



MEDIA CAMPAIGNS FOR ADVOCACY

Mobilisation, Partnership & Advocacy

Day 4

Canvas Parts 8 + 9 + 10



Camera on, mic off



Notebook and pen



OLA account

Mural



Smartphone

WHAT YOU NEED

AGENDA DAY 4

Mobilisation

Key Partners & Working with Media

Campaign Branding

Creating an Advocacy Plan

RECAP AND REFLECTION



CASE STUDY

Aksi Asi: The Power of Breastfeeding

WHO? Wahana Visi/World Vision Indonesia

WHEN? August-September 2015.
Riding the momentum of the global breastfeeding week.

TARGET AUDIENCE? Family members of breastfeeding working mothers and the private sector in big cities of Java island.



#AksiASI

“Ibu Bekerja, ASI Beraksi”



Mobilisation

Key Partners & Working with Media

Campaign Branding

Creating an Advocacy Plan

WHAT IS MOBILISATION?

“A set of organised activities that create an enabling environment for national and international political and policy change.”

- ▶ Engage public audiences with key issues to inspire widespread support, motivate people to take action, and harness and demonstrate popular support
- ▶ Can also be seen as a mainstreaming process



WAYS TO MOBILISE

THROUGH SOCIAL MEDIA

Organic Promotion

Paid Promotion

Idea Promotion
Within Broader
Online Channels

THROUGH TRADITIONAL MEDIA

Radio

Television

Press
Conferences

THROUGH OFFLINE ACTION

Event
s
Debates

Rallies and
Marches



HOW TO FORMULATE CALLS TO ACTION

- ▶ Clearly communicated, coherent and logical
- ▶ Simple, doable and short
- ▶ Desirable and fun
- ▶ Useful, valuable and rewarding
- ▶ Don't tell people to stop doing something, but provide a fun alternative they should do.

MOBILISATION:

- online campaigns
- offline events
- media campaigns on broadcast and print media
- office roadshows

CALLS TO ACTION:

- support breastfeeding mothers
- breastfeeding mothers are heroes
- breastfeeding requires teamwork





Emotional payoff: proud



Screenshots of some posts as part of the online campaign.



CASE STUDY

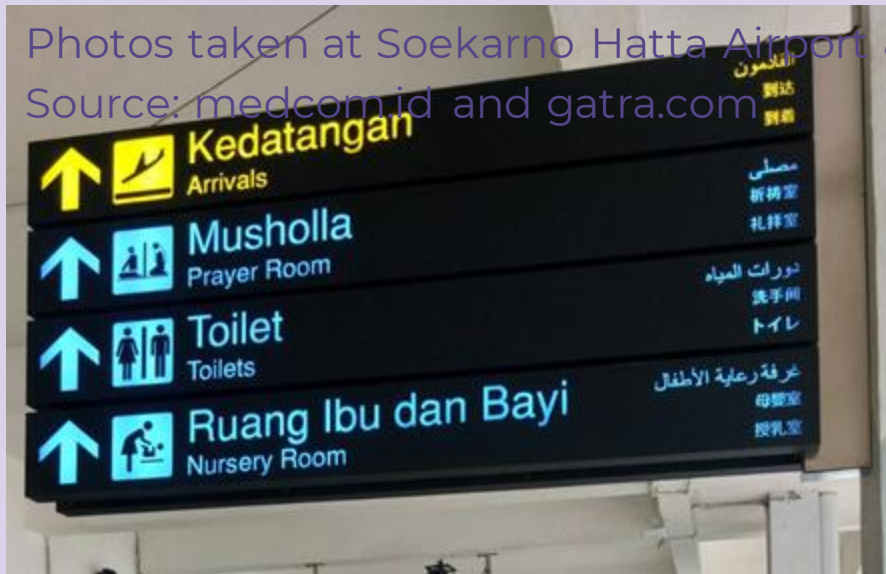


CASE
STUDY

Broader policy change via actions

- Nationwide breastmilk campaign
- Increased paternity leaves (for government officials)
- Increased nursing rooms in public facilities

Photos taken at Soekarno Hatta Airport & Bogor Train Station
Source: medcom.id and gatra.com



