

Subject card

Subject name and code	Practical Applications of Fundraising in NGOs an exploration of project management, PG_00202519						
Field of study	Economics, International Economic Relations, International Business, Logistics and Mobility						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2026/2027		
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	4		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		95.0	125
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
	[IBL3_K03] is ready to take part in co-organizing activities for social environment and fulfil social obligations of international business stakeholders	Students demonstrate their ability to plan and implement a project that benefits a local NGO.	[SK8] observation of student's independent or team work
	[MSGMU2_K05] is ready to initiate actions in the public interest, inspire and organise projects for the benefit of the environment and the international business community, in accordance with the idea of sustainable development and the resulting legal, economic, ecological, political and social requirements	Students, through organizing a charity project for a local NGO, will demonstrate their understanding of local needs, legal limitations, and the economic and ecological implications of their actions.	[SK2] presentation/project/paper/report
	[IBL3_W07] knows and understands fundamental dilemmas of contemporary world economy; understands the necessity of sustainable development and corporate social responsibility	Students will show an understanding of the importance of CSR and how they can be a part of it as they enter the workforce.	[SW2] presentation/project/paper/report
	[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	Using their knowledge of existing entities and how they interact, students will work in our community to organize and implement a charity event for the benefit of a local NGO.	[SW5] implementation of a problem task
	[EKONL3_W03] knows the relations between economic agents and social organisations operating in the national, international and intercultural arenas	In class discussions and their final presentation, students will demonstrate an understanding of the interplay between social organizations and the wider economy.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[LMMU2_U14] can appropriately identify priorities and plan and organise tasks related to their implementation, as well as monitor and assess progress	During the class, students will demonstrate their ability to plan and execute a charity event for the community.	[SU2] presentation/project/paper/report [SU5] implementation of a problem task [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	Working in teams, students will demonstrate their ability to manage teamwork and take on a leading role in the task.	[SU8] observation of student's independent or team work
	[EKONMU2_U05] uses (legal, professional, ethical) normative systems and can effectively solve complex economic and social problems using them	As students gather information about the needs of the community and the NGOs in our area, they will use their analytical skills to evaluate potential solutions to the challenges and work to implement them.	[SU5] implementation of a problem task
	[IBMU2_W08] knows in depth selected areas of the functioning of a modern enterprise in the international environment; understands the conditions, principles and consequences of decisions taken in modern enterprise's structures dealing on the international market	Through lectures and workshops, students will explore the concepts of positive and negative externalities.	[SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task
	[IBMU2_U09] can independently plan and implement lifelong learning; complement and improve the acquired knowledge and skills; is open to new ideas and techniques; can inspire and organise the learning process for others	Students, through their group collaboration, will demonstrate openness to others' ideas and a willingness to work on an international team.	[SU8] observation of student's independent or team work
	[EKONL3_U14] is able to set priorities, plan and organize the implementation of individual and team tasks, as well as monitor and evaluate progress in achieving set goals.	Using project implementation tools and theory, students will demonstrate their ability to understand and apply these concepts effectively.	[SU2] presentation/project/paper/report [SU8] observation of student's independent or team work

	<table><tr><th>Course outcome</th><th>Subject outcome</th><th>Method of verification</th></tr><tr><td>[MSGMU2_W12] has an in-depth knowledge and understanding of the principles of establishing and development of business entities, including forms of individual entrepreneurship</td><td>In developing their event, students will demonstrate an understanding of entrepreneurship and how an idea goes from conception to implementation.</td><td>[SW5] implementation of a problem task</td></tr></table>	Course outcome	Subject outcome	Method of verification	[MSGMU2_W12] has an in-depth knowledge and understanding of the principles of establishing and development of business entities, including forms of individual entrepreneurship	In developing their event, students will demonstrate an understanding of entrepreneurship and how an idea goes from conception to implementation.	[SW5] implementation of a problem task						
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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 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	<table><tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr><tr><td>Attendance and Participation</td><td>51.0%</td><td>33.0%</td></tr><tr><td>Final presentation</td><td>51.0%</td><td>34.0%</td></tr><tr><td>Implementation of the project</td><td>51.0%</td><td>33.0%</td></tr></table>	Subject passing criteria	Passing threshold	Percentage of the final grade	Attendance and Participation	51.0%	33.0%	Final presentation	51.0%	34.0%	Implementation of the project	51.0%	33.0%
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Recommended reading	<table><tr><td>Basic literature</td><td>Provided by the instructor</td></tr><tr><td>Supplementary literature</td><td>Provided by the instructor</td></tr><tr><td>eResources addresses</td><td></td></tr></table>	Basic literature	Provided by the instructor	Supplementary literature	Provided by the instructor	eResources addresses							
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Supplementary literature	Provided by the instructor												
eResources addresses													
Example issues/ example questions/ tasks being completed													
Work placement	Not applicable												

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