staff member (or cadre) has more responsibility than can be reasonably met. Any row (representing an individual role) that has many 'X's and "O"s should be reviewed to assure that the plan is not building in delays that are unnecessary or detrimental to meeting service goals. Unit leaders for instance, do have broad responsibility. Many "X's and 'O's are expected. However, if a unit leader has delegated nothing and has marked all activities with an 'O', there is a discussion that is needed and some delegation that must take place to allow efficient expansion of services. Otherwise, many things will be delayed... or simply not done.

**Performance Improvement:** This is a point to review the Performance Improvement model. A discussion can take place at this point with all the main stakeholders on the staff. The chart has created a clear presentation of current capacity in relation to the centers service goals. The 'Gaps' are clear. It is an excellent time to get the staff to discuss strengths and issues that might impede progress toward goals. Steps to be taken and positions to be added will target problems and will not overload the system.

**Effectiveness:**

***Actions***

Strategy Review and Adjustment  
Work Plan Review  
Needs definition

Organization Structure Review  
Role Clarification & Job Description  
Decision Making/Action Plan

***Maintenance***

Posting & Distribution      Updating      Review Mechanism









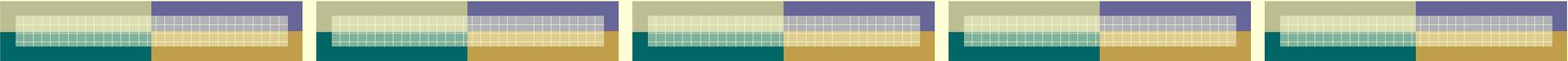
# Rwanda Performance Based Financing Project

Contract No. GHS-1-00-03-00033-00,

Task Order No. GHS-I-02-03-00033-00

## Contract Information At A Glance





# Basic Information

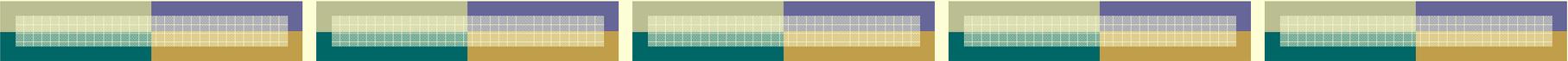
- Start Date: September 8, 2005
  - Current End Date: September 7, 2007
  - Option for Years 3 and 4
  - Contract Type: Cost-Plus-Fixed-Fee Task Order
  - Total Contract Amount: \$4,091,298 SM1
  - Current Obligation: \$900,000
- 

Slide 2

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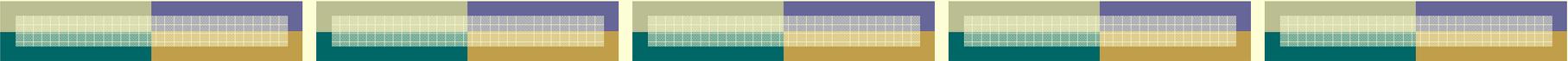
SM1

Approval Pending  
smorgan, 11/04/2004



# USAID Personnel

- Cognizant Technical Officer (CTO):  
Dr. Nancy Fitch
  - Regional Contracting Officer (RCO):  
Mr. Gary Juste
  - Sr. A & A Management Specialist  
Ms. Aster Kebede
- 



# Key Personnel

- Ousmane Faye – Chief of Party/Health Systems and Management Specialist
  - Gyuri Fritsche – Health Care Financing Specialist
- 

# Subcontracts

- Catholic Organization for Relief and Development Aid (Cortaid)
- Healthnet International
- IntraHealth International, Inc.
- Additional subcontractors would require competition and USAID consent

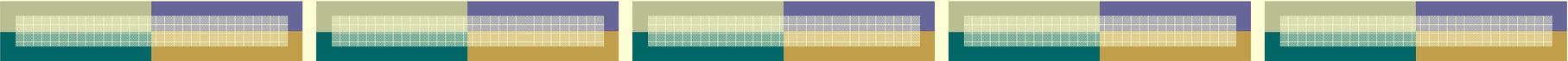
**Slide 5**

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**SM2**

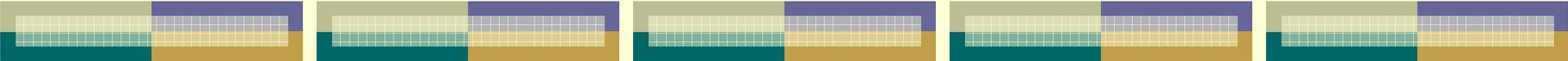
**Only Major Subs, Refresher Training not included**

smorgan, 11/04/2004



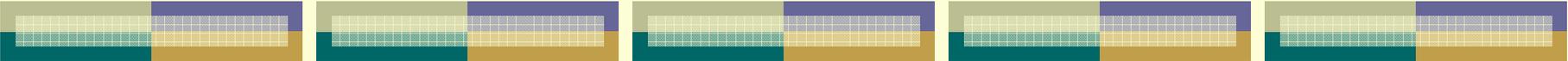
# Reporting and Deliverables

- Annual workplans
  - Routine reports every 6 months to USAID-Rwanda for reporting to OGAC. Emergency plan indicators to be included as well.
  - Quarterly progress and financial reports in English no later than 2 weeks following close of each quarter.
  - Annual report in English at the end of each year.
- 



