

AHS7685 Fund Development and Fund Raising in the Human Services Environment – AHS 7685
Course Syllabus and Outline Redeveloped 2021

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The student will review historical funding sources and determine future interest areas and niche development opportunities to support a non profit agency.

Learning outcomes: The student will:

- C-1: Develop strategies to broaden existing funding elements to support an agency's core programs, operations, or capital needs for the next three year cycle.
- C-2: Improve skills in identifying new funding sources by searching the internet, corporate documents, foundations resources and individual contacts and relationships.
- C-3: Manage and supervise the various relationships with key volunteers and professionals to ensure success in contacting appropriate corporate and foundation grant providers through personal contacts.

GOAL D:

The student will develop new partnerships and collaborative relationships with other nonprofits to increase the success rate in securing new funds for organizations.

Learning outcomes: The student will:

- D-1: Review sample development elements to identify weaknesses that may have impacted the goals as stated by an agency.
- D-2: Prepare the learning tools for key staff and volunteers to become knowledgeable promoters of an agency's vital services and programs when communicating with potential funding sources.
- D-3: Create a strategic plan for new partnership arrangements with similar nonprofits to attract new or existing donors for vital mutual programs and services.

GOAL E:

Students will use appropriate writing and oral skills.

Learning outcomes: The student will:

- E-1 Prepare written work using the appropriate APA style.
- E-2 Present oral reports using appropriate grammar, etc.

V. TEACHING METHODOLOGY

The teaching methods used will be a mix of discussions, readings, assignments (papers and/or projects), case studies. Our class discussions will be based on our text, research and observations. Instructor's training and experience as a fundraising professional will also come into play as well as the skills and assets of the class. Students are required to actively participate in the class through individual assignments, group/team projects, and discussion boards. Students will create and present a fundraising plan as part of their final grade.

VI.

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| I | 0.00 | Incomplete. May be granted with approval from instructor. If granted, student must complete course work within time determined (maximum 60 days following end of course). Failure to complete course work in determined time will result in a final grade of "F," unless an additional extension is granted. |
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| IP | 0.00 | Course in Progress. This grade is specific to Practicums, Internships, and Senior Seminars. |
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