CASE
STUDY

CAMPAIGN TOOLS & ACTIONS

	You and the policy maker do not share a joint interest	You and the policy maker do share a joint interest
The policy maker is <u>not</u> in your network	<p>Public action ~ making the policy maker aware of and responsive to the issue through:</p> <ul style="list-style-type: none"> • Demonstrations <ul style="list-style-type: none"> • Petitions • Media campaigns • Awareness raising - Campaigns <ul style="list-style-type: none"> • Legal processes 	<p>Advising ~ process of formal exchange and negotiation involving:</p> <ul style="list-style-type: none"> • Consultations • Expert meetings <ul style="list-style-type: none"> • Conferences • Round table conversations • Research presentations
The policy maker is <u>in</u> your network	<p>Networking ~ making contact and building relations through:</p> <ul style="list-style-type: none"> • Drinks, social meetings • Political party gatherings <ul style="list-style-type: none"> • Conferences • Coincidental meetings 	<p>Lobby ~ informing and influencing policy maker from within an informal relationship through:</p> <ul style="list-style-type: none"> • One-to-one conversations • Telephone consultations • Drinks, social meetings • Coincidental meetings

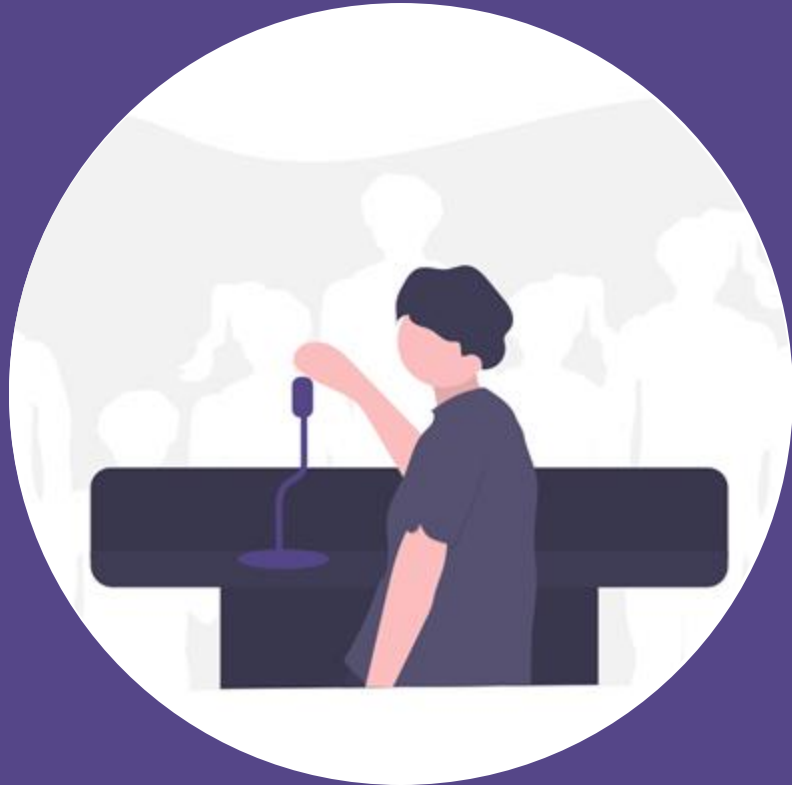
Scale of Naughtiness



MOBILISATION RISKS

- ▶ Safety & security
- ▶ Public reaction
- ▶ Visibility vs. privacy





Mobilisation & Advocacy

Key Partners & Working with Media

Campaign Branding

Creating an Advocacy Plan

Strategic Partner: A partner with the same vision and values to work together on the same goal.

Implementing Partner: A partner that will help you implement parts of your campaign without necessarily sharing the same long-term goals.

Distribution Partner: A partner that will help share/disseminate your content to your audience or stakeholders.

A photograph of two hands clasped together against a light blue background. The hand on top is wearing a red long-sleeved shirt and a black wristband with white text. The hand on the bottom is wearing a dark grey long-sleeved shirt and a black and white beaded bracelet. A purple rounded rectangle is overlaid on the hands, containing the text 'WHAT KIND OF PARTNERSHIPS ARE THERE?' in white, bold, uppercase letters.