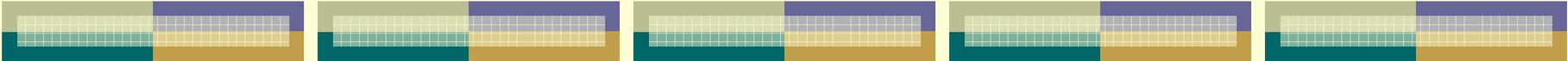
# Reporting and Deliverables

- 5 copies of products-studies, trip reports, materials developed on all short term consultancies no later than 30 days after completion in English or French.
  - Submissions to the Development Experience Clearinghouse of technical documents
  - Annual inventory report
  - Final report at the end of the project
- 



# More Reporting and Deliverables

- Small Disadvantaged Business Subcontracting Plan – submitted twice a year by the MSH Subcontract Administrator in October and April
  - Report on Foreign Taxes Paid – VAT report submitted annually by Nov 17<sup>th</sup>
- 



# Prior Written Approvals/Waivers from the USAID/CO

(Requested by MSH/CO)

- Additional Subcontracts including PB
  - Change in key personnel. SM6
  - Non-Expendable Equipment (unit price >\$500) not approved in Contract.
  - Initial salaries of all staff not named in the proposal exclusive of home office support
  - Use of consultants
- 

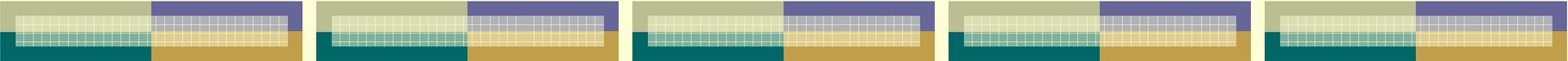
## Slide 9

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**SM6**

Need to request deletion from contract, as the logic for this is no longer valid. Standard regulations on time and effort already cover staff time.

smorgan, 11/04/2004

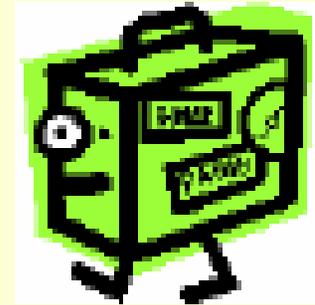


# Prior Written Approvals/Waivers from the USAID/CO

(Requested by MSH/CO)

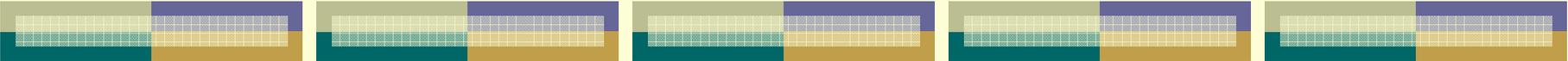
- Contracting with government organizations
  - Contracting with government owned organizations
- 

# International Air Travel



## The Fly America Act:

- All air travel and shipments under this award must be made on U.S. flag air carriers to the extent service by such carriers is available.
- All international travel requires CTO concurrence prior to travel



# Procurement of Goods and Services

- The authorized USAID Geographic Code is 935 - “Special Free World;”
  - Ineligible countries: Iran, Iraq, Libya, Laos, Cuba, Syria, N. Korea
- 

# Ineligible Goods and Services

- Military/Surveillance equipment;
- Commodities and services for support of police/law enforcement activities;
- Abortion equipment/services;
- Luxury goods;
- Weather modification equipment;
- Goods or services from USAID vendor black list.

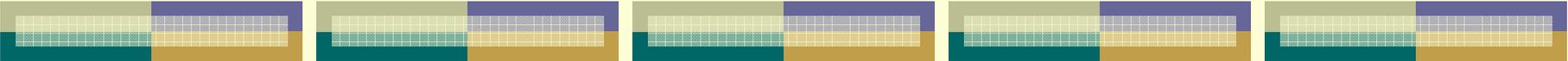


# Restricted Goods and Services

Prior approval of USAID Contracts Officer. This approval is requested by MSH/CO:

- Agriculture commodities;
- Motor vehicles;
- Pharmaceuticals;
- Pesticides;
- Used equipment;
- US Government-owned excess property;
- Fertilizer.

