



SOS CHILDREN'S
VILLAGES
INTERNATIONAL

Pro-Action Café
"Connecting our experiences
for even more powerful
fundraising"



MAKE
IT HAPPEN...
together!

FDC GLOBAL
SKILLSHARE 2015

Looong coffee break gets creative juices flowing at the FDC Global Skill Share Conference 1st – 4th June 2015, Mayerhofen, Austria



It buzzed with excitement and anticipation as 150 delegates to SOS Children's Villages International's Fund Development and Communications Global Skillshare Conference gathered for a long, eventful coffee break –The SkillShare Pro Action Café - in the Europahaus conference centre in Mayrhofen, Austria at the beginning of June 2015.

The invitation...



Pro Action Cafe



14:00 - 18:00

A working and networking session to collectively go deeper into any burning issues not addressed in the formal conference schedule.

We invite you

- to bring your own “real work” issues, topics, networking needs, deas, hopes and dreams about fundraising.
- to listen to your colleague’s burning questions and share your knowledge, experiences, insights and opinions.
- to co-create projects, actions, adventures, or journeys with like-minded colleagues and their fresh and new perspectives.

Join us to experience new ways of collaborating and growing together in our community of fundraising professionals bringing fundraising and communications in our organisation to the next level.



“The most networking and sharing at conferences happens during coffee breaks. This is a long, long coffee break with all your colleagues from all over the world. All your collective knowledge, expertise and energy are gathered in one place. My wish is that you will get to know each other, share, listen and stay in touch afterwards,”

Roumiana Iordanova, ProAction Cafè Host and Knowledge Management Advisor for SOS Children's Villages International, told the café-goers.





Welcome!

Once the principles of the Pro Action Café were explained, the delegates broke up into two groups, with half of them going to one “coffeehouse” and half of them to another. Inside, they gathered around small tables, with no more than four to five people to a table.



Café hosts invited their guests to bring their own “real work” issues, topics, networking needs and ideas to the group. The leading question was:

What is my issue or question that I want to get inspiration for?

Those who responded, were identified as topic callers, while the rest became travellers.

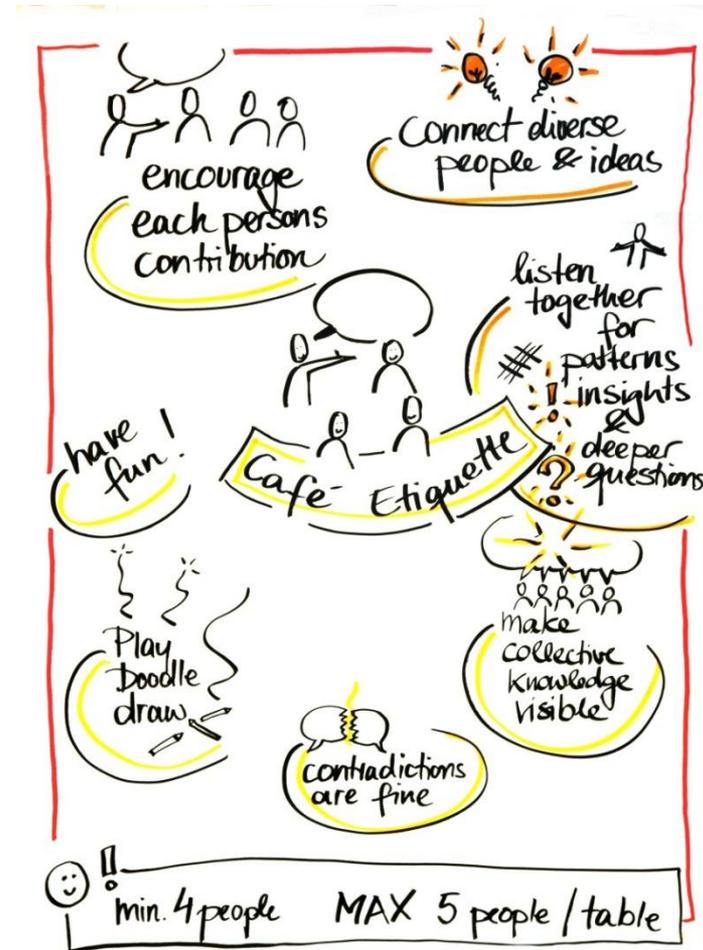


The discussions were broken up into three rounds, with the travellers moving to a different table each time while the topic caller stayed put.

The café etiquette...

As in any coffeehouse, guests had to comply with "café etiquette":

- Encouraging and allowing each person to participate
- Listening for patterns, insights and deeper questions
- Making collective knowledge visible
- Accepting that contradictions are normal when diverse people and ideas are connected



The flow...



