



Assignments DECK

HELPERS - to Build Back Together

Identify your Users and Beneficiaries

Who are your beneficiaries?

Who is affected by the problem and will benefit from your solution? Examples:



Who are your users?

Who will actually use your product or service? This can be your beneficiaries, and / or other stakeholders. Examples:



Problem Statement

What is the problem you are aiming to solve for whom?

Example: 75% percent of elderly people in Germany feel isolated and don't know how to change their situation.

Covid-19 has halted economic and social activities. Underprivileged communities are in dire need of financial support

High overhead costs for existing funding mechanisms

Unavailability of a scalable and sustainable solution of funds stream

Incremental demand of more funds post pandemic

SDG 17: Partnership for the Goals

Capacity Works provide training but still doesn't have a tool to provide the consistent mechanism of funds to NGOs

Weakened structures (Destabilization of health systems and governmental structures and administrations)

Impossibility to reach a big group of people who generally are ready to donate but still need an impulse or incentive to do it.

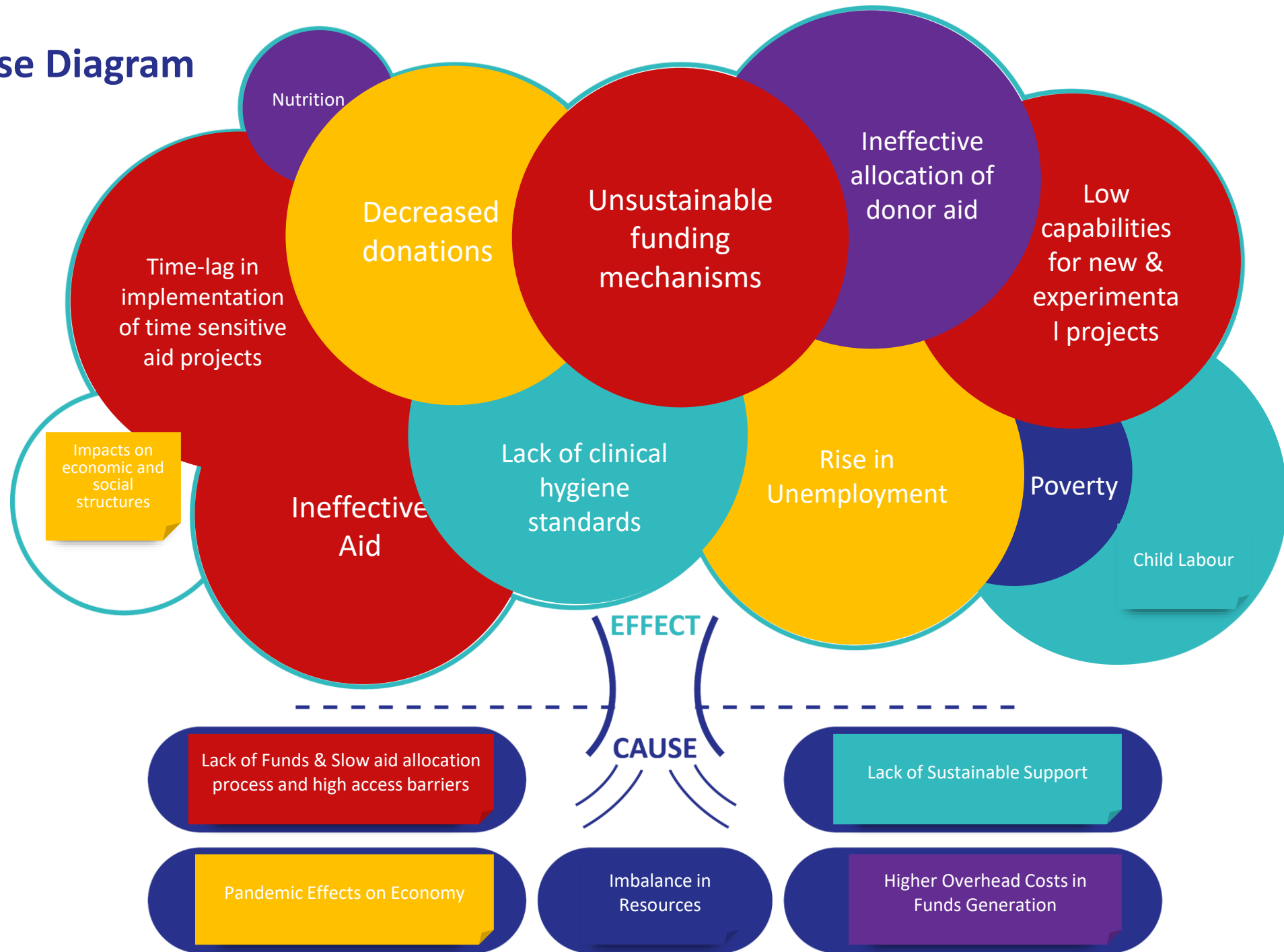
The Covid-19 pandemic has disrupted everyday life halting economic and social activities and highlighting critical vulnerabilities in social and economic systems worldwide. Underprivileged communities are in dire need of financial support, but aid organizations that typically serve such communities cannot grapple with the high number of people in need of assistance and lack the necessary funding and have high overhead costs when mobilizing private donations, which are needed to effectively build back better local communities.

To mitigate the constraints faced by established aid organizations, it is prudent to explore alternative means of raising funds in a smart, global scalable and sustainable manner and to leave no one behind in the process. By capitalizing on current trends that emerged during the crisis such as the e-commerce boom, we can use technology and enable aid organizations that are unable to work with budget focused partner organizations, to tap into the multibillion-dollar industry to help those who are most in need.

Main Problems that are being tackled, are:

- A dire need of alternative sources of funds
- Unavailability of some new scalable and sustainable solution for alternative funds stream
- GIZ unable to work with all partner organizations due to being budget focused.
- Need to work further on "Partnership for the Goals" as per SDG 17

Root Cause Diagram



Assumption Mapping

Assumptions

Covid-19 has halted economic and social activities. Underprivileged communities are in dire need of financial support

High overhead costs for existing funding mechanisms

E-Commerce Stakeholders and Platforms are interested in cooperating with us.

Unavailability of a scalable and sustainable solution of funds stream

Incremental demand of more funds post-pandemic

Consumers will use the "Helpers" platform for online shopping

SDG 17: Partnership for the Goals

Capacity Works provide training but still doesn't have a tool to provide the consistent mechanism of funds to NGOs

Problems and the need for support caused by the pandemic will stay for a long time

"There is enough money in the world": There is a huge number of people in wealthier countries who do know about the importance to support and who are willing to help.

Questions

Under which circumstances will companies cooperate with "Helpers"? How can we convince them to do so?

What is the percentage of overhead costs for existing funding mechanisms? Can we evaluate the costs for the "Helpers" project?

What will tempt consumers to switch to the "Helpers" website or to press the "Helpers" button on another website?

How can we evaluate the contemporary funds stream?

Can we estimate the demand for help for the next years?

What organizations have a large outreach and uphold a good reputation, to raise enough funds to have an impact?

Will the "Helpers" project fit to the requirements of sustainable development?

Will it be possible to attract people's attention to the problems caused by the pandemic when it maybe is less present in the daily news any more?

How can we align Helpers very accurately with the GIZ agendas where it can be adapted and scaled and give real benefit?