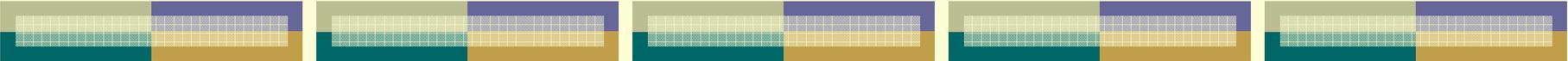




# Title of Property

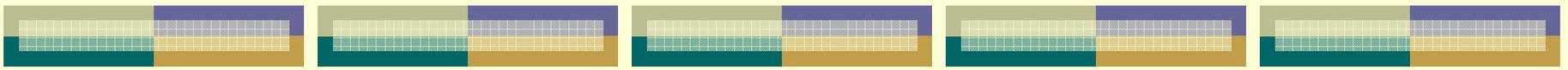
- Property Title will be vested with the Cooperating Country. Disposition is made at the end of the project in coordination with USAID.





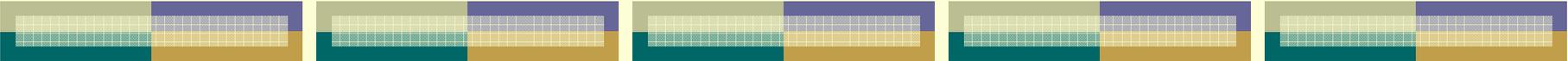
# Other Contract Requirements

- Insurance (DBA-Workers Compensation & Medical Evacuation-MEDEVAC);
  - Contractor must comply with Executive Order on Terrorism which prohibits transactions with and resources to individuals or organizations associated with terrorism
- 



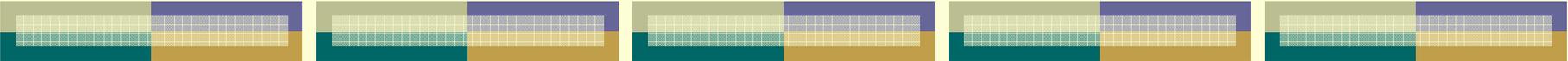
# Additional Contract Requirements

- Emergency locator information must be provided to the Mission Administrative Officer on or before arrival in host country for every contract employee or dependant.
  - Prohibition on the use of Federal Funds to Promote, Support or Advocate for the Legalization or Practice of Prostitution
- 



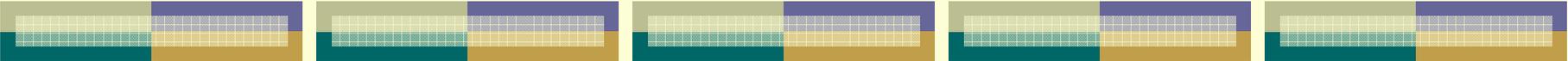
# Main Provisions of the Tiahrt Amendment

- No quotas or targets for specific methods of FP
  - No incentives for clients or for personnel for specific methods
  - No denial of rights or benefits to individuals who decide not to use FP services
  - Provision of comprehensible information on all FP methods, options available, health benefits and risks
  - Studies of experimental contraceptives must advise participants of potential risks and benefits
- 



# Branding

- USAID is in the process of updating the Marking clause
  - In the interim, contractors have been directed to comply with the USAID graphics standards manual
- 

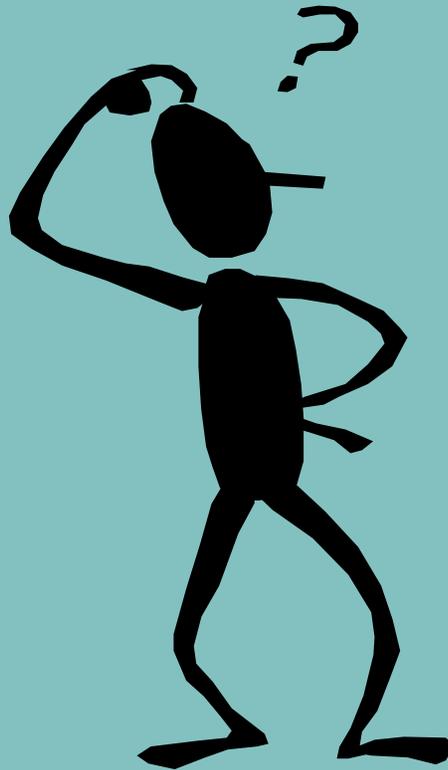


# THE END

● Any Questions???