SOS CHILDREN'S VILLAGES
A loving home for every child

FDC GLOBAL SKILLSHARE 2015
PRO-ACTION-CAFÉ

Arriving together



Themes



Question Round 01

What is the Quest behind the question?



Question Round 02

What is missing here?



Question Round 03

What is the next (elegant) step?

Harvesting together our Results

Pro-Action Café
"Connecting our experiences for even more powerful fundraising"





Round 1: During the first round, café-goers were asked to find the so-called **quest behind the question**.

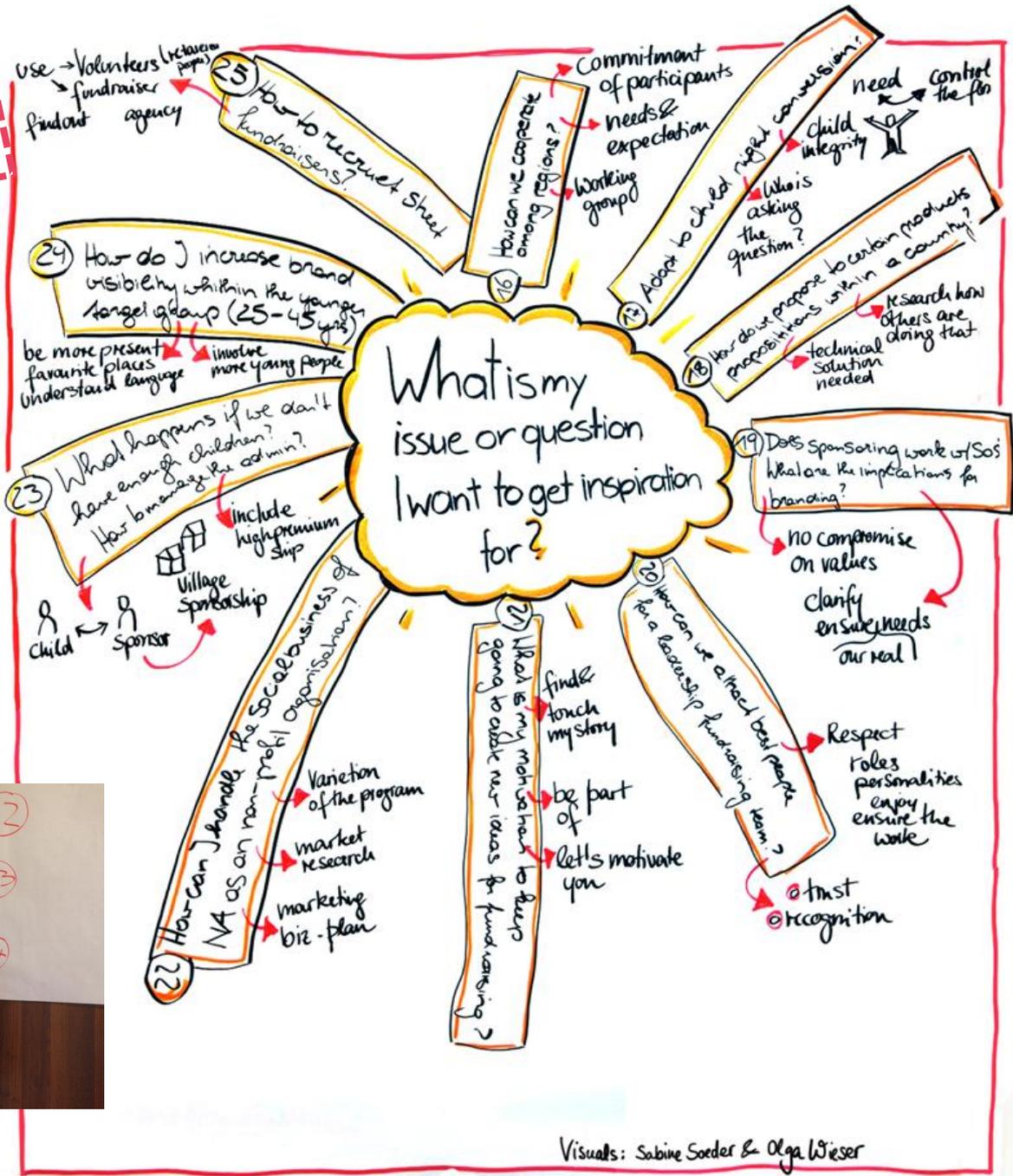
Round 2: In round two they had to ask themselves **what is still missing**

Round 3 required a summary of the topic and discussion, identifying possible **next steps**.



