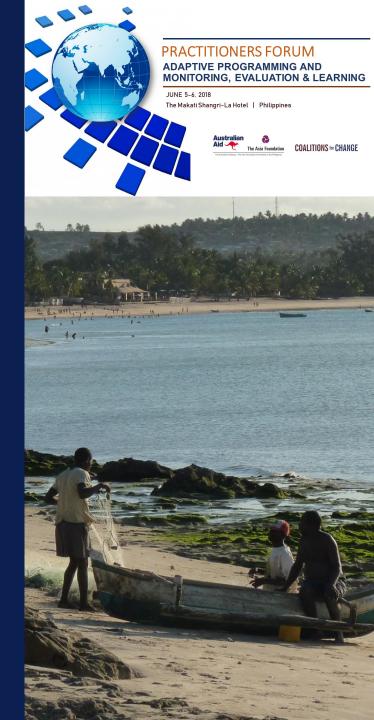
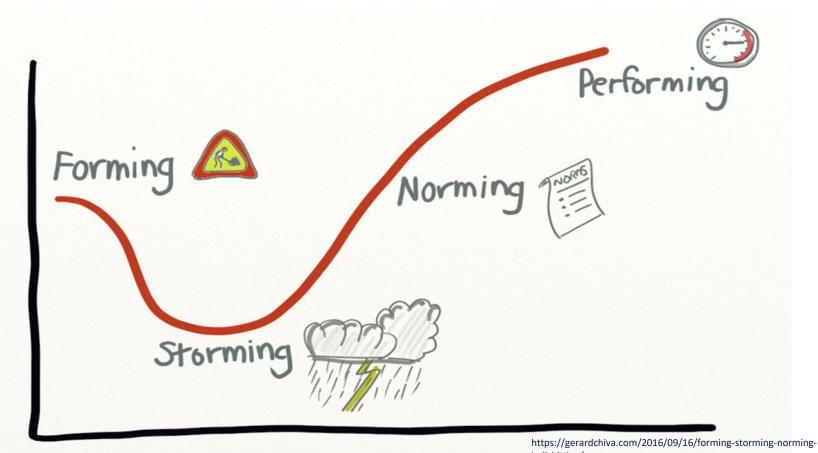
# Theories of change Theories of people

Ben French





#### **Team**



How do individuals understand -

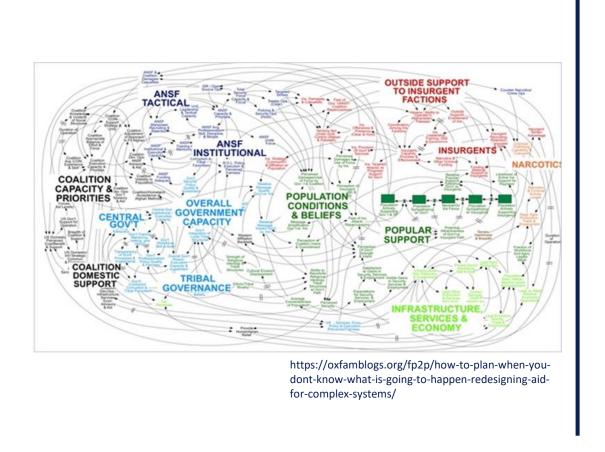
their objectives

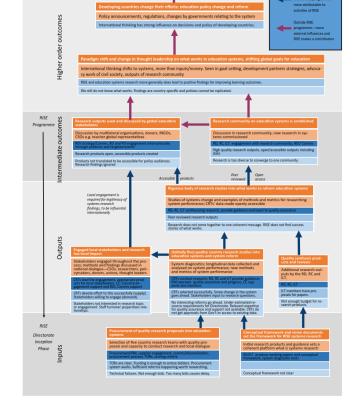
team objectives

Is the team bought in?

bullshitting/

## FORMING: tyranny of the logframe!





## STORMING: do you trust me?



1. M&E is seen as a chore, tick-box exercise leading to **low** interest.

Trust rules the roost

Constantly working
to reinforce learning



2. M&E is seen as an auditor leading to anxiety, gaming and perverse incentives.



3. Funder needs **reassurance** that programme is achieving its objectives

© OPM

### **NORMING:** the ToC becomes the norm



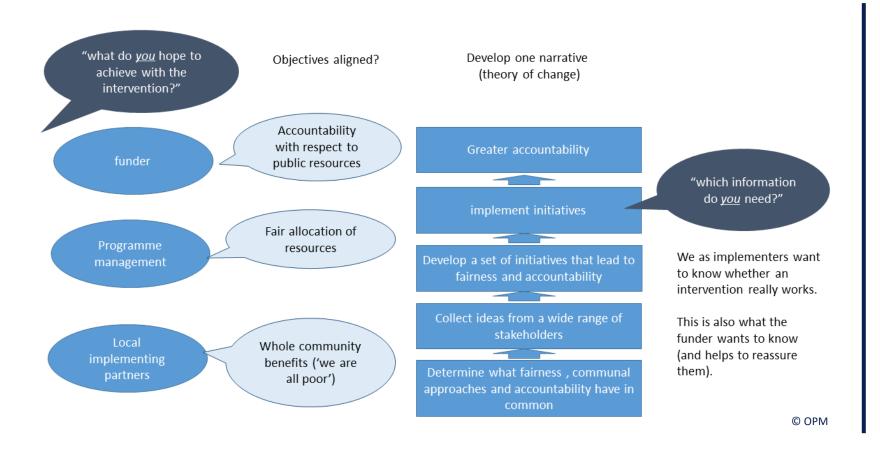
Kerry Selvester

MEL WORKSTREAM LEAD

**Facilitated** 

One vision and way of seeing the programme

## **NORMING:** the ToC becomes the norm



**Facilitated** 

One vision and way of seeing the programme

#### PREFORMING: can see & touch ToC



Elevator pitch

ToC = objective

Objective = ToC

