

Resilient NGOs – which organizations will survive?

25. 5. 2023 – FAOO – CEE Fundraising – sharing experience

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Isolation

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Isolation

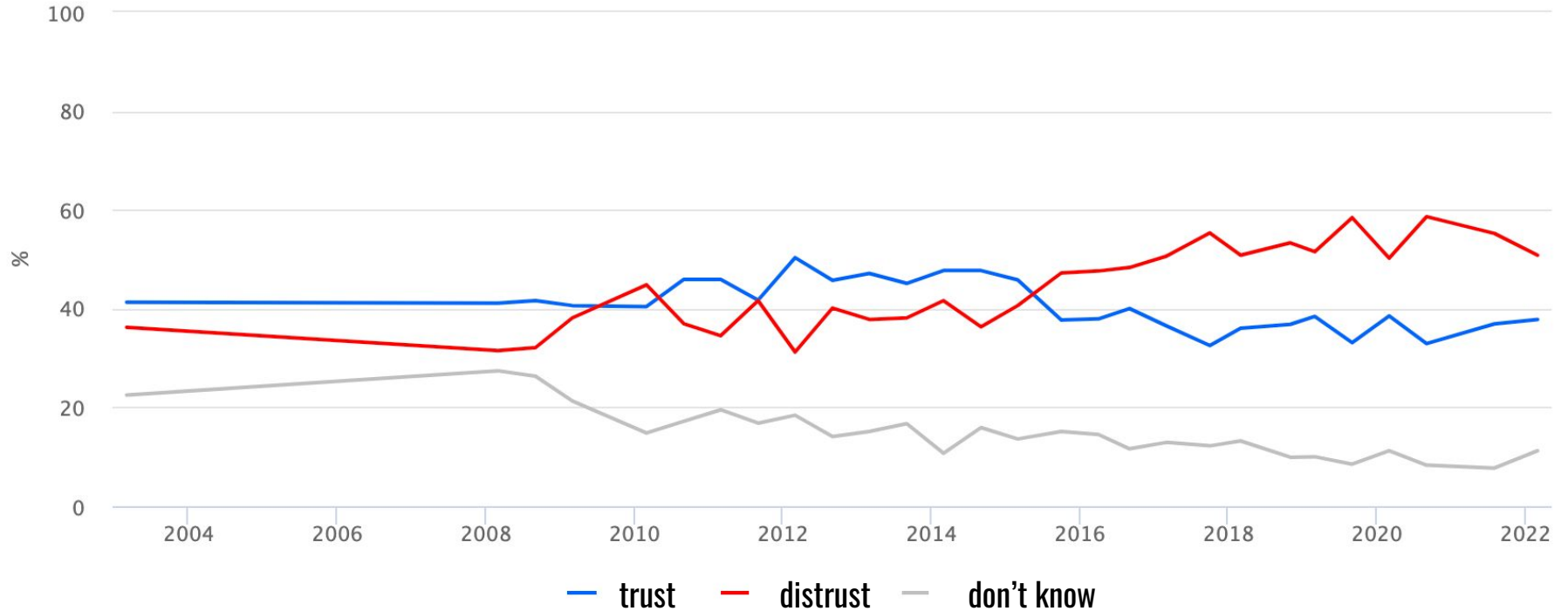
*poor
communication*

*society not
understanding
NGO*

*low trust of
society towards
NGOs*

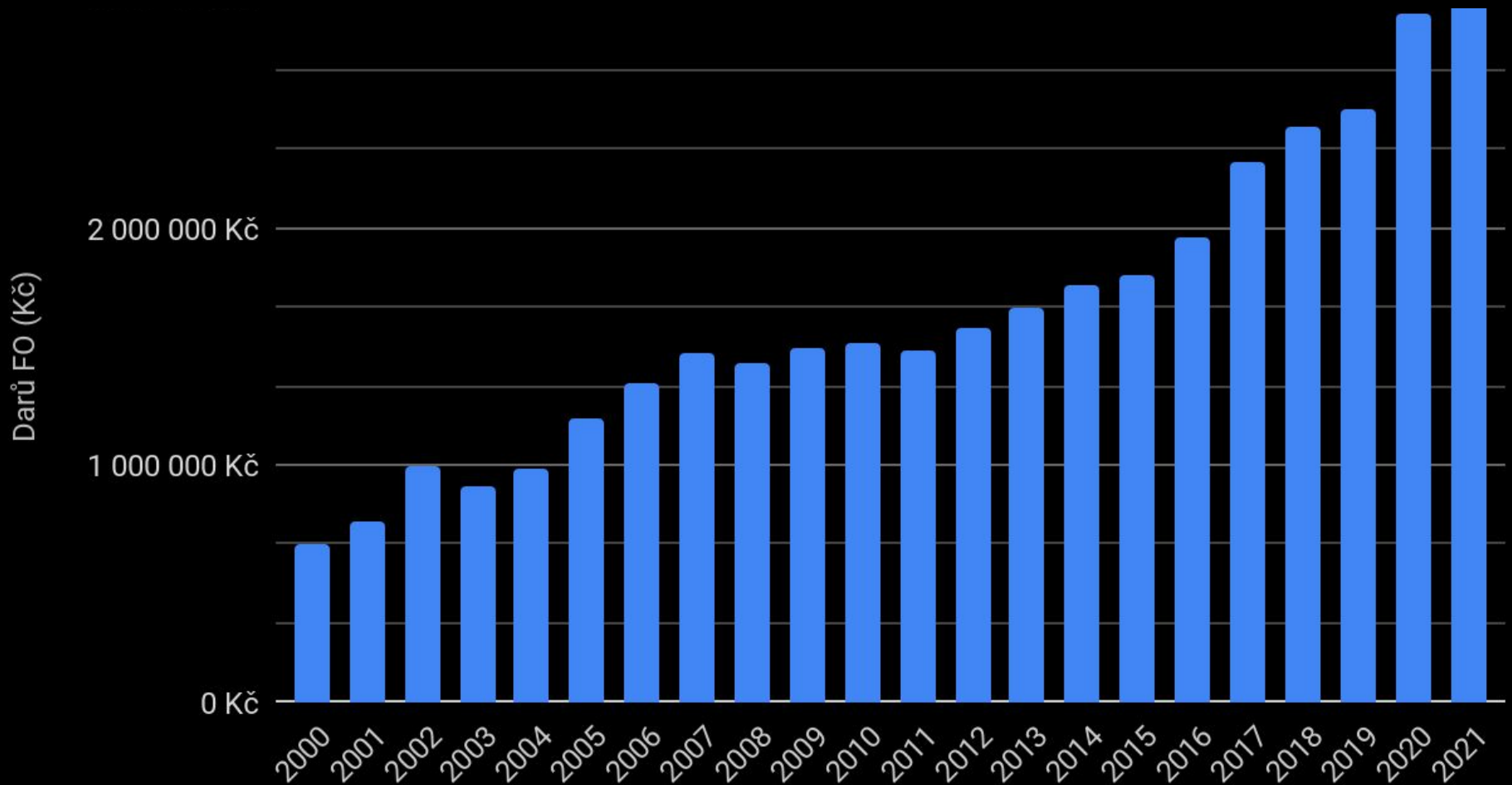


Do you trust NGOs?



Source: CVVM, <https://cvvmapp.soc.cas.cz/#question24>

Donations from individuals



Source: Financial Administration of the Czech Republic

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Isolation

non-profit
narcissism,
resignation to FR/KOM
capacities

poor
communication

society not
understanding
NGO

low
self-confidence
that someone
cares about us

low trust of
society towards
NGOs



Isolation



