Master of Business (Philanthropy and Nonprofit Studies) - Advanced (BS17)

Year offered: 2011
Admissions: Yes
CRICOS code: 059600M
Course duration (full-time): 4 semesters
Course duration (part-time): 8 semesters
Domestic Fees (indicative): 2011: Full fee tuition $9,750 (indicative) per semester
International Fees (indicative): 2011: Full fee tuition $11,800 (indicative) per semester
Domestic Entry: February and July
International Entry: February and July
Course coordinator: Enquiries to Business Student Services on 3138 2050 or email bus@qut.edu.au
Discipline coordinator: Professor Myles McGregor-Lowndes
Campus: Gardens Point

Course design
Students must undertake 192 credit points consisting of 72 credit points of prescribed units. Complementary Studies units (12 credit points) and 48 credit points of QUT Business School Option (elective) units. Students should follow the standard course progressions as outlined in the below course structures otherwise difficulties with completing the requirements of the course may be encountered. Students should contact the Graduate School of Business for course progression advice.

Students who have completed an undergraduate degree in a Business related or other cognate degree directly related to the discipline area within the last five years, may be eligible for exemptions up to a maximum of 48 credit points. For further information on exemptions, please refer to the Master of Business Advanced overview.

Some applicants may require unit substitution where they have studied the equivalent of some introductory units in their undergraduate qualification. Choice of unit substitution is subject to approval by the Subject Area Coordinator.

Early Exit Options
Students may exit from the Master of Business Advanced (BS17) at the following stages, once those particular course requirements have been met:

Master of Business (BS16) (Study Area A)
- Graduate Diploma of Business (BS79) (Study Area A)
- Graduate Certificate in Business (BS39) (Study Area A)

Students seeking to exit early from the Master of Business Advanced course and graduate with an approved exit course should lodge an application during the teaching period in which they expect to complete their studies.

Abbreviation
MBusAdv(Philanthropy&NpSt)

Other majors
See also separate entries for the following majors in this course: Accounting, Applied Finance, Events Marketing and Management, Human Resource Management, Integrated Marketing Communication, International Business, Marketing, Professional Accounting, Public Relations and Strategic Advertising.

English language requirements
In addition to the above academic entry requirements, standard English language requirements apply. See the details for ‘all degrees’ at: http://www.qut.edu.au/study/applying/english-language-requirements.jsp

Articulation
Students who have articulated from the Graduate Certificate in Business Philanthropy and Nonprofit Studies may receive exemptions for up to 48 credit points. Students who have articulated from the Master of Business Philanthropy and Nonprofit Studies program may receive up to 144 credit point of exemptions.

Limits on grades of 3
A new policy concerning grades of 3 came into effect from 1 January 2009 (QUT MOPP C/5.2). With effect from this date grades of 3 are no longer considered a conceded or low pass but are classified as a fail grade. Any grades of 3 awarded prior to 1 January 2009 retain the conceded pass status and will be counted for graduation purposes up to the maximum number of grades of 3 permitted for your course. Grades of 3 incurred in units that commence after 1 January 2009 will not count towards your degree. Further information is available on the Student Services website.

Philanthropy and Nonprofit Studies Unit Set

Master of Business Philanthropy and Nonprofit Studies
Advanced Compulsory units

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<tbody>
<tr>
<td>GSN481</td>
<td>Philanthropic and Nonprofit Frameworks of Governance</td>
</tr>
<tr>
<td>GSN483</td>
<td>Ethics for Philanthropic and Nonprofit</td>
</tr>
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Organisations
GSN484 Management for Philanthropic and Nonprofit Organisations
GSN485 Legal Issues for Philanthropic and Nonprofit Organisations
GSN486 Accounting and Finance Issues for Philanthropic & Nonprofit Organisations
GSN487 Introduction to Social Enterprise
GSN489 Fundraising Development Techniques
GSN488 Fundraising Development Principles
GSN454 Social Innovation and Entrepreneurship
GSN455 Developing Social Ventures
GSN456 Contemporary Issues in Philanthropy
GSN457 Creative Philanthropy
PLUS: 12 credit points from Complimentary Studies Unit list
PLUS: 60 credit points from Business Unit Options list

Plus an additional 48 credit points from either:
(1) Another Business stream
(2) 48cp Dissertation

Full-time, Semester 1 Entry
Year 1, Semester 1
SELECT: 1 x 12cp unit from Complementary Studies List
SELECT: 1 x 12cp unit from Business Unit Options List