**WHAT KIND OF
PARTNERSHIPS
ARE THERE?**

CATEGORY	IDENTIFIED PARTNERS
<p>Strategic Partner – A partner with the same vision and values to work together on the same goal.</p>	<ul style="list-style-type: none"> - Maternal & Child Health Movement NGO Coalition - Ministry of Health - Sub-national district Leaders
<p>Implementing Partner – A partner that will help us implement parts of our campaign without necessarily sharing the same long-term goals.</p>	<ul style="list-style-type: none"> - Breastfeeding mothers & their family - Employers/ corporations - Pediatrician association - Breastfeeding counsellors - Startups
<p>Distribution Partner – A partner that will help share/disseminate your content to your audience or stakeholders. Generally these are more traditional media sources. They also do not need to share the same values or goals.</p>	<ul style="list-style-type: none"> - Key opinion leaders - Insta-celeb (male & female) - Senior doctors - Mass media - Nutritionists - Nenek ASI, Ayah ASI, tante ASI (support groups for breastfeeding mothers: grandparents, fathers, aunts, etc)



**WHAT ARE
THE BENEFITS?**

- ▶ A stronger support base
- ▶ Access to more resources
- ▶ Access to new skills
- ▶ Access to new networks

KEEP WANJIKU SAFE

Twitter Chat: Keep Women and Girls Safe in Kenya

Global Day of Action for Access to Safe and Legal Abortion

Join us on **Thursday, September 28 from 3 pm - 4 pm** on **Global Day of Action for Access to Safe and Legal Abortion** to discuss the importance of the need for standards and guidelines for accessing safe abortion to keep Kenyan women and girls safe. We'll be using the hashtag #KeepWanjikuSafe, as well as #Sept28.

Twitter Chat Format

The Twitter chat will follow a simple Q&A format with @lovemafrica tweeting numbered questions for individuals and organizations to respond to. As an example, "**Q1: How does a lack of abortion access contribute to a high maternal mortality rate? #KeepWanjikuSafe.**" Direct replies to this question written in the following format will help everyone easily follow the conversation: "**A1. Over a THIRD of maternal deaths in Kenya—a leading cause—happen following an unsafe abortion #KeepWanjikuSafe.**"

And of course, please include #KeepWanjikuSafe hashtag in your tweets!

****We ask that in your tweets to share this petition: "Sign the petition supporting Njoki Ndungu and call for standards and guidelines around abortion to #KeepWanjikuSafe <http://bit.ly/2hzBGUG>" ****

Twitter Chats Questions

1. **3:00 pm** Q1: How does a lack of abortion access contribute to a high maternal mortality rate? #KeepWanjikuSafe
2. **3:10 pm** Q2: What are the barriers to accessing safe abortion? #KeepWanjikuSafe
3. **3:20 pm** Q3: What are the circumstances that one is allowed to procure an abortion? #KeepWanjikuSafe
4. **3:30 pm** Q4: What can be done to ensure that women's lives are not lost as a result of unsafe abortion? #KeepWanjikuSafe
5. **3:40 pm** Q5: How is a lack of access to abortion connected to human rights? #KeepWanjikuSafe
6. **3:50 pm** Q6: What actions can we take to improve the situation around maternal health in Kenya? #KeepWanjikuSafe



**WHAT ARE
THE RISKS OF
PARTNERSHIPS?**

- ▶ Control Message
- ▶ Waste Resource
- ▶ Time to Coordinate

CASE STUDY

Breastfeeding Partnership Risks



OOPS!

A few months after we launched our campaign, one of the celebrity moms accepted a job as a brand-ambassador for formula milk. What would you suggest to communications team to do in this matter?



**WORKING WITH THE
MEDIA**

**STORY
PITCH**

**NEWS
PEG**

**SOUND
BITE**

TIPS & TRICKS FOR WORKING WITH JOURNALISTS

1. Share information.
2. Take your time and don't expect instant returns.
3. Develop a personalised, friendly relationship with journalists.
4. Check which journalists other NGOs are speaking to, for possible contacts.
5. Keep your promises.
6. Meet journalist contacts face to face.
7. Don't just call when there is a big story. Call in quiet times too.



WORKING WITH THE MEDIA:

- ▶ Woman radio
- ▶ Mother & Baby
Indonesia
- ▶ Fimela.com



CASE
STUDY

CISCA
BECKER

Penyiar Radio
Cosmopolitan FM,
Presenter, Supporter
Wahana Visi Indonesia.

“
Menyusui
adalah wujud
usaha terbaik
yang dapat saya
lakukan untuk
anak.”

