

Subject card

Subject name and code	Practical Applications of Fundraising in NGOs, PG_00178087						
Field of study	Economics						
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		credit		
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	The aim of the course is to expose student to the challenges facing NGOs in regard to their funding. There will be both an academic study of these issues and the practical application of the concepts. Students will work directly with a local NGO to understand their needs and, in partnership with the leadership,, develop a fundraising event. The students will execute the event and provide the funds to the NGO with a comprehensive plan on how they can replicate the event on their own.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONMU2_U05] uses (legal, professional, ethical) normative systems and can effectively solve complex economic and social problems using them	Using information from their investigation of the local NGO as well as the knowledge they have gained from the course students will develop practical solutions to these problems, paying close attention to the legal, professional, and ethical concerns.	[SU1] oral statement/conversation/discussion [SU6] demonstration of practical skills
	[EKONMU2_W02] has an in-depth knowledge of various types of existing economic entities and organisations as well as an extended knowledge of public institutions	One of the first steps will be an exploration of the various NGOs, supportive government programs, and funding sources to help them acquire seed money.	[SW1] oral statement/conversation/discussion [SW5] implementation of a problem task
	[EKONMU2_K03] inspires and organises preparation of economic and social projects, following the idea of sustainable development, reconciling legal, economic, ecological, political and social requirements	The implementation will account for externalities, both positive and negative. This will involve foresight and planning using a matrix to understand the outcome and its various consequences.	[SK2] presentation/project/paper/report
	[EKONMU2_U07] can independently propose solutions to complex economic or social problems, select methods of analysis and conduct conclusive procedures in this respect	By working with local non-profit leaders students will both identify problems and using course concepts develop solutions to these issues.	[SU1] oral statement/conversation/discussion [SU5] implementation of a problem task
	[EKONMU2_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; undertakes challenges of creative thinking; acquires resilience to failures; can assess risks and threats and find ways of counteracting their effects	The goal of the project is to create a new and sustainable funding stream for the NGO. The students' ability to approach the issue in both a practical and entrepreneurial manner will impact the success of the solution.	[SK5] implementation of a problem task [SK6] demonstration of practical skills
	[EKONMU2_U13] can manage teamwork as well as interact and work in a team (including in an international environment) assuming a leading role in it	Students will work in a manner that is sensitive to language and culture differences.	[SU8] observation of student's independent or team work
	[EKONMU2_U14] can appropriately identify priorities and plan and organise tasks related to their implementation, as well as monitor and assess progress	As the class time is limited and the result needs to be realized prior to the end of the term, it is critical that planning and organizational methodologies are incorporated into the implementation.	[SU5] implementation of a problem task
	[EKONMU2_U08] can independently analyse economic and social phenomena and processes, and can perform a theoretically deepened assessment of such phenomena, using appropriately selected research method	The solutions developed will be based on sound theoretical knowledge best practices as demonstrated in the curricula.	[SU1] oral statement/conversation/discussion [SU6] demonstration of practical skills [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

	1. We review the budget we spoke about, i.e. 6 places to find funding: 1. Corp Foundations 2. Corp Giving Programs 3. Family Foundations 4. Community Foundations 5. Fed Gov't 6. Local Gov't Search for funding potential 8. Events presentation 9. Student's Consult with the instructor to develop a plan for their event 10. Students present their ideas to the class Budget Timeline Key Partners Resources Expected Outcome 11... 12....13....working days with consultation 14...15 Presentations		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Project implementation	51.0%	33.0%
	Final Project Presentation	51.0%	34.0%
	Attendance and Participation	51.0%	33.0%
Recommended reading	Basic literature	Electronic form to be provided by the instructor	
	Supplementary literature	Electronic form to be provided by the instructor	
	eResources addresses		
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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