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Sommario/riassunto	The earliest decisions that lead to development projects are among the most critical in determining long-term success. This phase of project development transforms exciting ideas into project proposals, setting the stage for a variety of actions that will eventually lead (if all goes well) to desirable results. From deciding to propose a sanitation project in South Asia to selecting approaches that strengthen school management in South America, these decisions are the starting place of development. This book is your guide to having assessing needs and then making essential decisions about what