# Procurement Integrity, Organizational Conflict of Interest



# ■ Concept of Procurement Integrity

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- Fair opportunities and open process for all to bid on requests for services or goods
- Applies to USAID Projects and Proposals

# ■ Applicable Regulations

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## FAR Part 3:

Improper Business Practices & Personal  
Conflicts of Interest

## For Cooperative Agreements:

Not governed by FAR but MSH applies the  
same principles and policy regarding  
procurement integrity

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# Concepts

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## Hinges on Concepts of:

- A fair and level playing field
- Difference between competitive advantage and unfair competitive advantage

## ■ Areas of Concern

The **Procurement Integrity Act** specifies three primary prohibitions for contractor and government personnel involved in procurements:

- Audit
- Design
- Evaluation



- Be aware of MSH's dual role:
  - Sometimes the donor
  - Sometimes the contractor

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## ■ When does the clock start ticking?

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A procurement begins on the earliest date on which an identifiable, specific action is taken for the particular procurement and ends upon award or modification of a contract or the cancellation of the procurement

# ■ Competition

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Competitive Procurement requires competition through a solicitation

Non-Competitive Procurement has no competition but requires sole source approval from USAID

# ■ Procurement Actions

- Drafting a SOW or specs. such as:
  - project papers (PP), project identification documents (PIDs), RFPs, budgets, LOE
- Reviewing or approving the SOW or specs.
- Developing or preparing the procurement requests
- Preparing or developing the actual solicitation
- Evaluating bid or proposals (cost or technical)
- Negotiating price or terms
- Reviewing or approving an award
- Selecting sources

# ■ Procurement Official

- Any individual who participates “personally and substantially” in any procurement action
- “Personally” includes directing someone else who is participating
- “Substantially” means that the person’s involvement has significance for any outcome or decision

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# ■ Procurement Integrity

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- The term “**Procurement Integrity**” has come to represent a whole host of cautions regarding improper business practices and personal conflicts of interest.

# ■ Procurement Integrity

The contractor or competing contractor, shall not:

- discuss with or offer any USAID procurement official a job or participation in any current or potential work with our organization or project, including consultancies;
- offer anything of value to a USAID procurement official either directly or indirectly, including such innocent hospitality as providing transportation or lodging or buying dinner;
- Either ask for or receive information that could be considered proprietary or “source selection information” that could be construed to afford an unfair advantage in the face of a **competitive procurement**.

# Organizational Conflict of Interest

## Exists if:

- A person is unable or potentially unable to render impartial assistance or advice to the government,  
or
- The person's objectivity in performing the contract work is or might be otherwise impaired,  
or
- A person has an unfair competitive advantage

# Organizational Conflict of Interest

OCI is also created by the *appearance* of such conduct, *access to* or the *appearance of access* to source selection information, or any *information exchange which can be construed to give a competitive advantage*

# Organizational Conflict of Interest

Be aware that an **Organizational Conflict of Interest** exists where a firm:

- has designed a USAID project and wishes to be eligible for the competition to implement the project; or
- has evaluated USAID contractors/projects under contract and then seeks to do implementing services resulting from the evaluation;
- has audited USAID contractors under contract and uses proprietary information in preparing a future proposal to USAID

# ■ Consequences of Violating the Act

- Prosecution and fines
- Organization precluded from bidding or participating on a project
- Affected contracts could be terminated
- Debarment from future participation in US government procurement activity

# ■ How to Assist in Compliance

- Remember to be as concerned with the appearance of a conflict as with an actual conflict
- Resist exchanges of budget and technical information prior to formal requests from USAID
- Resist exchanges of budget and technical information prior to formal requests to potential subcontractors under competitive procurements
- Be aware of the regulations

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# ■ Project Implementation

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If you are requested by USAID/MOH to:

- Add component/cost to your project
- Evaluate another project
- Draft SOW
- Extend contract

Please contact your Contract Officer to discuss further action:

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## ■ Example

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You are the Chief of Party for the Rwanda Primary Health Care project and MSH is planning to bid on the follow-on proposal. The USAID Technical Officer for the Rwanda Project will most likely be the Technical Officer for the follow on proposal/project. The Technical Officer repeatedly requests written information from MSH that could be used in designing the scope of work for the Rwanda follow-on proposal. Should you provide this information since the USAID Technical Officer appears to be very busy and doesn't have the time to develop the scope of work for the follow-on Rwanda request for proposal (RFP)?

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## Answer

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No – you should not. This would be an Organizational Conflict of Interest. MSH would not want to be involved in the design work for a project that we would want to implement. We would ask USAID to guarantee in writing that providing this information would not preclude MSH from bidding.

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## ■ Example

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You are a CORDAID employee on a short-term assignment for CORDAID's Rwanda Child Survival project and while in the middle of a meeting with the Technical Officer with whom you have developed a good working relationship, she informs you that as a member of the the Selection Committee for the Rwanda HIV request for proposal, she believes Cordaid's cost proposal to be reasonable but IntraHealth's cost of \$98,000,000 is excessive and not realistic. What should you do?

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# Answer

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You should stop the discussion and inform your Contract Officer.



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# THE END

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