Research Plan

Riskiest Assumptions/Questions

E-Commerce Stakeholders and Platforms are interested in cooperating with us.

Users (consumers) will use the "Helpers" platform for online shopping

It will properly be aligned with the GIZ vision and mission.

How might we validate/falsify or explore this?

Right from the beginning we will involve certain stakeholders by interviewing them about their needs and interests and by involving them in a co creation process.

Stakeholders are e-commerce platforms, beneficiaries and users (consumers).
By using their UX and by usability testing (observation & interview) we can optimize the product development

With the help of our seniors we can identify that how Helpers can become really integrated with GIZ and work as a helpful tool.

Interview Guide

Note down any interview questions for your user/beneficiary here:

To an e-commerce stakeholder (vendor):

Under which circumstances could you imagine to create an additional revenue stream
by affiliate marketing?
-marketing aspects?
-user threshold?

To GIZ, By having discussion meetings with senior GIZ colleagues we can help identify our match and alignment for the product so that it can integrate properly.

To users (consumers):
Which items would match your needs? Which products would be relevant for you?

To users (consumers):
How can we convince you about the trustworthiness of our website and the quality of the products ?

To users (consumers):
Which kind of beneficiaries and projects would attract your attention and maybe influence your decision to use an affiliate button?

To users (consumers):
How can we make the process as easy as possible for you? And what would make you more likely to reuse our platform?

To users (consumers):
Have you used any similar platforms and if yes, how often? Do you use them on a regular basis? And if not, what made you not use them anymore?

To non-profit organizations:
How many donors can you mobilize?

To non-profit organizations:
What donation system would be necessary to keep the overhead costs as low as possible?

To non-profit organizations:
What requirements would you foresee, for a sustainable cooperation?

To non-profit organizations:
How would you go about marketing the new platform to your donors? And how could we facilitate

My Research Insights

Assumption/Question/Research Activity

Many projects and organizations that are fighting the effects of the pandemic will be in need for financial support in the future,

Many consumers (users) are ready to help organizations and projects. The conditions for action are: easy access, small (no) amount of money and low time expenditure.

Affiliate Marketing is an appropriate tool to fight the effects of the pandemic?

3 Key Findings

"While there are welcome signs of global recovery, the pandemic continues to inflict poverty and inequality on people in developing countries around the world," said World Bank Group President David Malpass. (World Bank press release, June 8., 2021)

There is a fierce competition for available funding between organizations that focus on the effects of the pandemic and organizations that are focussed on direct short-term aid

Governments as donors are focused more on internal problem solving, therefore are decreasing their funding for global development aid

Affiliate marketing satisfies the conditions for helping from the point of view of the users. (it fits in the online shopping process they are used to)

In Germany people have been donating exceptional amounts of money for fighting the pandemic. It is likely that this helpfulness won't stay on the long run. But still people will stay aware of the problem. Once established affiliate marketing will be an automatism long term.

Existing similar solutions are not as user-friendly as necessary to reach the critical mass or to scale up. A legitimate label behind can also increase its effectiveness.

During the pandemic the traffic in digital economy increased drastically

Due to increasing online business many brands have been investing in their online image and reputation by using affiliate marketing that reflects their users values.

It is crucial to find reliable non-profit partners that help increase the reputation of online business; as well as business partners which users have interest in using for their shopping experience.

Our Research Insights

Assumption/Question/Research Activity

Many projects and organizations that are fighting the effects of the pandemic will be in need for financial support in the future

Many consumers (users) are ready to help organizations and projects. The conditions for action are: easy access, small (no) amount of money and low time expenditure.

Affiliate Marketing is an appropriate tool to fight the effects of the pandemic. Affiliate Marketing is an appropriate tool to fight the effects of the pandemic

3 Key Findings

1. High long term demand in funding
2. Competition between organizations in need
3. A shift of interest in donor Governments priorities

1. Affiliate Marketing acts in accordance with the latest trends
2. Current high willingness to donate in developed states, but prone to diminish once media coverage is gone
3. Room of improvement in the design and features for ease of consumer's use, as compared to the competitors

1. Increase in digital economy traffic
2. Companies aim to create a better brand reputation that is in line with its users values
3. Finding reliable business and non-profit partners is crucial for a affiliate marketing platform

Implications for problem statement/idea

1. there is a need to find ways to institutionalize or automate donation
2. the overall volume of help has to be enlarged and channelled
3. Need to research non governmental money sources

1. Need to foresee and accommodate the upcoming trends which may come in future.
2. Need to find interesting ways to have user engagement and motivation
3. Need to work on UX/UI and technologically advanced designs

1. The platform will need to find reputable non-profit organizations that reflect the values of its business partners users,
2. Supporting Helpers platform will be an added value to the reputation of ecommerce platforms.
3. GIZ would be a crucial partner for bridging reliable business partners and non-profit organizations for Helpers
4. Helpers' with the "GIZ seal of approval" increases also the public awareness of GIZ and it's activities.

Persona

What I look like

(Draw a picture)



Name: Helena

Age: 32

Location: Berlin

Fill out (e.g. ... use tech / ... care about / ... busy I am)

How much: busy I am



How much: use tech



How: using online platforms



Bio

I was born in Berlin by a Greek mother and a German father, I studied social sciences, now I am working in a bookshop, I'm not married and I have one child

"Write a quote" I want to live my life as an independent and socially responsible woman.

Things I get motivated by

- Social activities with different kind of people
- Environmental projects
- Cultural events

Things I get frustrated about

- Increasing social inequality
- Climate change
- Right wing populists
- existential problems of the bookshop that I work in
- restrictions during the pandemic
- home schooling during the pandemic

How I like spending my time

- Reading books
- riding bicycle
- Travelling
- Using social media
- family activities

Things that make me happy

- Spending free time with my child and my boyfriend
- Having no conflicts in my job
- not to be afraid of losing my job

Our 1-2 most important insights/discoveries about this persona

It makes me feel good to help other people and it is frustrating me that I don't have enough time and money to join projects and organizations.

If I would know how I could help COVID projects without spending much time and money I would do it regularly.

Persona

What I look like

(Draw a picture)



Name: Jason

Age: 17

Location: New York

Fill out (e.g. ... use tech / ... care about / ... busy I am)

How much: Cares about what others think



How much: Time spend online



How: Busy I am



Bio

Born in Manhattan and living in a city apartment with my mother and 2 sisters, currently attending grade 10 in high school.

"Write a quote" I love to have fun and want to be a millionaire.

Things I get motivated by

- Being the coolest kid in class
- Levelling up in my computer game
- I think it's cool that artists like Billie Eilish use their popularity to support social and environmental movements

How I like spending my time

- Hanging out with friends
- Shopping
- Having fun
- Going on holiday
- Using social media

Our 1-2 most important insights/discoveries about this persona

I want to have fun but I think that young people like me can move things towards a better future.

I would not mind clicking a donation button and I know that my friends would think that this is cool.

Things I get frustrated about

- School and homework
- When the internet crashes or steps are taking too long
- Older people telling me what to do
- Doing chores

Things that make me happy

- Finding new and cool trends
- Playing computer games
- Chinese food
- Going to prom
- Finishing school and becoming rich

Persona

What I look like

(Draw a picture)



Name: Francesca

Age: 55

Location: Italy

Fill out (e.g. ... use tech / ... care about / ... busy I am)

How much: Cares about helping others



How much: Trust in new technology



How: Often shops



Bio

Born in Torino, I live in a suburb with my husband and two children. My husband is employed in the real estate sector. After working as a marketeer, I quit job to have more time for my children and for playing tennis.