Year 1, 6-TP-2
GSN481 Philanthropic and Nonprofit Frameworks of Governance
GSN484 Management for Philanthropic and Nonprofit Organisations

Year 1, 6-TP-3
GSN483 Ethics for Philanthropic and Nonprofit Organisations
GSN487 Introduction to Social Enterprise

Year 1, Semester 2
SELECT: 2 x 12cp from Business Units Options List

Year 1, 6-TP-4
GSN485 Legal Issues for Philanthropic and Nonprofit Organisations

Year 1, Semester 2 Entry
Year 1, 6-TP-5
GSN486 Accounting and Finance Issues for Philanthropic & Nonprofit Organisations
GSN489 Fundraising Development Techniques

Year 2, Semester 1
SELECT: 3 x 12cp units from Business Unit Options List
- OR -
SELECT: 1 x 12cp unit from Business Unit Options List and 2 x 12cp units from Research Dissertation

Year 2, 6-TP-2
GSN488 Fundraising Development Principles

Year 2, 6-TP-3
GSN489 Fundraising Development Techniques

Year 2, Semester 2
SELECT: 3 x 12cp units from Complementary Studies in Advanced Business
- OR -
SELECT: 1 x 12cp unit from Business Unit Options List and 2 x 12cp units from Research Dissertation

Year 2, 6-TP-4
GSN485 Legal Issues for Philanthropic and Nonprofit Organisations
GSN486 Accounting and Finance Issues for Philanthropic & Nonprofit Organisations
GSN487 Introduction to Social Enterprise

Year 2, 6-TP-5
GSN489 Fundraising Development Techniques

Year 2, Semester 1
SELECT: 3 x 12cp units from Complementary Studies
- OR -
SELECT: 1 x 12cp unit from Business Unit Options List and 2 x 12cp units from Research Dissertation

Year 2, 6-TP-4
GSN485 Legal Issues for Philanthropic and Nonprofit Organisations
GSN486 Accounting and Finance Issues for Philanthropic & Nonprofit Organisations
GSN487 Introduction to Social Enterprise

Year 2, 6-TP-5
GSN489 Fundraising Development Techniques
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<tr>
<td>Year 1, 6-TP-4</td>
<td>GSN556 Contemporary Issues in Philanthropy</td>
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<td>Year 2, 6-TP-3</td>
<td>GSN487 Introduction to Social Enterprise</td>
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<td>GSN486 Accounting and Finance Issues for Philanthropic &amp; Nonprofit Organisations</td>
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<tr>
<td>Year 4, Semester 1</td>
<td>2 x 12cp units from Complementary Studies in</td>
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Advanced Business

- OR -

2 x 12cp units from Research Dissertation

Year 4, Semester 2

2 x 12cp units from Complementary Studies in Advanced Business

- OR -

2 x 12cp units from Research Dissertation

Part-time, Semester 2 Entry

Year 1, Semester 2

1 x 12cp unit from Business Unit Options List

Year 1, 6-TP-4

GSN556 Contemporary Issues in Philanthropy

Year 1, 6-TP-5

GSN557 Creative Philanthropy

Year 2, Semester 1

1 x 12cp unit from Complementary Studies List

Year 2, 6-TP-2

GSN481 Philanthropic and Nonprofit Frameworks of Governance

Year 2, 6-TP-3

GSN487 Introduction to Social Enterprise

Year 2, Semester 2

1 x 12cp unit from Business Unit Options List

Year 2, 6-TP-4

GSN485 Legal Issues for Philanthropic and Nonprofit Organisations

Year 2, 6-TP-5

GSN489 Fundraising Development Techniques

Year 3, Semester 1

1 x 12cp unit from Business Unit Options List

Year 3, 6-TP-2

GSN554 Social Innovation and Entrepreneurship

Year 3, 6-TP-3

GSN555 Developing Social Ventures

Year 3, Semester 2

1 x 12cp unit from Business Unit Options List

Year 3, 6-TP-4

GSN488 Fundraising Development Principles

Year 3, 6-TP-5

GSN489 Fundraising Development Techniques

Year 4, Semester 1

1 x 12cp unit from Business Unit Options List

Year 4, 6-TP-2

GSN483 Ethics for Philanthropic and Nonprofit Organisations

Year 4, 6-TP-3

GSN484 Management for Philanthropic and Nonprofit Organisations

Year 4, Semester 2

2 x 12cp units from Complementary Studies in Advanced Business

- OR -

2 x 12cp units from Research Dissertation

Year 5, Semester 1

2 x 12cp units from Complementary Studies in Advanced Business

- OR -

2 x 12cp units from Research Dissertation

Philanthropy and Nonprofit Studies Unit Set (PSQ) (for continuing students only)

