# Valuing Outcomes Masterclass

Training Course 2012

## Price: £290 + VAT with a 15% discount for members

In order to determine where scarce funds should be allocated to achieve their greatest impact, all organisations should understand the relative values of their impacts.

Understanding and measuring value can inform the design of services and be an important step in attaining funding.

**London - 23rd March 2012**

This interactive course provides a full introduction to all the main valuation techniques.

The focus will be on methods of valuing outcomes that have no market price, such as the value of an improvement in health, a reduction in pollution, an increase in self-esteem or an increase in social contacts and networks.

Participants will develop an understanding of what outcomes should be measured and valued and the course will provide practical examples and suggestions for how to value the outcomes of your interventions. We will derive values in class using the main techniques, including stated preference methods such as contingent valuation, market data methods and the new approach of wellbeing valuation, and participants will receive a simple framework for assessing the value of their interventions that they can implement in their organisations.

This course will be vital for anyone involved in SROI and other value for money techniques.

**Manchester - 27th April 2012**

**Course Tutor — Daniel Fujiwara, London School of Economics**

Daniel was previously head of cost-benefit analysis at the Department for Work and Pensions and he has worked extensively with a range of Value for Money techniques such as SROI. Daniel undertakes research in techniques for valuing non-market goods at the London School of Economics and has recently published guidelines on valuation for the UK Government, including an update to the Treasury Green Book manual.

Daniel has researched and estimated the value of a wide range of non-market goods and services, including employment, health, volunteering, reduction in crime and stable family relationships.

**For enquiries about availability or bookings please contact:** Tania Vera-Burgos, 0151 703 9229 tania.veraburgos@thesroinetwork.org

**For more information about training, contact: Tim Goodspeed,** 07714 136176, training@thesroinetwork.org

The SROI Network
Accounting for Value

# Understanding and Measuring Value

Training Course 13th February 2012

## Course Programme

**Time: 9:30am—5:00pm**

### Morning

***Part 1: Understanding Value***

1.1 The philosophy and theory of value
1.2 The relationship between price and value
1.3 Practical implications; welfare, preferences and wellbeing

***Part 2: Measuring value using people's preferences***

2.1 Introduction
2.2 A primer on statistics
2.2 Revealed preference techniques: using economic market data
2.3 Stated preference techniques: doing your own survey
2.4 Practical session: (i) setting up your own survey; (ii) estimating the value of environmental protection using market and survey data.

### Afternoon

***Part 3: Measuring value using subjective wellbeing***

3.1 Introduction
3.2 Wellbeing valuation techniques: using national UK and Worldwide surveys
3.3 Practical session: (i) analysis of wellbeing data; (ii) estimating the value of reduced crime, employment and stable family relations using wellbeing data.

***Part 4: Discussion session and wrap up***

4.1 'Valuation clinic': bring your case studies for discussion
4.2 Lessons to take away: Implementing this in your organisation