"Write a quote" A peaceful life, with no complications and a sympathetic heart.

Things I get motivated by

- Successful people with positive thinking
- Certain charity organizations – but only when they are absolutely reliable.

Things I get frustrated about

- When I cannot use my preferred webpages, payment methods or internet tools, that I am used to
- When internet is slow
- Corrupt politicians

How I like spending my time

- Browsing the internet looking for inspirations how I can redecorate my home
- Enjoying my time with friends and family and sharing experiences
- Reading articles and books about fashion and design

Things that make me happy

- Spending time with friends and family
- Winning a tennis match
- Visiting art exhibitions

Our 1-2 most important insights/discoveries about this persona

I'm happy with my life. I know that there are many people and regions in the world that have to struggle with problems, but I don't have much time for these things. If I had the chance and a reliable opportunity to help without spending time I would do it.

Point of View & HMW Statements

Insight 1

Point of View

Persona 1 needs to know how she can support favourite projects and organizations without spending much time and money because she feels an inner need and responsibility which she would like to satisfy.

How Might We Statement

How can we reach and inform her in order to satisfy her need?

What impact would this have on your idea?

We have to catch her attention. And we have to find a way to fit donation into her regular online buying habits.

Insight 2

Point of View

Persona 2 needs an incentive for action because he is mainly focussed on his own life. But he can be motivated to use affiliate marketing by giving him the feeling that it is cool to do it.

How Might We Statement

How can we make affiliate marketing cool for him?

What impact would this have on your idea?

We have to address him on his own channels with an appropriate tone of voice. Using Helpers should increase his social media reputation.

Insight 3

Point of View

Persona 3 needs an initial impulse to start using affiliate marketing because she feels quite busy and is attracted by many private hobbies and interests.

How Might We Statement

How can we attract her attention in order to benefit from her will to donate?

What impact would this have on your idea?

We have to convince people that Helpers cooperates with very trustworthy organizations. There should be transparency about the projects and the way the money is used.

3 Key Findings

3 Key Findings

A shift of interest in Governments' donor priorities

Current high willingness to donate in developed states but prone to diminish once media coverage is gone

GIZ is a crucial partner for bridging reliable business partners and non-profit organizations for Helpers

Why is it important? Implications for your problem statement/idea

Shift in Governments interests and priorities is creating a high demand of alternative ways of funds sourcing.

We need to find a way to institutionalize and automate the donations by the help of affiliate marketing.

A well reputed organization like GIZ at the back of such an initiative will provide a legitimate interest and is also extremely useful in bringing the stakeholders at one page. From this novel approach also GIZ benefits with increasing awareness and popularity.

Revised Problem Statement

Looking back at your original problem statement from last week. What has changed? Can you draft a general „How Might We“ Statement that works with your new findings?

How can we use the users readiness for supporting?

There is a need for support and also a definite readiness for supporting. But at the moment there is no easy process to let the two parties (organizations and individuals) come together.

The Covid-19 pandemic has disrupted everyday life halting economic and social activities and highlighting critical vulnerabilities in social and economic systems worldwide. Underprivileged communities are in dire need of financial support, but aid organizations that typically serve such communities cannot grapple with the high number of people in need of assistance and lack the necessary funding and have high overhead costs when mobilizing private donations, which are needed to effectively build back better local communities.

To mitigate the constraints faced by established aid organizations, it is prudent to explore alternative means of raising funds in a smart, global scalable and sustainable manner and to leave no one behind in the process. By capitalizing on current trends that emerged during the crisis such as the e-commerce boom, we can use technology and enable aid organizations that are unable to work with budget focused partner organizations, to tap into the multibillion-dollar industry to help those who are most in need.

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Example:

Based on Personas: How might we enable Maria to engage with her community in order to make her feel valued?

Based on other insights: How might we contribute to a circular food system in Kigali/Rwanda in order to reduce transport-related emissions?

What has changed? There are aspects we know about much detailed now: We have to distinguish between user groups (personas) that already feel a need to help and those who don't feel it as much but can be motivated to use Helpers.

How might we reach users that are already motivated? And how might we reach users that don't feel a strong need to help in order to convince them to use Helpers? How might we hit their specific tones of voices and the different channels they use in order to attract their attention?

How might we use companies' efforts to create a better online brand reputation in order to cooperate with Helpers?

How might GIZ's business network and experience support Helpers in order to connect companies and online-platforms with projects and charity organization?

Partner Map

GIZ Internal Partners

Who are they?

Pan-African e-Commerce Initiative (PeCI) - Boosting African Digital Trade in Africa N.A. Rep: Mr. Steffen Grammling & Mr. Joern Rothacher

Leverist.de – Rep: Ms. Cora Bay

In talks with further projects that were suggested throughout this task

How could they support you?

E-commerce is the major relevant topic, and their feedback and support will be with us throughout the project. We will have access to their network, as well as a possibility of potential support for the implementation. A general support being critic, supporter, mentor and implementation partner will be all along in the due course. Two of the team members already belong to the same project.

Leverist.de is a platform that connects private sector actors with development cooperation projects. They can support us through their experience and know-how in attracting, communicating and cooperating with private sector businesses, give access to their network, and provide input into the development of a platform and the evaluation of proposed projects.

GIZ External Partners

Technology Wisdom – A Software House Operating Since 2001 Rep: Mr. Faisal Nisar

Diageo – A Beverages Company Rep: Mr. Andrés Kiss

UHURU Microfinance Bank – A Microfinance Consultancy Rep: Mr. Andreas Reiffenstein

H2H – Help to Haiti An NGO Rep: Mr. Bernd Weißhaar

Green Soap Company – A Sustainable Cleaning Products Company Rep: Mr. Marcel Belt

In talks with further external partners

We will have the support as being technology partner with the help of design and software development team, Mr. Faisal is also the external partner to the Helpers team.

We will have the knowledge sharing and network support as well as Mr. Kiss is former banker and regional treasurer for the African region, we can tap into the market with this well-established brand as well.

Already working in microfinance projects in Tanzania, and can be one of the beneficiaries of the system, we will have Mr. Andreas support with knowledge sharing and with network access.

NGO working in Haiti for more than ten years and we will have their support and it can be a beneficiary of the system too

A brand which has market knowledge and will share with us that knowledge and network resources. As an e-commerce brand it is an ideal partner to cooperate on the Helpers site.

Your Challenge Partner's Perspective: Assumptions

Your challenge partner: Pan-African e-Commerce Initiative (PeCI) - Boosting African Digital Trade in Africa N.A.

Problem Impact:

How is your challenge partner/the project partners they work with, affected by the problem you are trying to solve?

- The project "Pan-African e-Commerce Initiative - Boosting African Digital Trade in Africa N.A. (PeCI)" aims to improve the framework conditions for companies in selected African countries to participate in cross-border e-Commerce.
- The objective of the project is to : (i) improve framework condition for e-Commerce (ii) increase trust through a trust seal, (iii) strengthen SMEs through capacity building, and (iv) support network building
- Helpers main aim is to directly work with the e-Commerce industry and as well as its aim is to help the vulnerable of the society, we find the common grounds as being focused on e-Commerce market and as well as there is much help require to the society in African region. In this way we can try to solve many problems and aspect together and can work hand in hand.