Part A – Compulsory Units (48 credit points):

GSN224 Corporate Philanthropy

GSN233 Special Topic in Philanthropy and Nonprofit Studies

One unit from the Complementary Studies List

Plus choose one unit from:

BSN412 Qualitative Research and Analytical Techniques

BSN414 Quantitative Research Methods

BSN502 Research Methodology

AMN403 Marketing and Survey Research

Part B - Philanthropy and Nonprofit Studies Area Studies (96 credit points):

Published on: 13 June 2012
### GSN481 Philanthropic and Nonprofit Frameworks of Governance
### GSN483 Ethics for Philanthropic and Nonprofit Organisations
### GSN484 Management for Philanthropic and Nonprofit Organisations
### GSN485 Legal Issues for Philanthropic and Nonprofit Organisations
### GSN486 Accounting and Finance Issues for Philanthropic & Nonprofit Organisations
### GSN487 Introduction to Social Enterprise
### GSN488 Fundraising Development Principles
### GSN489 Fundraising Development Techniques
### BSN406 Project 3

**Part C - Plus an additional 48 Credit Points from either:**

1. Another Business stream
2. A 48cp Dissertation

**Full Time, Semester 1 Entry (for continuing students only)**

**Year 1, Semester 1**
- One unit from Complementary Studies List
- GSN233 Special Topic in Philanthropy and Nonprofit Studies
  - 6TP2
- GSN481 Philanthropic and Nonprofit Frameworks of Governance
- GSN484 Management for Philanthropic and Nonprofit Organisations
  - 6TP3
- GSN483 Ethics for Philanthropic and Nonprofit Organisations
- GSN487 Introduction to Social Enterprise

**Year 1, Semester 2**
- GSN224 Corporate Philanthropy
  - One Unit from:
    - AMN403 Marketing and Survey Research
    - BSN412 Qualitative Research and Analytical Techniques
    - BSN414 Quantitative Research Methods
    - BSN502 Research Methodology
  - 6TP4
- GSN485 Legal Issues for Philanthropic and Nonprofit Organisations
- GSN486 Accounting and Finance Issues for Philanthropic & Nonprofit Organisations

**Year 2, Semester 1**
- GSN233 Special Topic in Philanthropy and Nonprofit Studies
  - 12 credit points of Business Postgraduate Option units
- GSN481 Philanthropic and Nonprofit Frameworks of Governance
- GSN484 Management for Philanthropic and Nonprofit Organisations
  - 6TP3
- GSN483 Ethics for Philanthropic and Nonprofit Organisations

**Year 2, Semester 2**
- 48 Credit Points from either:
  1. A 48cp minor from another Business stream
  2. 48cp Dissertation

**Full Time, Semester 2 Entry (for continuing students only)**

**Year 1, Semester 2**
- One unit from Complementary Studies List
- GSN224 Corporate Philanthropy
  - One Unit from:
    - AMN403 Marketing and Survey Research
    - BSN412 Qualitative Research and Analytical Techniques
    - BSN414 Quantitative Research Methods
    - BSN502 Research Methodology
  - 6TP4
- GSN485 Legal Issues for Philanthropic and Nonprofit Organisations
  - 6TP5
- GSN486 Accounting and Finance Issues for Philanthropic & Nonprofit Organisations

**Year 2, Semester 1**
- GSN233 Special Topic in Philanthropy and Nonprofit Studies
  - 12 credit points of Business Postgraduate Option units
  - 6TP2
- GSN481 Philanthropic and Nonprofit Frameworks of Governance
- GSN484 Management for Philanthropic and Nonprofit Organisations
  - 6TP3
- GSN483 Ethics for Philanthropic and Nonprofit Organisations
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<tr>
<td>GSN487 Introduction to Social Enterprise</td>
<td>AMN403 Marketing and Survey Research</td>
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<td>BSN412 Qualitative Research and Analytical Techniques</td>
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<td>12 credit points of Faculty of Business Postgraduate Option units</td>
<td>BSN414 Quantitative Research Methods</td>
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<td>(1) A 48cp minor from another Business stream</td>
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<td>GSN224 Corporate Philanthropy</td>
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UNIT SYNOPSES

AMN403 MARKETING AND SURVEY RESEARCH
This unit provides a detailed overview of marketing research to support decision making in the areas of advertising, integrated marketing communication, marketing and public relations. The unit builds an advanced understanding of the use of survey research to support the descriptive and predictive information needs of management in such areas as consumer opinions and behaviour, and stakeholder analyses. Students will explore issues related to survey research design, questionnaire development and administration, sampling, measurement, data analysis including descriptive and multivariate statistics and presentation of research results.

