WILMINGTON UNIVERSITY
COLLEGE OF SOCIAL & BEHAVIORAL SCIENCES
BASIC COURSE INFORMATION

COURSE TITLE: Grant Management and Fund Raising in the Human Service Environment

COURSE NUMBER: AHS 7660

I. RATIONALE:

Leading or participating in a fund development office or activity is an ever-growing complex task. Today, professionals must be able to identify, manage, execute and evaluate any fund development activity, which requires numerous skills and talents to be successful. This course offers practical information and hands on training on the various fund raising activities to help create a successful fund development plan for a human service agency’s future growth.

II. INSTRUCTIONAL GOALS:

GOAL A:
The student will examine critical fund development issues facing today’s non-profits.

Learning outcomes: The student will:

A-1 Review and evaluate their existing fund development program with your classmates.
A-2 Discuss each fund development activity and its value to your future fund development plan.
A-3 Create a return on investment model for each fund development activity.

GOAL B:
The student will develop skills to successfully complete a grant proposal for submission to a potential funding source.

Learning outcomes: The student will:

B-1 Discuss the key elements required by the potential funding source.
B-2 Prepare and submit a grant request proposal for class review and evaluation
B-3 Determine how to properly submit a variety of grant proposals to support either program or operational activities of your agency.

GOAL C:
The student will create an appropriate new fund development program which will meet the financial resources for the agency for the next year.
**Learning outcomes:** The student will:

C-1 Identify all the potential fund development techniques and activities for a non-profit agency.
C-2 Using a return on investment model, create the appropriate fund development plan, which will succeed at your agency.
C-3 Understand and engage your stakeholders’ commitment and desire to lead your fund development plan.
C-4 Manage and supervise the various elements of each fund development activity to ensure success.

**GOAL D:**
Students will use appropriate writing and oral skills.

**Learning outcomes:** The student will:

D-1 Prepare written research report using APA style.
D-2 Present oral reports using appropriate grammar, etc.

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