



Tool: Understanding Planning Terminology

Planning terminologies vary across organisations and funders. That is why it is important to understand the logic behind planning objectives, so you can apply it in any circumstance. It is most important to ensure that there is a hierarchy that articulates what you do, and the results that you want to achieve in the short, medium, long term

Here is a quick guideline to help you understand and align planning terminology across various stakeholders.

Guiding question	Basic planning terminology	Logical Framework approach	ZOPP terminology	Results-based terminology
<i>How have we influenced the beneficiaries in the long term?</i>	Long term objective	Development objective	Goal	Long term outcome/ impact
<i>What immediate and intermediate changes (particularly for the target group) will come about as a result of our work?</i>	Short term objective	Purpose	Purpose	Outcome
<i>What will we produce/deliver?</i>	Output	Output	Output	Output
<i>What will we do?</i>	Activity	Activity	Activity	Activity
<i>What will we use to do the work?</i>	Input	Input	Input	Input

Hint: It is important to clarify how donors/organisations define these terms within their own context!