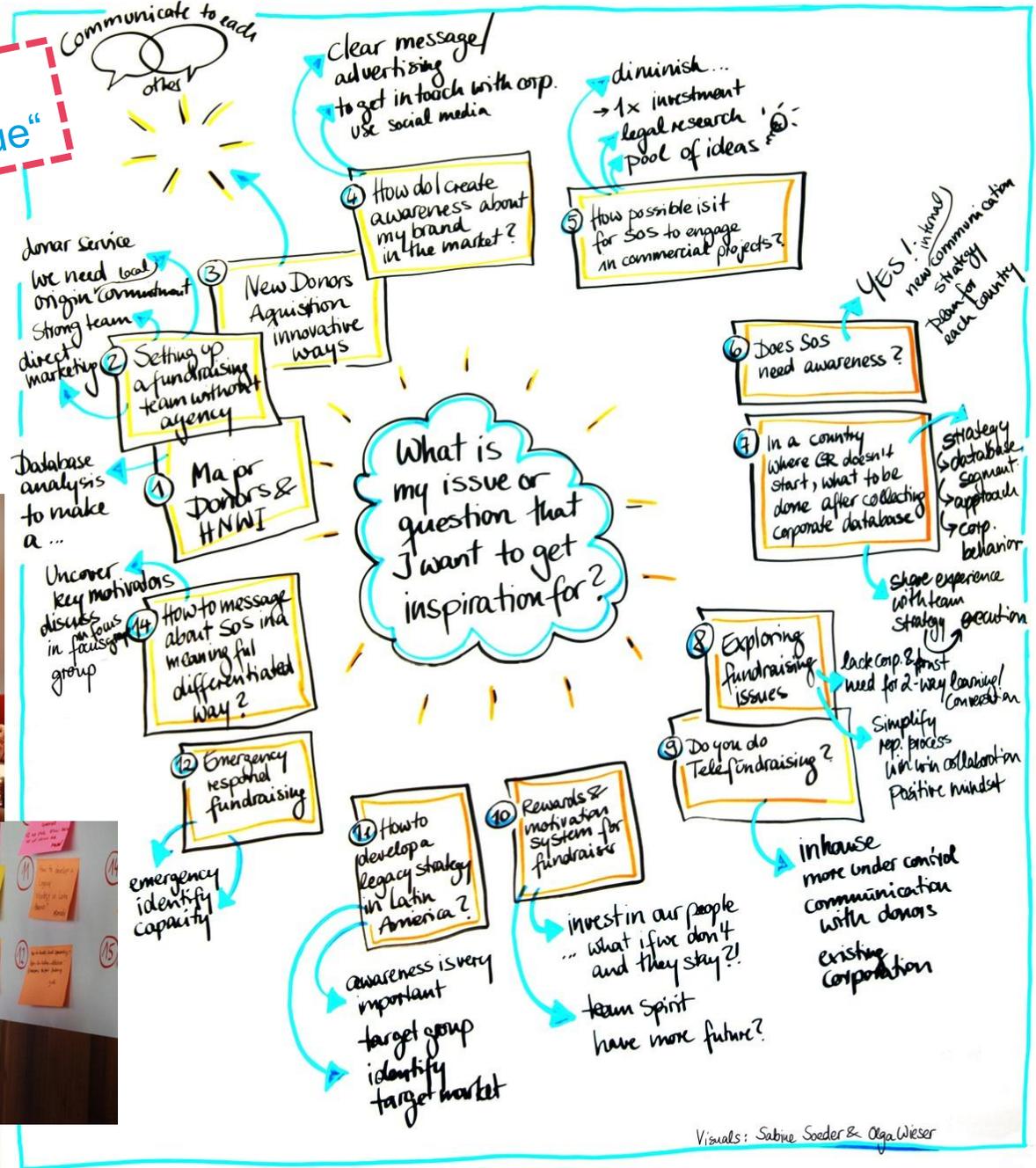


Topics raised in coffeehous „red“



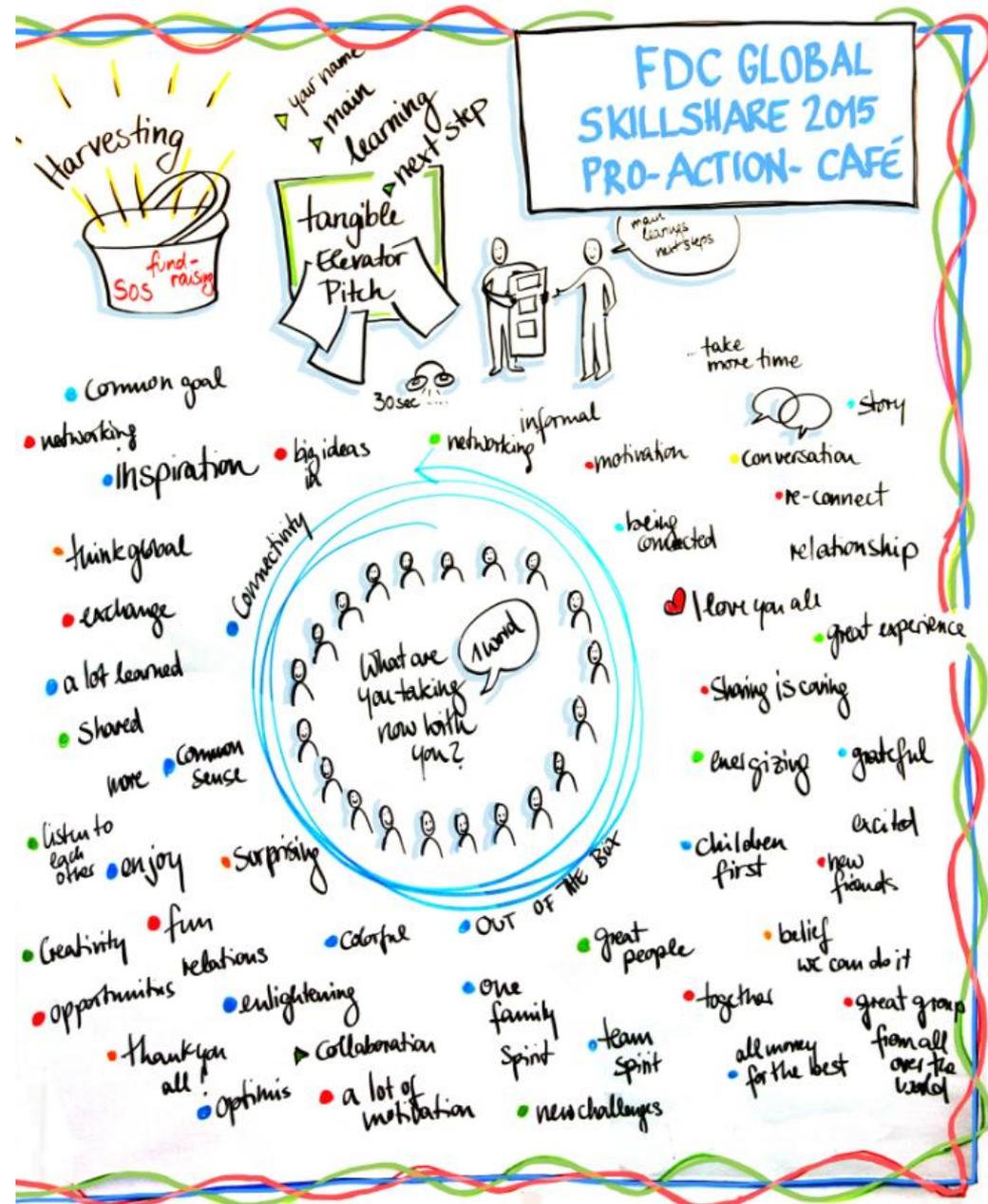


Topics raised in coffeehouse „blue“



During the harvesting it was agreed that the Pro Action Café showed both tangible results in the form of proposed actions and solutions as well as intangible results in the form of relationship building.

Delegates were invited to put their names and contact details on topic sheets they were interested in. Thus they will remain part of future discussions and possible projects flowing from the Pro Action Café.





**SOS CHILDREN'S
VILLAGES**
A loving home for every child

**FDC GLOBAL
SKILLSHARE 2015
PRO-ACTION-CAFÉ**

We connect our perspectives & experiences...

*... for even more
powerful
fundraising...*



... and for the wellbeing of our children!

What café-goers afterwards had to say about the Pro Action Café:



*"Connecting our experiences
for even more powerful
fundraising"*



"It was a wonderful experience in terms of going in depth into the on-the-ground issues and real problems. Obviously it did not offer concrete solutions, but rather ideas to explore that should lead to a better grasp of the problems. It is a very interesting approach to problem solving and definitely inspirational."

Amedee Dabeescharun, National Director SOS Children's Villages Mauritius (traveller)



"It is a good method to combine with the other sessions we've had. Opening up topics for more thorough discussion and putting them on the agenda was good."

Lynette Leibach, Director Fund Development and Communications for East and Southern Africa (traveller):



"The pro action café has been a great sharing method to bring up issues that sometimes stay trapped under the surface as they may not "fit" into the overall global and strategic agenda, but still express the daily challenges our coworkers have to cope with."

