The Bridgespan Group's Nonprofit Development Program (BNDP) and Funding Models Program: Frequently Asked Questions

This FAQ provides answers to common questions about BNDP in general and our Funding Models program specifically. For information about our other programs, please visit our **BNDP Asia overview page**, where you can also request more information.

General Questions about BNDP

1. Is the BNDP program free or paid?

BNDP is a paid leadership coaching program for nonprofits and social enterprises. After you express interest by filling out the form on our website, our team will connect with you when the specific program for which you have expressed interest is launched to share program details, including pricing. Many funders are open to supporting capacity-building initiatives, so we encourage you to reach out to yours.

2. Is the program in-person or virtual?

The program is fully virtual. All coaching calls, plenary events, and workshops are conducted on Zoom—making it easy for teams across India and other countries in South and Southeast Asia to participate without any travel barriers.

3. Who from the organization should participate?

BNDP modules are designed for leadership teams, not just the CEO or Executive Director. We require a minimum of three participants and recommend a maximum of seven to eight participants from each participating organization. We strongly encourage the CEO/ED to participate alongside their team.

4. Is it a cohort-based program?

Yes, 12 to 20 organizations participate as a cohort. Each organization, however, receives fully personalized coaching experience given their context. We will assign two BNDP coaches to your organization, and the broader coaching team regularly will discuss your context to ensure rich, customized support.

5. Is this support for any particular type of organization?

BNDP coaching is tailored to each organization's specific context and needs, so the sector or size of the nonprofit is not a limiting factor. We have worked both with smaller grassroot organizations and large nonprofits across sectors including education, healthcare, climate, gender, and others.

6. How long is the module and what commitment will my team or I need to make?

Each module runs for four months. Team members should be prepared to spend between two and three hours per week on the program, which includes time for self-study and pre-work, internal team meetings, coaching calls, and cohort-wide events.

7. What does the process look like?

Modules follow a structured yet flexible approach. Participant teams meet for a kickoff and five internal team meetings over a four-month program. Prior to each team meeting, members complete online pre-work. Each team meeting is followed by a coaching call to reflect and take the work forward. Throughout the process, Bridgespan coaches are there to help each team.

Each module includes:

- **Internal team meetings:** The team comes together as a group for two hours every two to three weeks to discuss key issues.
- **Individual online learning:** All team members gain access to our online platform and complete assignments before meeting as a team.
- **Coaching calls:** Team members participate in four to five one-on-one virtual coaching calls with the Bridgespan team.
- **Cohort wide events:** The full team participates in plenary sessions with guest speakers. Select team members attend workshops and office hours.

8. What is the Bridgespan coach's role?

Bridgespan coaches walk alongside participating organisations on this journey. They guide you by providing input and feedback on your team's outputs and assignments. They facilitate structured discussions, pressure test assumptions and help teams deep-dive into critical questions. They work with teams as thought partners to refine their hypothesis and outputs. Coaches bring a depth of knowledge and experience that they leverage to make this a deeply impactful and personalized experience.

9. Can we participate in multiple modules at the same time?

Given the time commitment each module requires, we do not encourage teams to participate in multiple modules simultaneously. This is to ensure that you make the most of each module.

10. What support is available after the module ends?

Even after the module concludes, we're happy to stay in touch! Alumni can reach out for quick calls—we're glad to offer input or be a sounding board. We also share different opportunities with our alumni network, including available scholarships, sectoral webinars, and more.

11. As a funder, how can I support my partners?

If you are interested in knowing more how BNDP can support your grantee partners, please fill out the form on our website or reach out to **bndpcoach@bridgespan.org**, and someone from our team will get in touch with you to discuss potential partnership opportunities.

Questions about the Funding Models Program

12. How can I be confident this content will be relevant for my organisation?

Over the last two decades, Bridgespan has helped many nonprofit organisations develop effective funding strategies. Moreover, as an intermediary organisation, we have a unique vantage point from which we understand both funder and nonprofit needs. This perspective helps us shape our modules. We have designed the module to ensure it is impactful, actionable, and sustainable.

13. Will the participating teams be introduced to funders as part of this module?

To avoid conflicts of interest, we do not facilitate introductions or connections between funders and nonprofits.

The program will, however, equip you with tools to identify and prioritize the right funders, along with guidance to create compelling pitch materials. You will leave with the confidence and clarity to approach funders independently.

14. We do not have a dedicated fundraising team. Can we still participate in this module?

Absolutely. A dedicated fundraising team is not required to benefit from this program. The content is designed for leadership teams and team members who are involved in shaping and advancing an organisation’s funding goals. It's also a great fit for team members who want to strengthen their fundraising capabilities and develop practical tools to support sustainable funding efforts.

15. Is it ok if only our fundraising / partnership heads attend this?

No, the module requires a team of three to seven leadership team members, including CEO/ED involvement. At different points in the program, the team will make important decisions related to your organisation’s funding strategy. Therefore, it is important for leadership team members other than fundraising/ partnership leads to participate.

16. Do we need a program strategy to create a funding model strategy?

Having a program strategy is a pre-requisite for this program. We will spend some time discussing, refining (if needed), and articulating your program strategy in a simplified way. However, this requires the participating teams to have thought about the strategy beforehand.

If you are looking to develop your organisation’s strategy for the next three to five years, consider joining our **Designing Strategy** module instead.