ANTIREQUISITES: MIN413  EQUIVALENTS: AMX403  CREDIT
POINTS: 12  CONTACT HOURS: 3 PER WEEK  CAMPUS: Gardens Point and External  TEACHING PERIOD: 2011 SEM-1 AND 2011 SEM-2

BSN406 PROJECT 3
This unit is designed to permit the student to undertake a 24 credit point research project, subject to approval of the course coordinator.


BSN412 QUALITATIVE RESEARCH AND ANALYTICAL TECHNIQUES
This unit provides a detailed overview of qualitative research to support decision-making in business disciplines. The primary purpose of this unit is to develop a detailed understanding of the theoretical contexts in which field studies and qualitative research methods have developed and the techniques that define the approach. Students develop the ability to analyse, conduct, and evaluate qualitative research in discipline areas related to business. The unit provides a basic preparation for the development of a project, thesis or dissertation proposal based on the use of qualitative research.


BSN414 QUANTITATIVE RESEARCH METHODS
Quantitative Research Methods is a postgraduate unit designed to introduce students to a range of quantitative research methods and their application to different research questions and types of quantitative data. Throughout the unit, students will be exposed to a wide range of quantitative research issues including survey and index development, factor analysis, multiple regression, experimental data collection and analysis, ANOVA and MANOVA, structural models, secondary data collection and analysis, and longitudinal data analysis. Each lecture will be conducted in computer laboratories to allow students the opportunity to develop their quantitative research skills using SPSS and AMOS with data provided by lecturers.


BSN502 RESEARCH METHODOLOGY
The purpose of this study is to provide students with a range of ideas and methods that enable them to analyse, evaluate and conduct research in discipline areas related to business. It provides an essential and basic preparation for the development of a thesis or dissertation proposal. Areas of study include research paradigms, analysis and criticism, research design, data collection and data manipulation,
interpretation and presentation.

**Antirequisites:** BSB400  Credit points: 12  Contact hours: Flexible Mode  Campus: Gardens Point  
**Teaching period:** 2011 SEM-1

**GSN224 CORPORATE PHILANTHROPY**
The nature of the relationship between the for-profit corporation and the nonprofit sector is invariably through corporate philanthropy. This unit examines five issues central to corporate philanthropy: legal and taxation, cause related alliances, corporate foundations, business giving models in Australia and corporate social responsibility. The unit is taught through case studies in Australian and international practice.

**Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2010 SEM-2

**GSN233 SPECIAL TOPIC IN PHILANTHROPY AND NONPROFIT STUDIES**
This unit is developed around the visiting adjunct professors or visiting scholars to the Centre of Philanthropy and Nonprofit Studies. It provides students with access to contemporary issues and experts in the field and involves in-depth examination of an issue of importance.

**Credit points:** 12  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2010 SEM-1

**GSN481 PHILANTHROPIC AND NONPROFIT FRAMEWORKS OF GOVERNANCE**
The unit explores contemporary understandings of philanthropic and nonprofit governance in the context of social, economic and political systems. It locates these understandings in various theoretical and descriptive frameworks providing students with both the knowledge and analytical skills that are necessary to reflect critically on philanthropy and nonprofit governance systems and their environments.

**Antirequisites:** GSN472, GSN229  **Credit points:** 6  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 6TP2

**GSN483 ETHICS FOR PHILANTHROPIC AND NONPROFIT ORGANISATIONS**
This course introduces students to ethical theories and constructs with a focus on producing effective personal and professional resolutions to those ethical dilemmas specifically associated with Philanthropic and NonProfit (PANFP) organisations. The unit recognises the distinctive mission and character of PANFP organisations, while seeking to provide an understanding of integrity and response-ability.

**Antirequisites:** AMN480, GSN230  **Credit points:** 6  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 6TP3

**GSN484 MANAGEMENT FOR PHILANTHROPIC AND NONPROFIT ORGANISATIONS**
In the context of the multiple management challenges facing non-profit and philanthropic entities, this unit provides students with an introduction to contemporary thinking and practice in the effective and efficient management of organisations. While the focus is on non-profit management, wider management and organisational theory will be drawn on in order that proactive responses to situations, problems and dilemmas facing non-profit organisations can be developed by students.