Anita Schmidinger, Knowledge Management & Innovation, International Office (traveller)



"My topic was how to raise brand awareness to become the preferred NGO with donors in Romania. I got very good feedback and great ideas and possible solutions during the final round. It was definitely a worthwhile exercise."

Carmen Elena Bruma, Head of Public Relations and Fundraising in Romania (topic caller)

Thank you!



FDC GLOBAL SKILLSHARE 2015 PRO-ACTION-CAFÉ

Ursula Hillbrand

is a participatory host, trainer and coach in the European Commission. She has worked since 1995 in different policy areas, currently in corporate management. She has applied Art of Hosting as a pioneer in her multicultural work environment and in the EU Institutions designing and supporting participatory processes and events. In 2010 she founded the Bregenz Salon, a hub for the Art of Hosting for the German speaking world and beyond.

ursula.hillbrand@salonhosting.net



Christian Hörl

is working as a coach and Facilitator with the background of social, political and economical organizations and context. He is since 2006 responsible for the dialogueproject Arbogast in Götzis, Austria and Co-Host of the projects of hope which invites laureates of the alternative noble price to Vorarlberg, Austria every year. Facilitating wisdom councils and host of different Art of Hosting processes always as part of a larger team.

christian.hoerl@inode.at



Sabine Soeder

is connecting as a Flow-Architect visuals & creativity with Collaboration and Leadership. She supports leaders, teams and organisations through innovative methods and formats to gain sustain results in strategic Visioning, Innovation & Change-processes. She is working as a consultant, facilitator and coach in diverse sectors of industries and organizations around Europe with her company CoCreativeFlow.

sabine@cocreativeflow.com



Harald R. Preyer

is an Austrian entrepreneur and founder of EUCUSA, a leading company for feedback processes worldwide. His passion is to see people through his camera as systems full of love and uniqueness in interactive processes. He will document our event with pictures touching the hearts of participants and spectators.

harald.preyer@eucusa.com



Your Hosting team

Olga Wieser

During her International Business studies, Olga specialized in corporate social responsibility and became a certified outdoor trainer. She has been working in product management, as a museum educationalist and as a concept developer in the advertising industry. She discovered her passion for Art of Hosting in 2013 at the Innsbrucker Salon. Since then she has been connecting people and creating spaces for meaningful and substantial conversations.

olga.wieser@innsbruck.salonhosting.net



Vera Scheuringer supports everyone to live their truth, dreams and solutions. Vera is the founder of Pegasus Management Consultancy in Innsbruck (2004). With her background as a psychologist and systemic coach she is specialised in horse-based leadership training. Since 1996 she has also escorted deprived children with her own riding school. Her driving spirit is „to develop people“.

vera.scheuringer@pegasus.co.at



Irene Gleischer

has been responsible for international ongoing training programmes for SOS Children's Villages co-workers at the Hermann Gmeiner Academy in Innsbruck / Austria for four years now. In her 16 years with WOW Children's Villages she has had the chance to learn a lot in different functions and is very happy to be responsible for the above mentioned field now. Always curious about people and the relationships with each other moving the question „How can we best live and work together?“ and „What makes us flourish?“

Irene.Gleischer@sos-kd.org



Roumiana Iordanova

„When you work in a group in which people participate deeply, you feel the energy grow ...“ Roumiana's passion is creating enabling environment for people to exchange in meaningful conversations, learn from each other and jointly bring forward what really matters. Currently she works as Knowledge Management Advisor at SOS Children's Villages International and has been pioneering in the fields of knowledge exchange, innovation and participatory co-creation. Roumiana is an excited Art of Hosting ambassador. She works with participatory methodologies as hosting member of the „Innsbrucker Salon“ - a learning hub and open space for bringing individual and collective passion in action.

Roumiana.Iordanova@sos-kd.org

MAKE
IT HAPPEN...
together!

The art of hosting conversations that matter



The **Pro Action Cafe** is a participatory process based on the principles of Art of Hosting. It is a space for creative and action oriented conversation where participants are invited to bring their call – project – ideas – questions or whatever they feel called by and need help and inspiration to manifest in the world.

Here you can find some general information on [Pro-Action-Cafè](#). And here is the link to the [Art of Hosting](#) homepage.

Contact me!

If you want to use Pro Action Cafe or other similar methodologies in your countries, programmes or projects in order to bring up burning questions and mobilise the collective intelligence of the group, then contact



Roumiana Iordanova

Knowledge Management Adviser at SOS Children`s Villages International

Email: roumiana.iordanova@sos-kd.org

„I am happy to support you with designing and hosting such participatory activities.“