

Subject card

Subject name and code	Practical Applications of Fundraising in NGOs, PG_00178087						
Field of study	Economics, International Business, Logistics and Mobility						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
Education level	Master's studies		Subject group		Obligatory subject group in the field of study Optional subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		English		
Semester of study	3		ECTS credits		5.0		
Learning profile	academic		Assessment form				
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		mgr Christian Orobello				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		0.0		0.0	30
Subject objectives	To understand the application of real world solutions to the economic issues of communities through the coordination of a project with a local NGO. Students will plan and implement a charity event.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONL3_W03] has advanced knowledge of the relations between economic agents and social organisations operating in the national, international and intercultural arenas	The students will navigate the complex relationships between serving organizations, political climate, bureaucracy, and community needs.	[SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[EKONL3_U14] is able to set priorities and plan and organise the tasks involved in their implementation as well as monitor and evaluate progress accordingly	Students will plan and execute a charity event. This may involve finding seed funding and using this to underwrite the cost of the event or project.	[SU2] presentation/project/paper/report [SU5] implementation of a problem task [SU6] demonstration of practical skills [SU8] observation of student's independent or team work
	[EKONL3_W07] has knowledge of the basic economic and financial principles of the functioning and management of economic entities and organisations as well as the legal, organisational, moral and ethical norms and rules governing the functioning of public institutions	Students will understand how NGOs function and be able to pinpoint areas needing improvement.	[SW1] oral statement/conversation/discussion
	[IBL3_W07] knows and understands fundamental dilemmas of contemporary world economy; understands the necessity of sustainable development and corporate social responsibility	The student will understand the critical relationship between an NGO and the community they serve.	[SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[IBL3_K03] is ready to take part in co-organizing activities for social environment and fulfil social obligations of international business stakeholders	The student will plan and implement a charity event with the proceeds going to a local NGO.	[SK8] observation of student's independent or team work
	[EKONL3_U06] uses the knowledge acquired in economics, finance and management to solve economic and social dilemmas arising in the professional context	The students will interact with school administration and community members in a professional and informed manner.	[SU8] observation of student's independent or team work
	[LMMU2_U14] can appropriately identify priorities and plan and organise tasks related to their implementation, as well as monitor and assess progress	The students will create a matrix of activities organized in a manner that ensures the effective implementation of the plan.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU8] observation of student's independent or team work
	[LMMU2_U13] can manage teamwork as well as interact and work in a team (including in an international environment) assuming a leading role in it	The students will work within an international group of students paying close attention to the needs of each student.	[SU8] observation of student's independent or team work
	[EKONL3_K03] participates in the preparation of economic and social projects, being able to reconcile legal, economic, ecological, political and social requirements	The student will implement the planned charity event taking into account the legal, social, political, and ecological implications.	[SK2] presentation/project/paper/report [SK5] implementation of a problem task [SK6] demonstration of practical skills [SK8] observation of student's independent or team work
	[EKONL3_K04] is willing to think and act in an entrepreneurial manner; adapts to new situations and conditions, takes on the challenges of creative thinking, is resilient in the face of failure, is able to identify risks and assess the risks of failure	As the project unfolds students will need to be flexible and use their skills to problem-solve in real time.	[SK6] demonstration of practical skills [SK8] observation of student's independent or team work
	[IBL3_W05] knows and understands basic principles of establishing and developing various forms of entrepreneurship	In creating a charity event the student will use their understanding of entrepreneurial concepts to ensure the success of the project.	[SW2] presentation/project/paper/report [SW5] implementation of a problem task

	Course outcome	Subject outcome	Method of verification
	[EKONL3_U09] is able to prepare written work, in Polish and in a foreign language, on specific economic and social issues, using specialist terminology, theoretical and methodological approaches, principles of collecting data from various sources, their description and interpretation, making inferences based on scientific literature and factual data, and making international comparisons	Students will work with a local NGO to gather information about the issues facing their constituents and use their knowledge to solve these issues in part through a charity event.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report
	[IBL3_W08] knows and understands principles of economic decision making by individuals acting within social and business structures	Will use their knowledge of social and economic issues to understand the challenges facing the NGO and their constituents	[SW5] implementation of a problem task
	[EKONL3_U13] be able to interact and work in a group (including an international one), assuming various roles within it	Students will work within groups containing students from different backgrounds and speaking different languages.	[SU1] oral statement/conversation/discussion [SU8] observation of student's independent or team work

Subject contents	1. The World of Nonprofits & Social Entrepreneurship presentation and discussion
	History of Non-profits
	Scope of Non-profit Fundraising
	Non-profit Economy
	Four Functional Categories
	Non-profit vs Not for Profit
	501c3
	Ethical considerations
	Donor Bill of Rights (Activity 1)
	Basics of Funding (Where does the money come from)
	Social Entrepreneurship (Activity 2)
	Research a non-profit (Activity 3)
	Activity 1- Look at the donor bill of rights and determine its key elements, how do these compare to consumer rights?
	Activity 2- Search for and share examples of Social Entrepreneurship
	2.Governance and Types of Nonprofit Organizations - presentation and group work
	Pluralism and Robert Dahl
	Define Community
	Tragedy of the Commons Lloyd
	Non-Profit Roles
	Governance vs Operations
	3. Governing Roles of Non-profits
	Non-profit integrity
	Board Competencies
	Models of Governance

Activity 1: Pluralism vs Populism discussion

Activity 2: Board roles and responsibilities

Activity 3: Sarbanes Oxley Act Reading and Discussion

Activity 4: 3 Board examples and discussion

4, Greening the Ghetto Impressions case study discussion

Watch the video

Discuss the needs mentioned

Pluralism

Externalities Equation

Types of Externalities

SUVs

Define a local problem

5. Tour some local NGOs and meet with their leaders

Activity: Develop questions to ask local leaders

Activity: Understand the needs of the community from a different perspective

Activity: Connect with a local group and their mission

6. Project's funding needs review mapping of possible sources. Applying for Public Funding for Projects of Nonprofit Organizations review, exercise in building strong arguments

Applying for Public Funding for General Statutory Operations review, exercise in building

strong arguments

Budget PowerPoint

Students created SMART Goals

Students created a budget based on these goals

7. Estimation of financial needs for the agency planned: projects and general statutory operations approach exercises and mutual checking

