

Graduate Certificate: Nonprofit Leadership (9 s.h.)

### **MGT 6110 Entrepreneurial Leadership in Nonprofits 3 s.h.**

Feasibility and market research analysis for the start-up of a new nonprofit venture or a subsidiary entity. Assessment of a present nonprofit organization and introducing an organizational renewal initiative where appropriate: entity formation, values, mission, vision, goals, and operational objectives formation. The second half of the course provides students the opportunity to work with nonprofit executives in applying their competencies in the field in partnership with them.

### **MGT 6120 Developing and Deploying Volunteers 2 s.h.**

A comprehensive system for attracting, recruiting, selecting, placing, developing, deploying, and managing the performance of volunteer staff. Instruction in designing a complete volunteer performance management system followed by the opportunity to work with nonprofit executives in addressing the nonprofit's needs in any of the performance management subsystems.

### **MGT 6130 Developing Partnerships with Boards, Suppliers and Clients 2 s.h.**

The art and science of nurturing and developing partnerships between a nonprofit's officers and its board and among stakeholders and constituents. Students apply a template of partnering principles to scenarios such as board/officer relationships, competitor alliances, supplier contracts, community strategic agreements, and donor relations. After practicing the principles of partnering in a variety of scenarios, students work with nonprofit executives in addressing the nonprofit's needs.

### **MGT 6140 Obtaining Funding, Program Management and Evaluation 2 s.h.**

Development and the fundraising strategies to support the nonprofit mission, vision, and goals: constructing a funding campaign based on an analysis of the short and long term strategic, operational, and capital financial needs of the nonprofit; various forms of fund raising (events, donor development, capital campaigns, planned giving and grants); designing marketing and promotion plans, media outreach, and websites as parts of a comprehensive and integrated approach to funding. Students then work with nonprofit executives in applying their fundraising competencies in the field in partnership with them.