



MODULE 1

# WORKSHEET

## Influencing Financial Flows



**OBJECTIVE:** Identify the conditions that support the ability to move money across sectors or organizations in your region so you can think more comprehensively about how to influence financial flows.

**TIME:** Approximately 45 minutes

**MATERIALS:** One copy of this worksheet (for leading the exercise)

**PARTICIPANTS:** A few members of your multisector partnership or organization, or other trusted colleagues.

### To Begin

Think of an initiative—from your multisector partnership or otherwise—that successfully redirected money to support health transformation in your region. This could be a new tax, new funding for a public health intervention, membership fees to support the integrative activities your organization handles, etc. Agree on what initiative you'd like to discuss as a group.



As you work through these questions, it's likely you'll discover a tension between control and influence. While you probably don't control the flow of money through your region, you do have influence. Think about how you can best leverage that influence.

1. Who initially produced this funding? When this proposal was made was there any pushback and, if so, why? Were there any surprises in how it was received? If so, what was their nature?



2. What key steps did it take to gain traction and move the proposal forward? Were there extraordinary efforts and/or a certain amount of courage required? If so, what was its nature?

3. To what extent did getting support for the proposal require each of the following?

Conditions That Could Impact Willingness to Move Money	1 = none/not at all required 5 = extensively required
Willingness to take risks	
Problem solving	
Securing champions/political support	
Determination to persevere through challenges and setbacks	
Unity of key stakeholders	
Relationship building	
Financing expertise	
Focus on the long term over the short term	
Building a shared understanding of the problem	
Building confidence in population health and multisector partnerships as frameworks for change	
Other (please list)	



4. How long, approximately, did the initiative take to accomplish from idea to implementation? What factors influenced the length of time?

5. Under what conditions would you recommend it be done again?

6. What insights did this worksheet reveal that you could apply to one of your financing challenges?

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