Value:

How can your idea create value for your challenge partner? Why are they interested in it?

- Helpers aims to work with a range of e-commerce platforms across the globe. It can help identify and create new private sector e-Commerce partnerships in Africa, that PeCI can integrate in its e-Commerce network and support in its capacity building activities.
- Secondly, it will also help support the development of trust in e-commerce markets by local users. Which has been identified by the challenge partner as one of the key challenges faced by e-commerce platforms in the region. This way, the users are not only buying online, but also helping their social causes.

Criticism and barriers of collaboration:

What criticism does your challenge partner have of your idea? Which possible barriers do you see in your collaboration with them?

- So far we haven't faced direct criticism, but rather support and useful tips from lessons learned. Having two of team members from the same project displays the trust in the idea.
- The possible barriers of collaboration incl. the limited availability of resources by the partner, and further Helpers may be going a step ahead to help the civil society which might not be the intended direct stakeholders of this project, but it surely be helpful for the challenge partner as to develop the trust in E-Commerce and B2B collaborations with other e-Commerce platforms. As the project already working to develop Trust Seals as well as B2B platforms for the leather industry.

Ressources:

How will they help you to advance your solution? Which rressources can they offer you (e.g. contacts)?

- Team Members
- Time Allocation
- Access to Contacts
- Access to Network Partners
- Support being Critic, Mentor and Advisor
- Most Probably also the help to implement the idea in Africa

Interview Guide

Note down any interview questions for your user/beneficiary here:

- Will you be happy to join the Helpers team as being Challenge Partner for GIZ Innovation Fund?
- Where do you see the common grounds for Helpers and PeCI?
- What are the points where you see a possible beneficiary collaboration possible?
- How can PeCI be helpful for Helpers?
- How can Helpers be helpful for PeCI?
- Would you be willing to share access to your projects network with the Helpers team?
- Would you be willing to attend some of our meetings and workshops initiated by the Innovation Fund in September 2021?
- Would you like to mentor, provide feedback and advise to the Helpers team in due course throughout the next phases?
- Do you foresee the possibility for PeCI to support Helpers in it's implementation phase to realize the idea?
- Where do you think both projects add value to each other?
- Will you be happy to share some of project resources for Helpers team?
- Where do you see potential barriers in our collaboration?

Your challenge Partner's perspective: Insights

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Ressources:

How will they help you to advance your solution? Which ressources can they offer you (e.g. contacts)?

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- Limited time allocation
- Access to contacts
- Access to established project partners
- Support through feedback and advise throughout the process
- Most Probably also the help to implement the idea in Africa

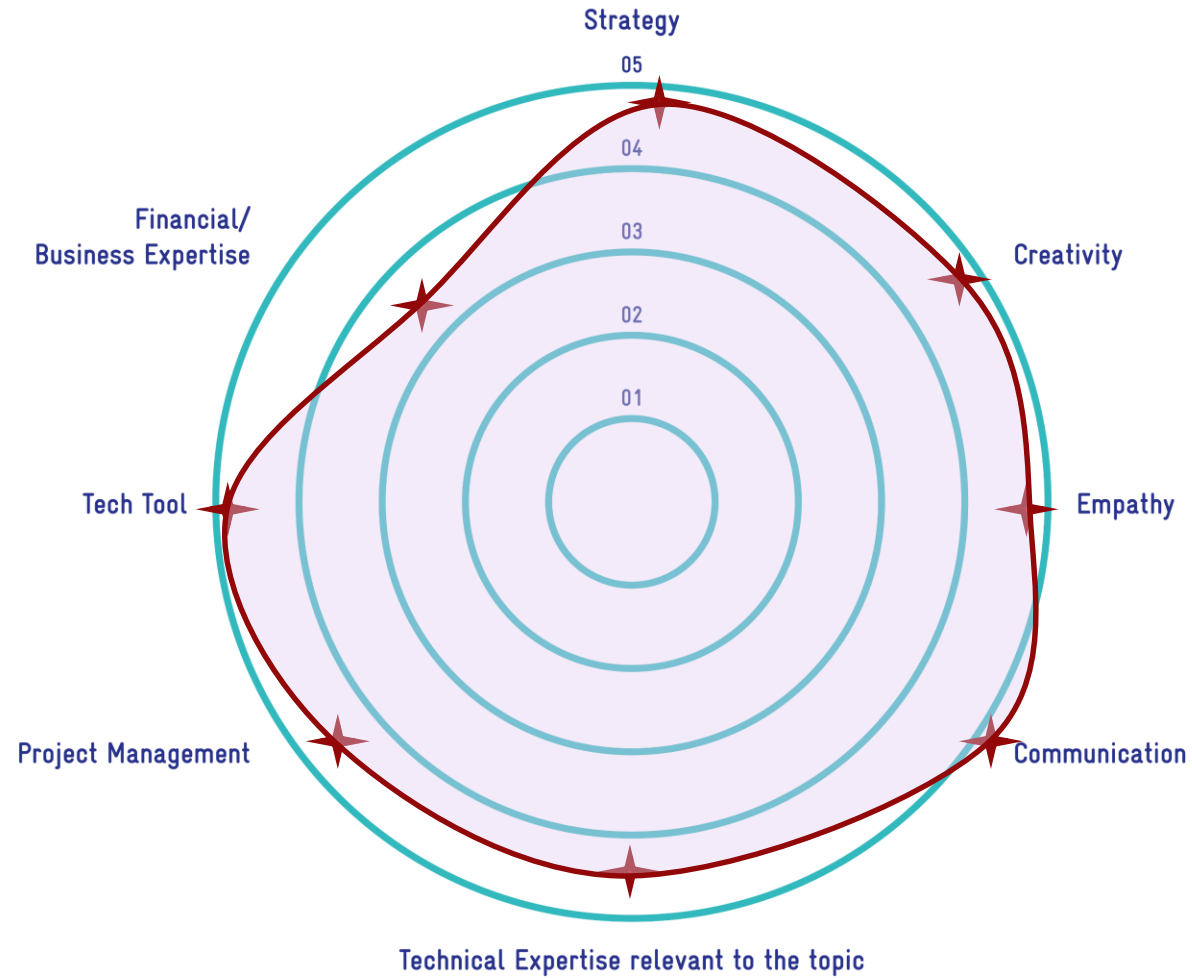
Other important insights from the interview:

- A very supportive response and feedback
- A hope of long term participation and support for Helpers
- Enthusiasm to co-create, support and advise

Radar Chart/ Individual Strengths

Fill out in a scale of 1–5 your level of experience in the different areas

Align with team members afterwards to really visualize the strengths and weaknesses of your team