**Antirequisites:** AMN480, GSN230  **Credit points:** 6  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 6TP2

**GSN485 LEGAL ISSUES FOR PHILANTHROPIC AND NONPROFIT ORGANISATIONS**
The unit introduces students to critical issues of philanthropic and nonprofit law and taxation. The unit examines the regulatory, taxation and governance framework of nonprofit organisations and philanthropic transactions in Australian Federal and State jurisdictions.

**Antirequisites:** GSN231  **Credit points:** 6  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 6TP4

**GSN486 ACCOUNTING AND FINANCE ISSUES FOR PHILANTHROPIC & NONPROFIT ORGANISATIONS**
This unit introduces students to an overview of financial reporting. The unit begins with an overview of the Australian accounting standard for nonprofit organisations is developed by students.

**Antirequisites:** GSN231  **Credit points:** 6  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 6TP5

**GSN487 INTRODUCTION TO SOCIAL ENTERPRISE**
The nonprofit sector continues to mature and expand with the establishment of more sophisticated social enterprise programs. With significant reductions in the traditional sources of revenue, increasingly sophisticated competition and dramatic changes in expectations from clients and stakeholder groups, the need for effective strategy and implementation has grown. The unit offers a background to social enterprise and associated issues.

**Antirequisites:** AMN482  **Credit points:** 6  **Contact hours:** 3 per week  **Campus:** Gardens Point  **Teaching period:** 2011 6TP3

**GSN488 FUNDRAISING DEVELOPMENT PRINCIPLES**
This unit considers the broad factors that influence fundraising/development success. It applies theories of marketing, public relations and management to fundraising and development and builds an understanding of the philanthropic environment. It re-examines the principles of fundraising/development, institutional readiness, case statement preparation, leadership, constituencies and research to build understanding of the context in which good development practice occurs.

Antirequisites: GSN232, MIN409, AMN481  
Credit points: 6  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 6TP4

GSN489 FUNDRAISING DEVELOPMENT TECHNIQUES
This unit builds on GSN488 to delve into particular techniques of resource mobilisation in nonprofit organisations. It considers a range of income generation vehicles and techniques including capital and major gifts, special events, bequests, direct mail, telemarketing, e-fundraising, gift clubs and the art of building donor relationships. It also examines professional evaluation of fundraising programs.

Prerequisites: GSN488  
Antirequisites: GSN232, MIN409, AMN481  
Credit points: 6  
Contact hours: 3 per week  
Campus: Gardens Point  
Teaching period: 2011 6TP5

GSN554 SOCIAL INNOVATION AND ENTREPRENEURSHIP
Social innovation and entrepreneurship are emergent concepts in the field of philanthropy and nonprofit management, and in partnerships between nonprofits and other sectors. The aim of this unit is to develop a student’s knowledge and skills to critically reflect on emerging trends in philanthropic and nonprofit practice, with a particular focus on social innovation and entrepreneurship.

Credit points: 6  
Campus: Gardens Point  
Teaching period: 2011 6TP2

GSN555 DEVELOPING SOCIAL VENTURES
Social ventures including social enterprises, social businesses and enterprising community initiatives are becoming increasingly popular mechanisms to: create social value in response to intractable social and environmental problems; generate new income streams for traditional nonprofits; and harness resources from across sectors to produce public benefits. This subject will hone students’ practical skills in assessing and designing social ventures with regard for their purpose, context and business structures.

Prerequisites: GSN554  
Credit points: 6  
Campus: Gardens Point  
Teaching period: 2011 6TP3

GSN556 CONTEMPORARY ISSUES IN PHILANTHROPY
Trusts and foundations have the potential to be a force for the public good. This unit will examine the critical issues confronting those who wish to harness the resources, power and influence of such bodies to achieve their purposes and benefit the community.

Credit points: 6  
Campus: Gardens Point  
Teaching period: 2011 6TP4

GSN557 CREATIVE PHILANTHROPY
This unit analyses and evaluates new philanthropic trends and introduces students to critical reflection of such notions. Students will gain the skills to undertake a broad review of philanthropic developments.

Prerequisites: GSN556  
Credit points: 6  
Campus: Gardens Point  
Teaching period: 2011 6TP5