#AksiASI



WORKING WITH INFLUENCERS:

- Beauty Bloggers
- Miss Indonesia
- Doctors
- Nutritionists
- Ayah ASI
- Socio-preneurs



CASE
STUDY

QUESTIONS





Mobilisation & Advocacy

Key Partners & Working with Media

Campaign Branding

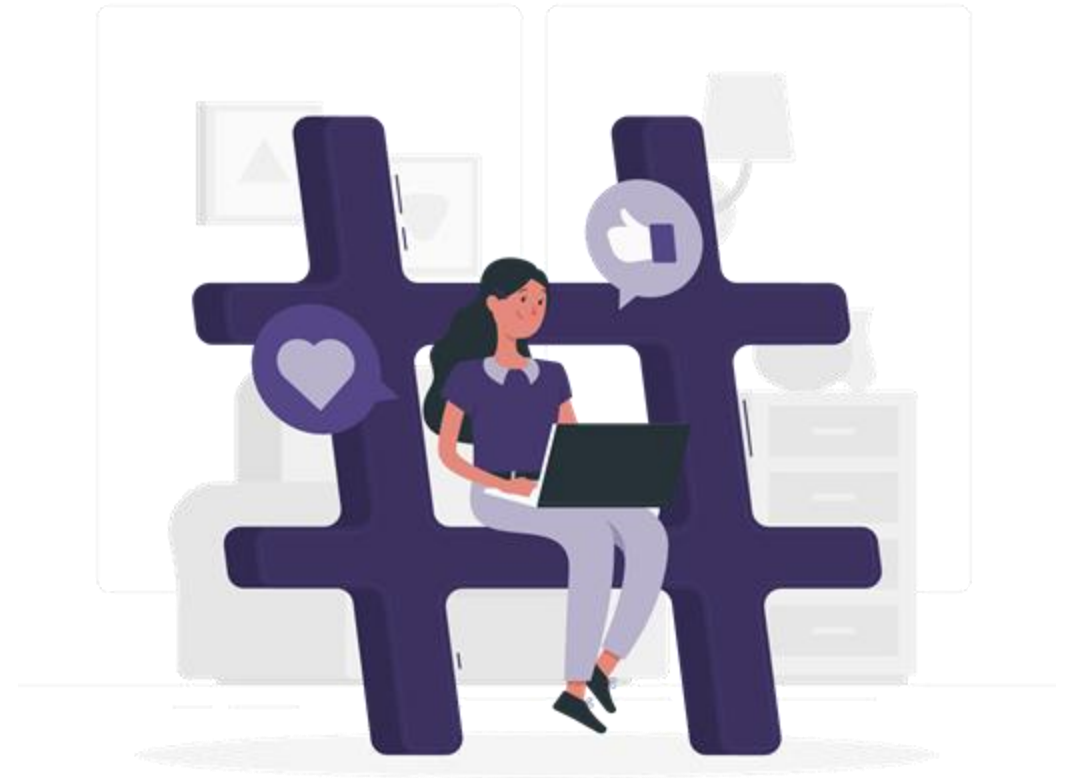
Creating an Advocacy Plan



CAMPAIGN BRANDING

- ▶ **A name:** make sure it represents your campaign and can be easily linked to the message of your campaign.
- ▶ **A colour scheme:** a good colour scheme is extremely important as it is the first thing people will notice when they see your campaign.

- ▶ **Hashtags:** Hashtags are an excellent way to grow and get noticed. Consider making one hashtag hyper local, one regional and one national (or international).
- ▶ **Visuals:** Use words visuals and language that is right for your audience.



CAMPAIGN BRANDING



SLOGAN

- 1. It's to the Point:** Your slogan should communicate the number one reason why you exist.
- 2. It's Memorable:** What's a catchy way to talk directly to your target audience?
- 3. It Shares Your Vision:** A great slogan shares a vision for your audience.
- 4. It's Believable:** A great slogan is one that is simple and true.

Bonus! Make It funny, if you can.

HASHTAGS: #AksiAsi

TAGLINE: Aksi ASI: Ibu bekerja, ASI beraksi.

The Action/ Power of Breastmilk: when mothers have to go back to work, they can continue breastfeeding if they get the required support.

IMAGERY: infographics, instagram posts, breastfeeding guidebook, merchandise.



**CASE
STUDY**

BERHEMAT DENGAN ASI

Berikut ini gambaran pengeluaran untuk pembelian susu formula sesuai usia dan kebutuhan makan anak sejak lahir sampai usia 2 tahun. Bayangkan penghematan yang bisa didapat jika Ibu memberi ASI.