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A woman with short, wavy white hair and black-rimmed glasses is looking directly at the camera. She is wearing a dark, possibly black, jacket with visible buttons. The background is slightly blurred, showing what appears to be a room with a white wall and some colorful objects on the right side.

Are you
looking **in** the
mirror or
from the
window?

Source:

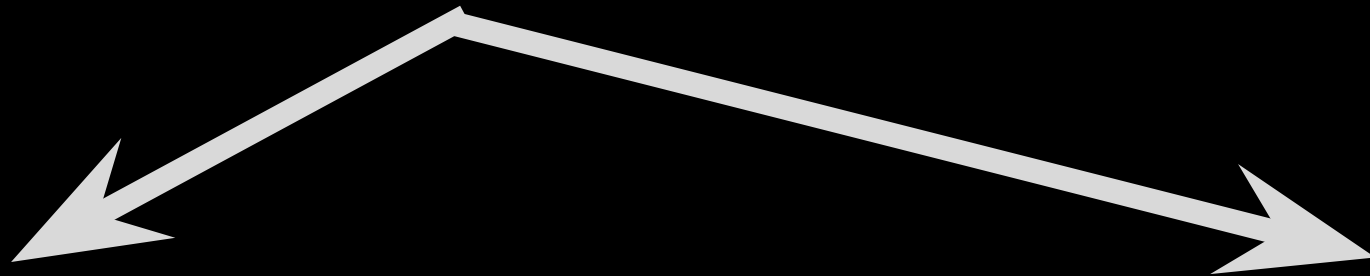
<https://onlineproneziskovky.thinkific.com/courses/procesy-a-efektivni-organizace>

input **activity** **output** **outcome** **impact**

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Under one mission

two target groups



input activity output outcome impact

*donors
employees
volunteers
ambassadors
etc.*

*who benefit from the
services*



organizational culture

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 **salesforce.org**

2022 NONPROFIT PULSE TRACKING CHANGE IN EUROPE

JANUARY 2023

A joint report published by:



European Fundraising Association

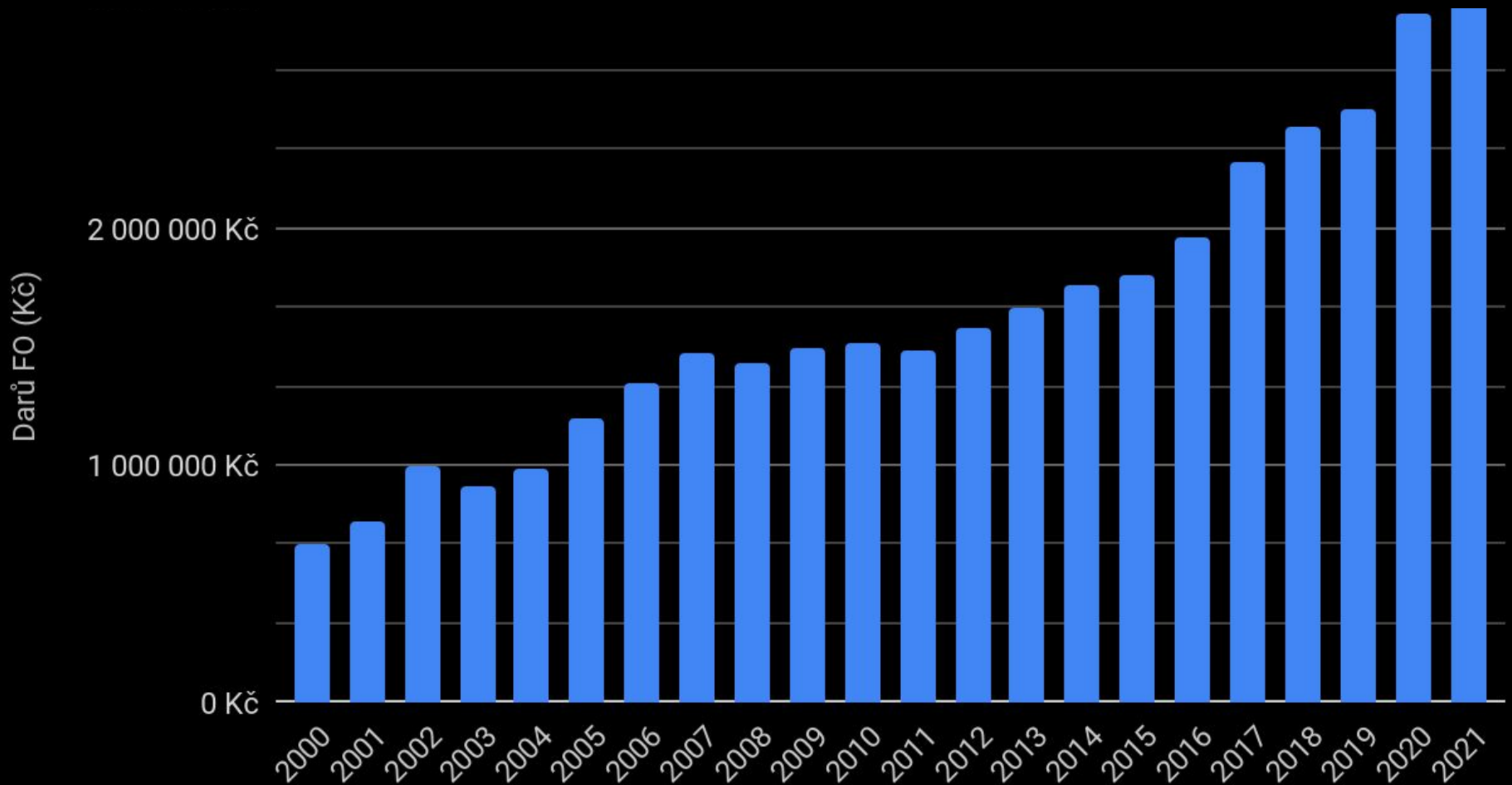


Which of the following issues are most challenging your nonprofit right now?



- + Rising demand**
- Lack of resources**

Donations from individuals



Source: Financial Administration of the Czech Republic

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- + Rising demand**
- Lack of resources**

- + More people need our service**
- We cannot get more people excited about our cause**

**It's not about specific
culture of the country**

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It's about

your organisation culture

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Workload?

internally human-oriented organizational culture

Lack of sources?

externally human-oriented organizational culture

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open
organization
culture

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How I personally recognize open organization culture

- 1. has a communication and fundraising know-how and practicing it**
- 2. has culture of clear accountability**
 - a. internally – culture of continuous learning**
 - b. externally – clear impact report**
- 3. is inviting people inside (in order to deal with their nonprofit narcissism)**

open
organization
culture

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