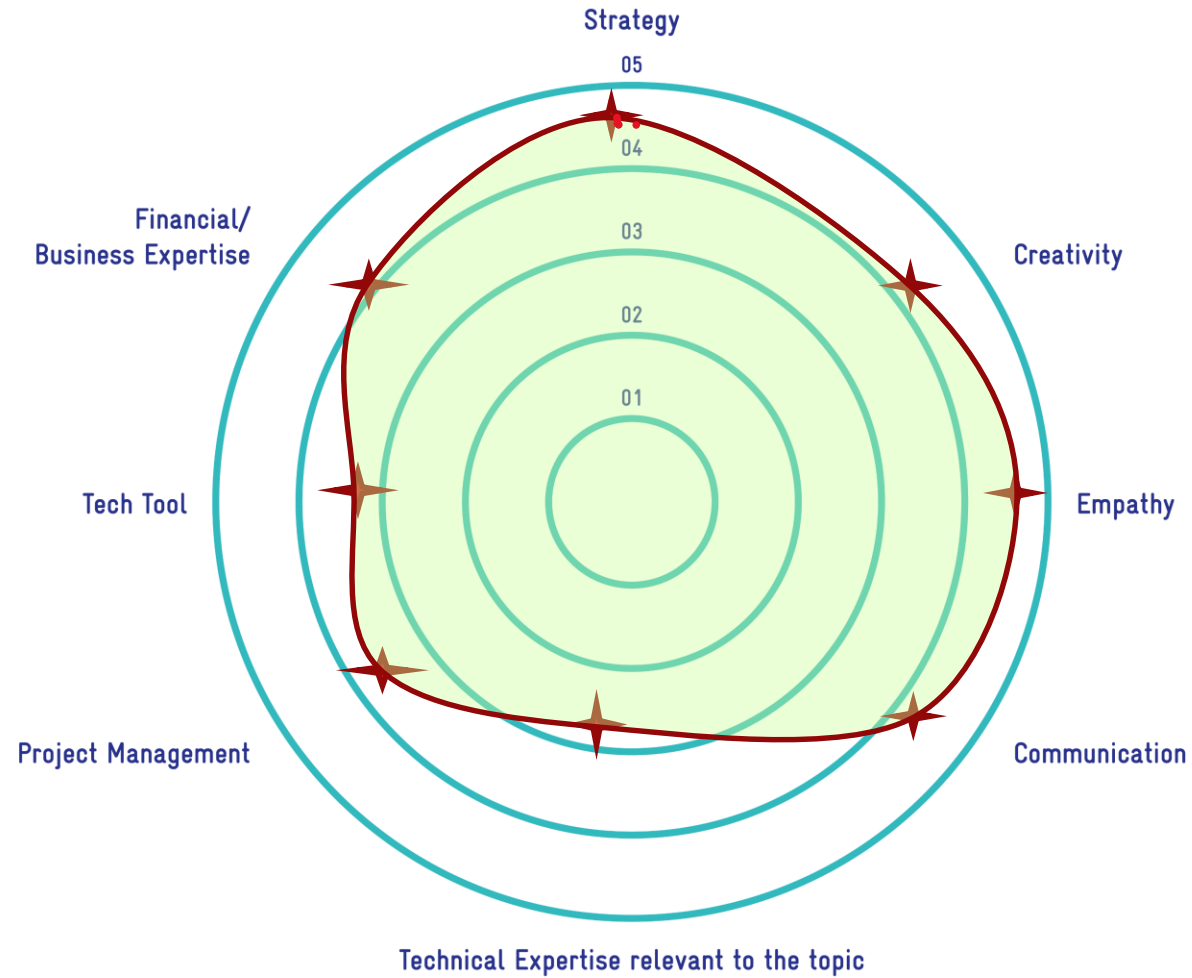


Asim Adeel (ENFP-T)

Radar Chart/ Individual Strengths

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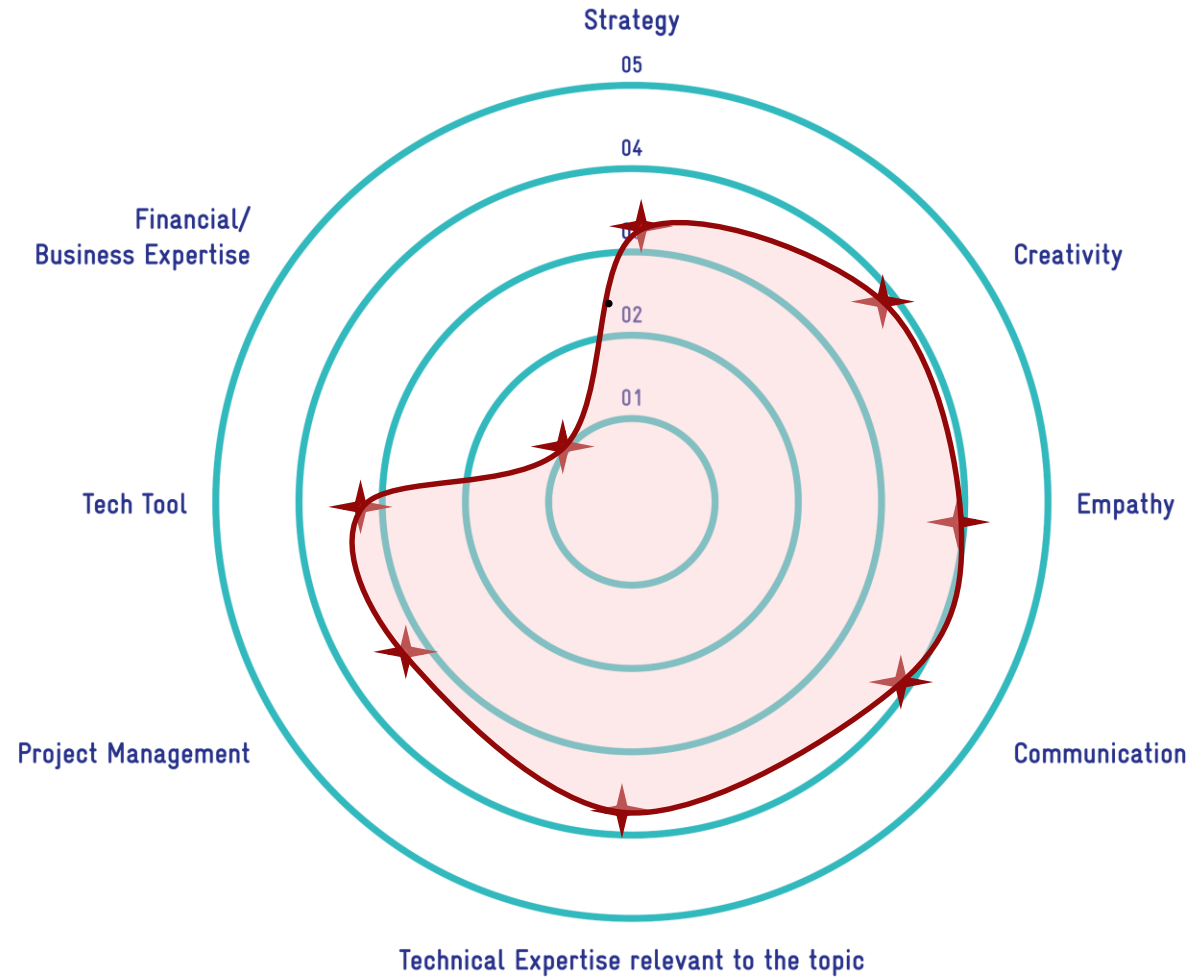


Aiman Ahmed (INTP-T)