USIA ANAK	SUSU FORMULA		ASI
1 BULAN	250.000	1.000.000	<p>Anggaran tersebut bisa ditabung untuk:</p> <ul style="list-style-type: none"> Biaya pendidikan anak Liburan keluarga Modal usaha keluarga Biaya kesehatan
2 BULAN	300.000	2.000.000	
3 BULAN	1.000.000	3.300.000	
6 BULAN	2.000.000	7.300.000	
9 BULAN	3.000.000	12.000.000	
12 BULAN	4.000.000	18.000.000	
24 BULAN	1.000.000	30.000.000	

INGAT! Biaya tersebut belum termasuk biaya pembelian botol susu, air, listrik, dan biaya pengobatan jika anak sakit akibat konsumsi susu formula saat penyajian.

www.wvindonesia.org

DAYA TAHAN ASIP

TAHUKAN KAMU DAYA TAHAN ASI PERAH (ASPI) DENGAN CARA PENYIMPANANNYA?



DATA TAHAN ASI BARU DIPERAH 4-8 JAM

DATA TAHAN ASI DALAM FREEZER 3-6 BULAN

DATA TAHAN ASI BARU DALAM KULKAS 3 Hari

DATA TAHAN ASI DALAM COOLBOX 24 Jam

TIPS Simpan ASI di dalam botol, botol atau wadah plastik bersih dan steril. Simpan di dalam freezer atau di dalam cooler box yang sudah steril.

www.wvindonesia.org

KONSELOR MENYUSUI

ASI tidak keluar? Jangan khawatir, konselor menyusui siap membantu



- APA ITU KONSELOR MENYUSUI?**
Konselor menyusui adalah orang-orang pro-ASI yang memiliki komitmen, pengetahuan, dan keterampilan untuk melakukan konseling menyusui.
- SIAPA YANG MEMBUTUHKAN?**
Jika konselor menyusui diberikan oleh calon ibu, itu menyusui, dan keluarganya yang memerlukan informasi atau bantuan menyusui.
- MENGAPA?**
Ibu perlu dukungan agar lancar menyusui. Konselor menyusui dapat membantu ibu dan keluarganya memperoleh informasi yang tepat dan bantuan praktis menyusui. Dengan demikian, anak mendapat ASI selangge gigit terbaik.
- KAPAN?**
Carilah dan simpan kontak konselor menyusui sejak awal kehamilan. Jika mengalami kesulitan menyusui, segera berkonsultasi dengan mereka.
- DIMANAT?**
Konselor menyusui dapat ditemui di berbagai fasilitas kesehatan. Kita juga bisa mencari informasi di:
- SENTRA LAKTASI INDONESIA
- IKATAN KONSELOR MENYUSUI INDONESIA
- ASOSIASI IBU MENYUSUI INDONESIA
- PERNASIDA
- SADIKANA CARA MENJADI KONSELOR?**
Diperlukan sertifikat untuk menjadi konselor menyusui. Sertifikat ini bisa didapat setelah mengikuti pelatihan khusus selama 42 jam.

www.wvindonesia.org



CASE STUDY



Tahapan Bayi Minum ASI

Kalau aku lahir nanti, bunda jangan lupa beri aku ASI. Om dan tante dokter yang baik pasti membantu bunda Inisiasi Menyusu Dini (IMD), yaitu segera meletakkanku di dada bunda minimal satu jam agar aku aktif mencari puting dan menyusu sampai puas. ASI pertamaku bernama kolostrum dan hanya keluar di awal kelahiranku. Sayang sekali kalau terbuang karena tidak ada yang jual.



IMD

KOLOSTRUM

mengandung zat kekebalan tubuh (antibodi) dan faktor pelindung lainnya bagi bayi.

Bayi yang baru lahir memiliki lambung sebesar kelereng. Satu sampai dua sendok teh kolostrum akan mengisi perutnya dengan sempurna. Jika bayi yang baru lahir diberi air atau cairan lainnya, perutnya akan menjadi penuh dan tidak ada lagi ruang bagi kolostrum.

3 Tips ASI

1 MENAMBAH PORSI MAKAN

Ibu menyusui perlu makan satu porsi lebih banyak per hari dibanding perempuan yang tidak menyusui. Makanan yang dikonsumsi harus bergizi seimbang. Selain itu ibu juga harus memperbanyak minum air putih. Sebaiknya hindari minuman bersoda, kafein, dan alkohol.

