**Training in Financial and Business Management for Road Contractors.**

**Impact Assessment**

|  |  |
| --- | --- |
| Full Name of Participant: | Position held in the Company: |
| Name of Company /Employer: | Organization Type: Company/Other |
| Physical Location Address (Including; Town, District/Region): | Postal Address (including PO Box): |
| **Contact details:**Office Telephone:Direct Number:Office Fax Number:Participants mobile Number: | Email Address: |
| Website Address: |

 No Yes

1. Have you carried out any road works in the last three years?

If yes please fill in the table below:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Name of the Client | Name of the contract /project | Year | Value of contract (Shs. M) |
| C1 |  |  |  |  |
| C2 |  |  |  |  |
| C3 |  |  |  |  |
| C4 |  |  |  |  |
|   |  |  |  |  |
|   |  |  |  |  |

2. What % of your total revenues comes from Roads Contracts? %

3 Total Value of Roads Contracts to your business:

|  |  |
| --- | --- |
| Year | Roads Contracts Value (UGX)m |
| 2010 |  |
| 2011 |  |
| 2012 |  |
| 2013 |  |

4 How many new Roads Contracts has your business been awarded since July 2012? \_\_\_\_\_\_

5, What is the value of the new contracts awarded since July 2012? UGX: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

6 Staffing

|  |  |  |  |
| --- | --- | --- | --- |
| Year | 2013 | 2012 | 2011 |
| Category | Male | Female | Total | Male  | Female | Total | Male  | Female | Total |
| Fulltime Staff (permanent) |   |   |   |   |   |   |  |  |  |
| Part time staff |   |   |   |   |   |   |  |  |  |
| Contract staff |  |  |  |  |  |  |  |  |  |
| Total  |   |   |   |   |   |   |  |  |  |

7 Relations with Financial Institutions (Banks)

1. How many meetings with banks has your company had with banks since July 2012? \_\_\_\_\_\_
2. How many of these meetings have you attended? \_\_\_\_\_\_\_\_
3. Has your company negotiated new finance facilities since July 2012? Yes/No
4. If “yes” what type of facilities? Bank Overdraft? Working capital? Term loan? Bid and other bonds?
5. Please describe the negotiations experience and particularly whether your training from this course had any impact on these negotiations.

8. Impact on the individual:

|  |  |  |  |
| --- | --- | --- | --- |
| Describe the impact of this course on you as an individual. Please be specific and give examples. |  |  |  |
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1. Impact on your business (or workplace) to relate to financial institutions

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| --- |
| Describe the impact of this course on your business (or workplace) on its ability to relate to financial institutions such as banks. Please be specific and give examples. |
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10, Impact on the business (workplace) to win road contracts

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| --- |
| Describe the impact of this course on your business (or workplace) on its ability to |
| win roads contracts. Please be specific and give examples. For example: Number of bids tendered, number of new contracts won etc. |  |  |  |  |  |
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11. Summary impact:

On a scale of five (1, 2, 3, 4, 5.) where 1 is the lowest impact and 5 the highest impact, rank how this training has impacted the following (tick your rank):

|  |  |  |
| --- | --- | --- |
| Item | Description | Ranking Impact |
| 1 | 2 | 3 | 4 | 5 |
| 1 | Impact on you as an individual |  |  |  |  |  |
| 2 | Impact on you as an employee |  |  |  |  |  |
| 3 | Impact on your organization |  |  |  |  |  |
|  |  |  |  |  |  |  |

12. List here the expected outcomes you had for this Training Programme at commencement in July 2012.

a

b

c

d

e

13. List here your action plans for integrating and implementing the learning you have gained from this Training Programme into improving the financial and business management of your company.

I will:

a

b

c

d

e

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_