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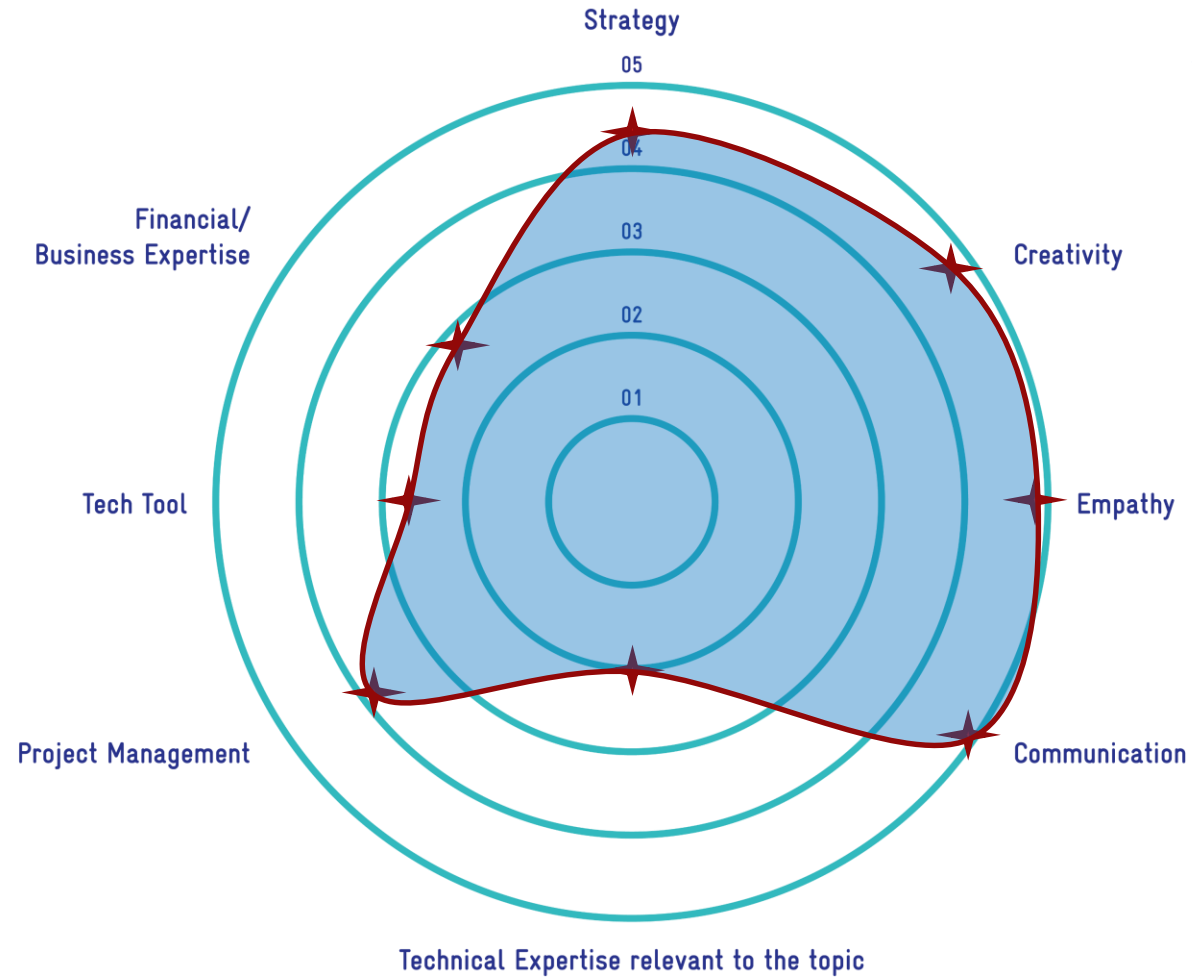
Jörn H. Rothacher (ISTP-A)

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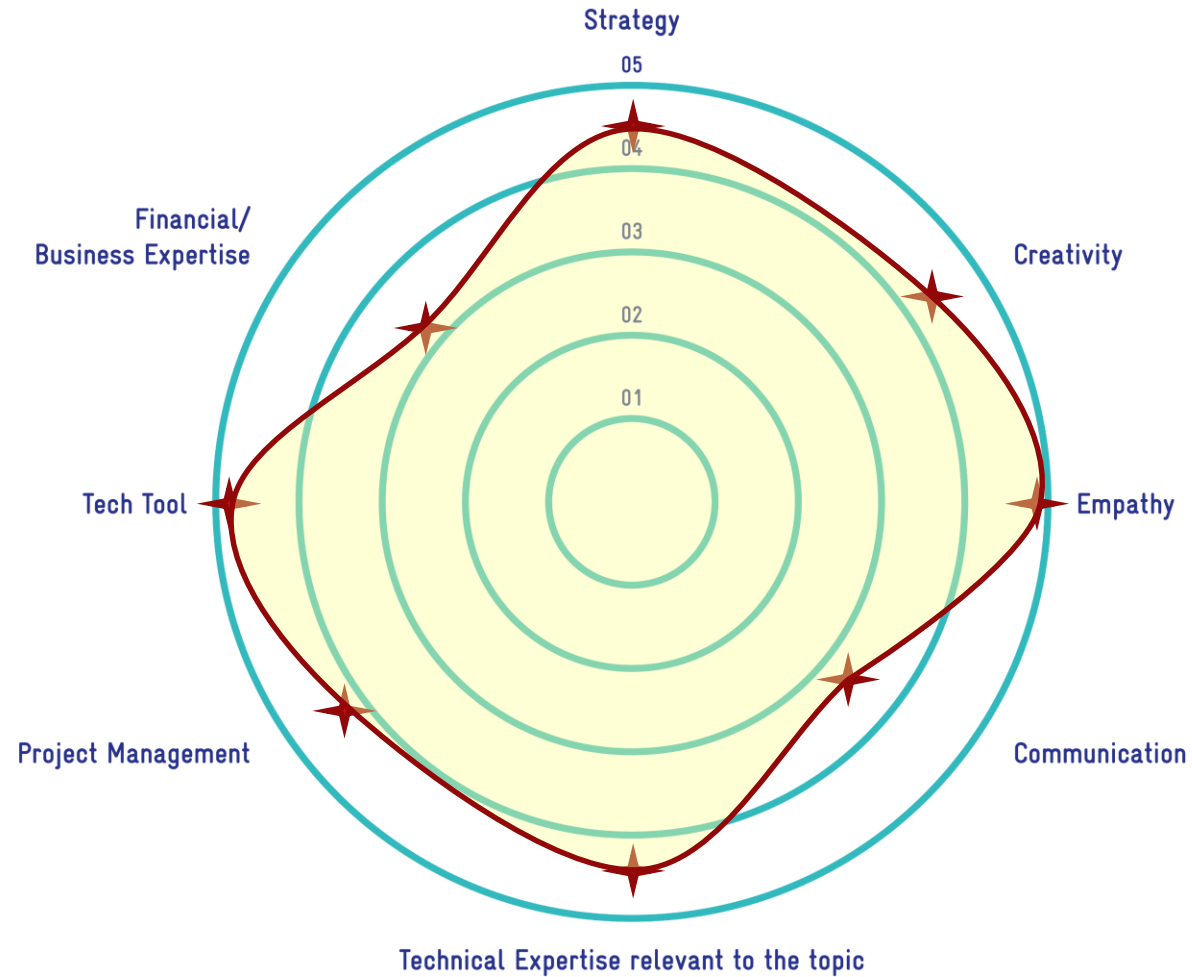
Alexander Stenzel (ENFP-T)