2 HINDARI STRESS

Keberhasilan ASI eksklusif sangat dipengaruhi oleh kondisi psikologis. Jika bunda stress, produksi ASI bisa saja terhenti. Untuk menghindari stress, coba menyusui di tempat tenang. Selain itu, peran ayah dan keluarga sangat besar agar bunda terhindar dari stress.

(dukungan keluarga hal. 14)

3 PIJAT PAYUDARA

Pijat payudara biasanya dilakukan jika saluran ASI tersumbat. Penyumbatan bisa terjadi karena pelekatan mulut bayi ke payudara kurang baik, pakaian bunda terlalu ketat, dll. Tidak ada salahnya bunda mencoba pijat payudara.

Cara memijat payudara:

Lakukan pijatan lembut pada payudara dengan telapak tangan, gulungkan jari ke arah puting kemudian perah air susu atau biarkan bayi menyusu setiap dua sampai tiga jam.

BREASTFEEDING
IS WORTH
FIGHTING FOR

#AksiASI



CASE
STUDY



CAMPAIGN IDENTITY



November

Prostate Cancer
Awareness
Month

CAMPAIGN IDENTITY



#NiUnaMenos #NiñasNoMadres



QUESTIONS





Mobilisation

Key Partners & Working with Media

Campaign Branding

Creating an Advocacy Strategy & Plan

What's the value of an Advocacy strategy & plan?

Why are you doing this in the first place?

What needs to change? ISSUE

Why do you believe this is an important value add to your campaign?

What do you hope to achieve?



Why an advocacy plan?

Conclusion



- more depth and breadth to your campaign
- show your (M&E based) campaign results and advocate higher up
- connect with your campaign mobilisation strategy
- more legitimacy
- show and share your success



USING CAMPAIGN RESULTS FOR ADVOCACY



Create your advocacy plan/strategy

60 min



Assignment:

Develop your advocacy strategy & plan, which will serve as the basis for your campaign

By the end of workshop, you will receive from your trainer on how to improve this advocacy plan and strategy and integrate it into your campaign canvas



