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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>Master of Business Philanthropy and Nonprofit Studies Advanced Compulsory units</td>
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<tr>
<td>GSN481</td>
<td>Philanthropic and Nonprofit Frameworks of Governance</td>
</tr>
<tr>
<td>GSN483</td>
<td>Ethics for Philanthropic and Nonprofit</td>
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### Courses

<table>
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<tr>
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<tr>
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<tr>
<td>GSN487</td>
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<tr>
<td>GSN489</td>
<td>Fundraising Development Techniques</td>
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<tr>
<td>GSN488</td>
<td>Fundraising Development Principles</td>
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<tr>
<td>GSN545</td>
<td>Social Innovation and Entrepreneurship</td>
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<tr>
<td>GSN555</td>
<td>Developing Social Ventures</td>
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<tr>
<td>GSN556</td>
<td>Contemporary Issues in Philanthropy</td>
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<tr>
<td>GSN557</td>
<td>Creative Philanthropy</td>
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<tr>
<td>PLUS:</td>
<td>12 credit points from Complimentary Studies Unit list</td>
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<tr>
<td>PLUS:</td>
<td>60 credit points from Business Unit Options List</td>
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**Plus an additional 48 credit points from either:**

1. Another Business stream
2. 48cp Dissertation

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### Semester 1 Entry

**Year 1, Semester 1**

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**Year 1, 6-TP-2**

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**Year 1, 6-TP-4**

**Year 2, Semester 1**

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**Year 2, 6-TP-2**

**Year 2, 6-TP-3**

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**Year 2, 6-TP-4**

**Year 2, 6-TP-5**

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### Semester 2 Entry

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**Year 1, 6-TP-4**

**Year 1, 6-TP-5**

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**Year 2, Semester 1**

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**Information for future students**

Published on: 13 June 2012

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SELECT: 2 x 12cp from Business Unit Options List

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

Year 2, 6-TP-3
GSN483 Ethics for Philanthropic and Nonprofit Organisations
GSN487 Introduction to Social Enterprise

Year 2, Semester 2
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-4
GSN488 Fundraising Development Principles

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

Year 3, Semester 1
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 3, 6-TP-2
GSN554 Social Innovation and Entrepreneurship

Year 3, 6-TP-3
GSN555 Developing Social Ventures

Part-time, Semester 1 Entry

Year 1, Semester 1
SELECT: 1 x 12cp unit from Complementary Studies List

Year 1, 6-TP-2
GSN481 Philanthropic and Nonprofit Frameworks of Governance

Year 1, 6-TP-3
GSN483 Ethics for Philanthropic and Nonprofit Organisations

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 Business Options List

Year 2, 6-TP-2
GSN484 Management for Philanthropic and Nonprofit Organisations

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
GSN488 Fundraising Development Principles

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
GSN485 Legal Issues for Philanthropic and Nonprofit Organisations

Year 3, 6-TP-5
GSN486 Accounting and Finance Issues for Philanthropic & Nonprofit Organisations

Year 4, Semester 1
2 x 12cp units from Complementary Studies in
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-1

GSN472, GSN229 Credit points: 6

Contact hours: 3 per week

Campus: Gardens Point

Teaching period: 2011 6TP2

Potential Careers:
Administrator, Contract Administrator.

UNIT SYNOPSES

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

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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 purpose of accounting and the types of financial statements that comprise a financial report. The unit also focuses on the Australian financial reporting framework and whether an Australian accounting standard for nonprofit organisations is required. International comparisons are made.
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