

## Subject card

|                                             |                                                                                                                                                                                                      |                                                          |                                                                                                                                                                                                                 |                                     |                                                                                        |            |     |
|---------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|----------------------------------------------------------------------------------------|------------|-----|
| Subject name and code                       | Practical Applications of Fundraising in NGOs, PG_00178087                                                                                                                                           |                                                          |                                                                                                                                                                                                                 |                                     |                                                                                        |            |     |
| Field of study                              | International Economic Relations                                                                                                                                                                     |                                                          |                                                                                                                                                                                                                 |                                     |                                                                                        |            |     |
| Date of commencement of studies             | October 2023                                                                                                                                                                                         |                                                          | Academic year of realisation of subject                                                                                                                                                                         |                                     | 2025/2026                                                                              |            |     |
| Education level                             | Bachelor's studies                                                                                                                                                                                   |                                                          | Subject group                                                                                                                                                                                                   |                                     |                                                                                        |            |     |
| Mode of study                               | full-time studies                                                                                                                                                                                    |                                                          | Mode of delivery                                                                                                                                                                                                |                                     | at the university                                                                      |            |     |
| Year of study                               | 3                                                                                                                                                                                                    |                                                          | Language of instruction                                                                                                                                                                                         |                                     | English                                                                                |            |     |
| Semester of study                           | 5                                                                                                                                                                                                    |                                                          | 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                          | 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                                                                 |            |     |
|                                             | [MSG L3_W08] knows and understands the fundamental dilemmas of contemporary civilisation, including the strategy of sustainable development and corporate social responsibility                      |                                                          | Students will create a project to raise funds for a local NGO. In doing so, they will collaborate with corporate and community leaders, demonstrating their understanding of the dilemmas facing our community. |                                     | [SW2] presentation/project/paper/report<br>[SW5] implementation of a problem task      |            |     |
|                                             | [MSG L3_K03] participates in the preparation of economic and social projects; can reconcile legal, economic, ecological, political and social requirements                                           |                                                          | Students will create a project to assist a local NGO. The project will support the community in its efforts to mitigate social, environmental, or legal ills.                                                   |                                     | [SK2] presentation/project/paper/report                                                |            |     |
|                                             | [MSG L3_U15] can appropriately identify priorities, plan and organise tasks related to their implementation, as well as monitor and evaluate progress                                                |                                                          | Students will demonstrate the ability to prioritize their tasks so they can complete the project within the timeframe given.                                                                                    |                                     | [SU8] observation of student's independent or team work                                |            |     |
|                                             | [MSG L3_W06] knows and understands the relations between economic entities and public institutions functioning in the national, international and intercultural realms                               |                                                          | Through their work with our administration and a local NGO students will learn about the relationships between public entities and economic systems.                                                            |                                     | [SW1] oral statement/conversation/discussion<br>[SW5] implementation of a problem task |            |     |
|                                             | [MSG L3_U14] can interact and work in a team (including an international one), taking various roles within it                                                                                        |                                                          | Students will work within groups in an international setting showcasing their ability to navigate cultural and language differences.                                                                            |                                     | [SU8] observation of student's independent or team work                                |            |     |

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| Subject contents                                         | <p>1. The World of Nonprofits &amp; 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</p> <p>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</p> <p>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</p> <p>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</p> <p>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</p> <p>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</p> <p>7. Estimation of financial needs for the agency planned: projects and general statutory operations approach exercises and mutual checking 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</p> <p>8. Events presentation</p> <p>9. Student's Consult with the instructor to develop a plan for their event</p> <p>10. Students present their ideas to the class Budget Timeline Key Partners Resources Expected Outcome</p> <p>11... 12....13....working days with consultation</p> <p>14...15 Presentations</p> |                            |                               |
| Prerequisites and co-requisites                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                            |                               |
| Assessment methods and criteria                          | Subject passing criteria                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Passing threshold          | Percentage of the final grade |
|                                                          | Implementation of the project                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 51.0%                      | 33.0%                         |
|                                                          | Final presentation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 51.0%                      | 34.0%                         |
|                                                          | Attendance and Participation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 51.0%                      | 33.0%                         |
| Recommended reading                                      | Basic literature                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Provided by the instructor |                               |
|                                                          | Supplementary literature                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Provided by the instructor |                               |
|                                                          | eResources addresses                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                            |                               |
| Example issues/ example questions/ tasks being completed |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                            |                               |
| Work placement                                           | Not applicable                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                            |                               |

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