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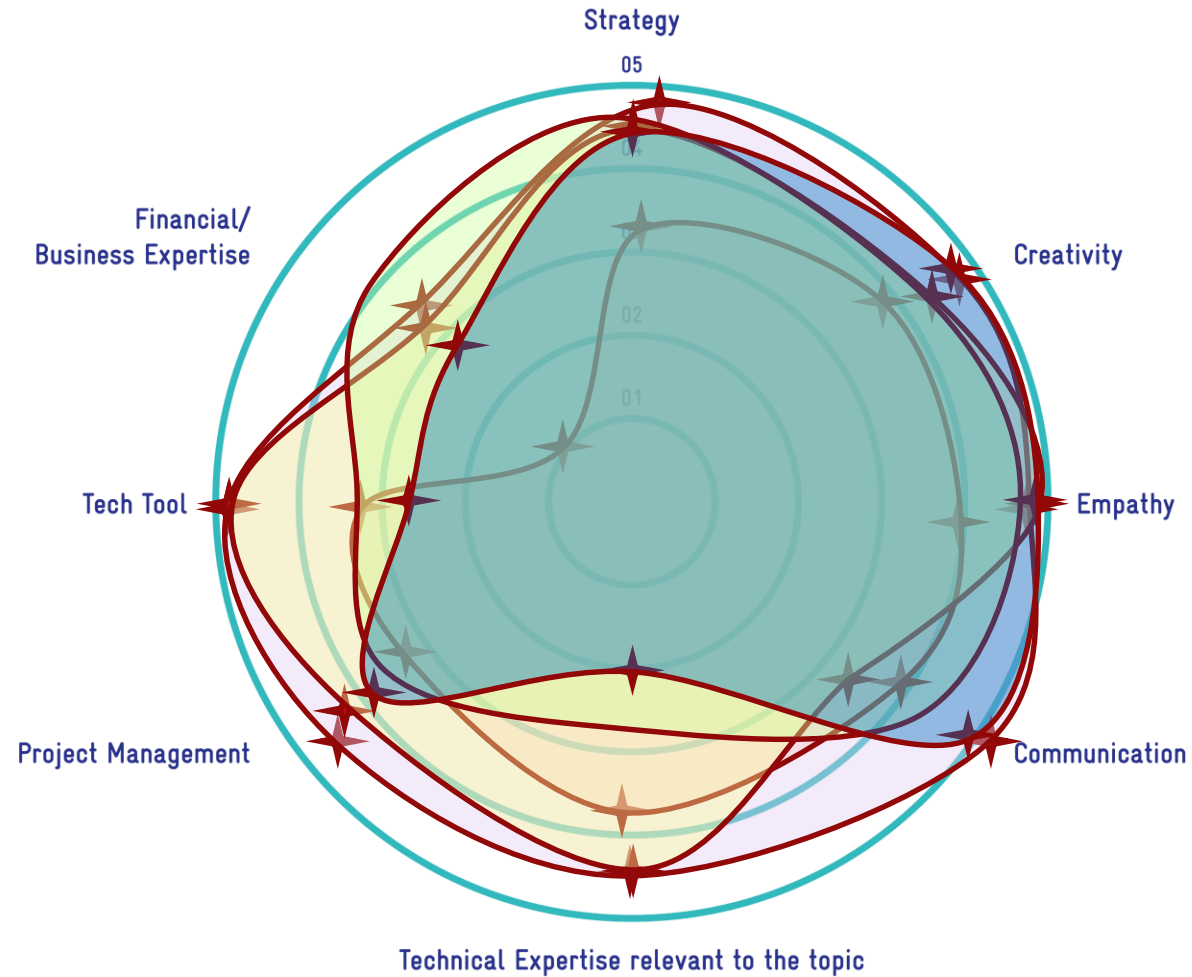


Faisal Nisar (INFJ-A)

Radar Chart/ Individual Strengths

Fill out in a scale of 1–5 your level of experience in the different areas

Align with team members afterwards to really visualize the strengths and weaknesses of your team



Overall Team Alignment

- Asim Adeel (ENFP-T)
- Jörn H. Rothacher (ISTP-A)
- Aiman Ahmed (INTP-T)
- Alexander Stenzel (ENFP-T)
- Faisal Nisar (INFJ-A)

Manual of me

Asim Adeel

Fill out to give your team members a better understanding of how you work best; regarding working hours, work environment and communications

I'd describe myself as...

Creative, far seeing, patient and team player

I work best when...

I am in a team and when I am influenced by an idea

I am a bit triggered by...

Positively: Innovation, creativity and brainstorm

Negatively: Arrogance, stupidity

I prefer communicating in these ways...

To keep things UpToDate and share values and knowledge

When receiving feedback, it's important that...

It should be logical and I can even hear against me, but criticism should be productive

People might misunderstand me when I...

Am very easy-going and welcoming

You can win me over with...

Logic, good heart and clarity of vision

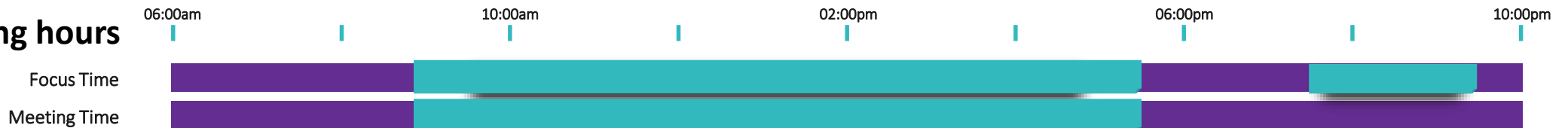
By joining this team, I'm really looking forward to...

Make this team win each and every obstacle.

In meetings I (am/feel)

If meetings are waste of time, then I am devastated, if those are productive then I get best out of it.

Working hours



Manual of me

Aiman Ahmed

Fill out to give your team members a better understanding of how you work best; regarding working hours, work environment and communications

I'd describe myself as...

Curious, observant, meticulous, learner

I work best when...

I have flexibility to pace myself and a degree of autonomy. I also work best under pressure and enjoy complex problem solving the most

I am a bit triggered by...

Indecisiveness and poor communication

I prefer communicating in these ways...

Verbal communication

When receiving feedback, it's important that...

Polite and constructive

People might misunderstand me when I...

Uninterested, bored

You can win me over with...

Good arguments, creativity and coffee of course!

By joining this team, I'm really looking forward to...

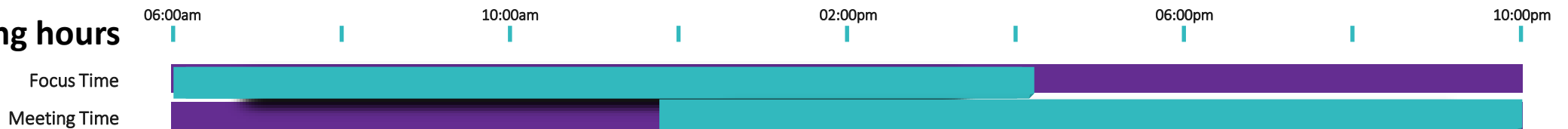
Picking up new skills and contributing to a project with a worthy cause

In meetings I (am/feel)

Quiet and reserved until I contextualize how the discussions are contributing to the bigger picture/end goal.

