

## Outcomes



BIG and many other funders use an outcomes based approach to their funding. This means that we are more interested in the difference a project will make rather than the choice of activities undertaken.

### What are outcomes?

Outcomes are the changes that will come about as a direct result of your work.

### Why are outcomes important?

Our assessment of your application is based around your outcomes – how well your outcomes are meeting an identified need, how likely you are to achieve them and how well they fit with the aims of our funding.

### Identifying your outcomes

Think about goals, aims, effect and reasons why rather than just targets, outputs, and amount spent. What is the difference your project will make, and who will it make a difference to?

You should also think about how you will demonstrate the difference your project will make.

Your outcomes should answer the following questions:

- ▶ What is the change you intend to make?
- ▶ Who will it benefit?
- ▶ How will it benefit your target group?

Who – people or organisations who will benefit	How - should relate to change or difference	What – what is changing
<ul style="list-style-type: none"> <li>▶ Young people</li> <li>▶ Lone parents</li> <li>▶ People with learning disabilities</li> <li>▶ Older people who are experiencing loss of mobility.</li> </ul>	<ul style="list-style-type: none"> <li>▶ Improve</li> <li>▶ Decrease</li> <li>▶ Reduce</li> <li>▶ Expand</li> <li>▶ Develop</li> <li>▶ Sustain</li> </ul>	<ul style="list-style-type: none"> <li>▶ Knowledge</li> <li>▶ Skills</li> <li>▶ Environment</li> <li>▶ Ability</li> <li>▶ Relationships</li> <li>▶ Opportunities</li> </ul>
25 young carers experience	improved support through	better coordination of service

# THE E E H S T C A E

Before you send us your outline or full application think about the following points:

- ▶ Are your outcomes relevant to the activity of the project?
- ▶ Do you know how you will measure your outcomes?
- ▶ Are your outcomes specific and realistic?
- ▶ Can you achieve your outcomes within the lifetime of the grant?
- ▶ Is there a clear link between the evidence of need for the project and its outcomes?

When expressing your outcomes, keep them short and avoid providing too many.

Use plain English – never jargon. And remember your outcomes must be in your power to deliver.

## Measuring Outcomes

Make sure that you have robust plans in place to track and measure your outcomes. We ask you to tell us about your milestones. These are the targets that will help you report on progress of your project.

Your milestones will show us how you will measure the progress of your activities but also how well you are achieving your intended outcomes.

Progress of outcomes can be measured using outcome indicators. BIG will not normally ask you to identify outcome indicators separately, but only as part of your milestones.

When setting your outcome indicators, you should think about how you will know that a change has happened, and how you will know that there has been progress towards your outcome.

You can use a variety of tools to measure outcomes, including questionnaires, surveys, focus groups, video diaries and one to one interviews. This should be an ongoing process and should be reflected in your milestones.

For further guidance refer to the “Explaining the difference” guide or contact the Scotland Information team at [enquiries.Scotland@biglotteryfund.org.uk](mailto:enquiries.Scotland@biglotteryfund.org.uk) or 0870 240 391.

Outcome	Milestones - Progress of Activities	Milestones - Outcome Indicator
▶ 40 people with ongoing mental health difficulties have increased confidence by the end of the project.	<ul style="list-style-type: none"> <li>▶ 40 service users attended discussion meetings by month 6.</li> <li>▶ 20 people take part in shopping trips with befriender by month 8.</li> </ul>	<ul style="list-style-type: none"> <li>▶ 40 people able to take part in discussion.</li> <li>▶ 20 people report feeling less nervous about going out in public.</li> </ul>