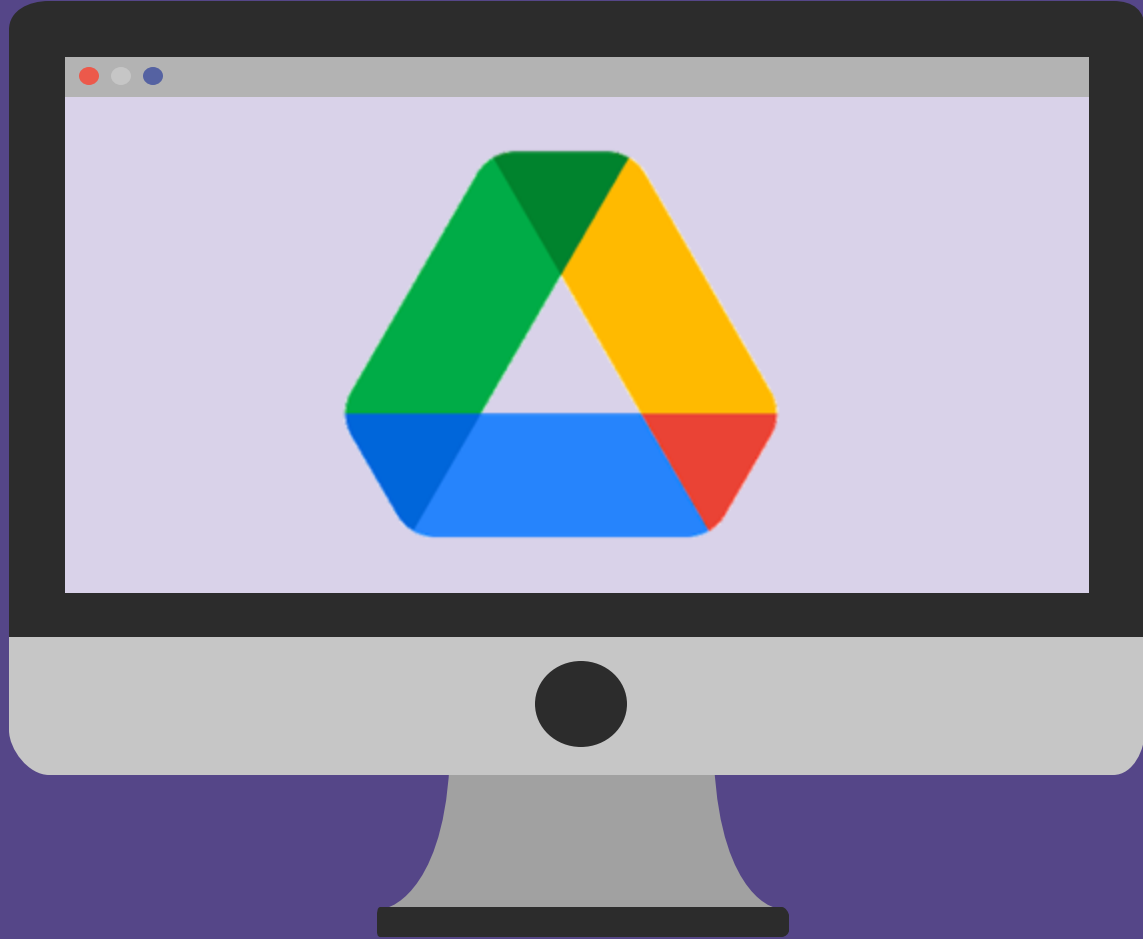
Create your advocacy strategy and plan

STEP 1: Work first on your **ADVOCACY STRATEGY** and answer the questions: **WHY, WHO, WHAT and WHERE**

STEP 2: Create your **ADVOCACY PLAN**

STEP 3: Share your draft with your trainer and you will receive first feedback by end of this day

<p style="text-align: center;">WHY Strategy/methodology</p>	<p style="text-align: center;">WHAT Issue + Message</p>	<p style="text-align: center;">WHERE</p>
<p>Why are you doing this in the first place?</p> <p>My overall objective is...</p>	<p>What needs to change? ISSUE</p> <p>What stops your audience supporting your objective?</p>	<p>Where is the 'battleground' for your advocacy?</p>
<p>Why will this advocacy campaign achieve that objective?</p> <p>My tactical objective is...</p>	<p>What is the key message you want your targets to receive? (which you will keep repeating in all your communications)</p>	<p>Where can you reach your audience physically?</p>
<p style="text-align: center;">WHO Target/Decisionmakers</p>	<p style="text-align: center;">WHAT Actions / Advocacy activities</p>	<p>Where can you reach your audience online?</p>
<p>Who do you need to campaign *at* to achieve your objective?</p> <p>...</p>	<p>What combination of activities will give you maximum influence? Lobbying, advising, media, mobilising the public....?</p> <p>...</p> <p>Check out RNM Media's: Love Matter's India video for some inspiration of activities where 10,000 young people were together through a series of activities Love Matters Conclave 2016 - KiiT University, Bhubaneswar - YouTube</p>	<p>Where do they get information they trust from?</p>
<p>Who do you need to campaign *with* to influence that audience?</p> <p>...</p>	<p>What time-bound opportunities do you see for events, significant dates or government decisions which might be important to you?</p> <p>...</p>	





Go to **Google Drive/OLA:**
Use the Day 4 worksheets
and fill them in.

INDIVIDUAL ASSIGNMENT:

CAMPAIGN CANVAS



1. Campaign Vision & Scope What is the core problem your campaign is trying to address? What is the scope of your campaign?	2. Context Analysis What is the context you are operating in? What are the risks?	3. Target Audiences What is your target audience statement? What would a typical member of your audience look like? 	4. Persuasion and Story What are your audience's current narratives? Who are their influencers? What is your persuasive aim?
5. Content Creation What platforms will you use for your campaign? How will your audience engage with your content?	6. Content Management Who will create content and manage engagement? What resources do you need?	7. SMART Goals Where are your SMART goals? 	8. Mobilisation What mobilisation tactics will you use? What are your calls to action?
9. Key Partners Who are your key partners? How can they contribute to your campaign?	10. Campaign Branding How will people recognise your campaign? Name: <input type="text"/> Slogan: <input type="text"/> Hashtags: <input type="text"/> Design Notes: <input type="text"/>	11. Monitoring and Evaluation How will you measure your campaign? How often will you check your campaign and make changes?	12. Reporting Outcomes What does success look like? How will you showcase your outcomes?



8. Mobilisation



What mobilisation tactics will you use?

What are your calls to action?

9. Key Partners



Who are your key partners? How can they contribute to your campaign?

10. Campaign Branding



How will people recognise your campaign?

Name:

Slogan:

Hashtags:

Design Notes:

QUESTIONS





THANK YOU

Vithika Yadav

Vithika@devcons.org

WWW.RNTC.COM