Interactive and engaging

Working hours



Manual of me

Joern Rothacher

Fill out to give your team members a better understanding of how you work best; regarding working hours, work environment and communications

I'd describe myself as...

Quiet, reliable and likes working in the background

I work best when...

I'm interested in a topic and under time pressure

I am a bit triggered by...

Positively: Coffee and a good team

Negatively: Bad internet connection and indecisiveness

I prefer communicating in these ways...

Short and simple

When receiving feedback, it's important that...

It's straightforward and not packaged in kind words

People might misunderstand me when I...

I am tired

You can win me over with...

Great and innovative ideas

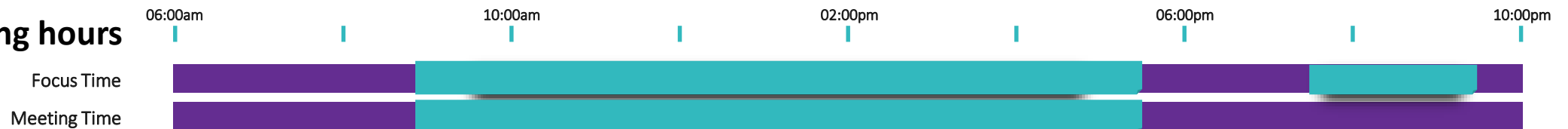
By joining this team, I'm really looking forward to...

Deep dive in a new thematic topic and to work in a dynamic team

In meetings I (am/feel)

Quiet until it's necessary

Working hours



Manual of me

Alexander Stenzel

Fill out to give your team members a better understanding of how you work best; regarding working hours, work environment and communications

I'd describe myself as...

A creative team player, who is still watching and challenging the project

I work best when...

when it is not only for generating money but when it also makes sense in terms of helping somebody.
When there is a realistic goal

I am a bit triggered by...

Negatively: arrogant behaviour
Positively: when I realize that while working I am developing my own skills.

I prefer communicating in these ways...

open, frankly and not tactical

When receiving feedback, it's important that...

it is honest, open and constructive

People might misunderstand me when I...

when I am tired

You can win me over with...

the right mixture of enthusiasm and realistic goals

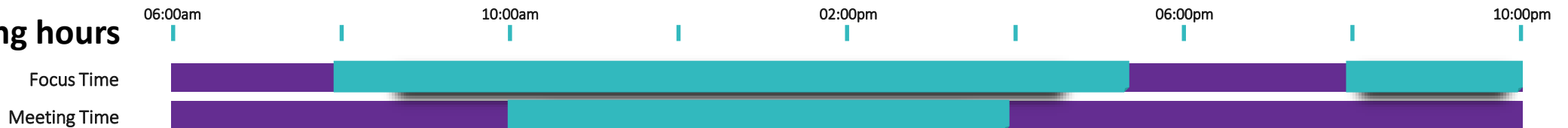
By joining this team, I'm really looking forward to...

see our project grow step by step and to see that finally it will work for the sake of the people we are trying to help.

In meetings I (am/feel)

like to have a clear purpose, time limit and result, otherwise I lose my concentration

Working hours



Manual of me

Faisal Nisar

Fill out to give your team members a better understanding of how you work best; regarding working hours, work environment and communications

I'd describe myself as...

Entrepreneur and Adventurer

I work best when...

I have a Target

I am a bit triggered by...

Positively: Sense of achievement

Negatively: stupidity

I prefer communicating in these ways...

Written

When receiving feedback, it's important that...

Its clear and concise

People might misunderstand me when I...

speak in foreign language

You can win me over with...

Clear comments and creative ideas

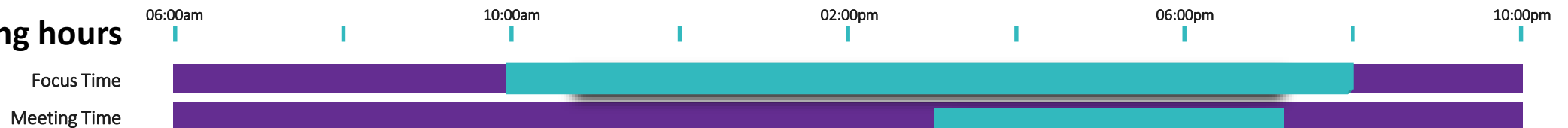
By joining this team, I'm really looking forward to...

Learn and Play my part in Helping many

In meetings I (am/feel)

Agenda must always be clear and time should be saved if we all are prepared accordingly

Working hours



Gap Analysis

Select one area where you identify a missing skill

What is the missing skill?

Do you have someone in your team that could learn this skill?

Where could you find the skill externally?

Did you already approach this person/organisation?

Example: we need someone who can tell us more about CO2 capture in building

technical knowledge on CO2 Capture

No - we need in-depth expertise, PhD level

In a research institute, in a startup working on a similar project

not yet but our challenge partner might be able to help us find someone

Payment and Finance Expertise

Finance Management in terms of following localized tax and banking rules

Possibly, but not that fast

In the FMB and other GIZ projects, as well as through one of our external challenge partners

Yes, we have gotten a positive feedback from the external challenge partner, and are currently awaiting a response from the identified colleagues in GIZ

Project Finance Management

Budget planning and overview of GIZ finance rules

No

With our challenge partners who have project finance managers available

No

Team Canvas

Team Name: Helpers

Date: 16.07.2021

People & Roles

What are our names and the roles we have in the team?

Jörn Rothacher (challenge partner & GIZ e-Commerce Expert)

M Faisal Nisar (IT & Development Expert)

Aiman Ahmed (Regional & e-Commerce Expert)

Alexander Stenzel (Communication & Visualization)

Asim Adeel (Team Lead)

Goals

What do we want to achieve as a group? What are our key goals that are feasible, measurable and time-bounded?

Develop the Helpers platform by 2022

Get to the accelerator round to further develop the Helpers idea

Find 10 NGO & E-Commerce Partners by Q2 2022

Personal Goals

What are our individual personal goals? Are there personal agendas that we want to open up?

Being part of a project to Give Back

Have a positive lasting footprint / impact for future generations

Values

What do we stand for? What are guiding principles? What are our common values that we want to be at the core of our team?

Team work

Creative Solution oriented

Passion to Prove

Openness and transparency

Problem Impact:

What each one of us needs to be successful? What are our personal needs towards the team to be at our best?

Clear communication

Clear shared Vision

To be able to rely on the others

Rules & Action Points

What are the rules we want to introduce after doing this session? How do we communicate and keep everyone up to date? How do we make decisions? How do we execute and evaluate what we do?

Active participation in the teams channel

Fixed team meetings at the beginning and end of week

Sharing of all relevant information with the whole team

Purpose

Why are we doing what we are doing in the first place?

To enable projects to Help People in Need

Strengest & Assets

What are the skills we have in the team that will help us achieve our goals? What are interpersonal/soft skills that we have? What are we good at, individually and as a team?

Creativity

Focus-driven

Team spirit

Drive to succeed

Reliability

Diversity

3 Key learnings for your team:

Team work makes the dream work

Co-creations with all stakeholders

Get the finance right

Weaknesses & Development Areas

What are the weaknesses we have, individually and as a team? What our teammates should know about us? What are some obstacles we see ahead us that we are likely to face?

Finance management in donation projects

Connections to Charity Projects

Not yet sufficient information about individual donation strategies of target companies