



**Professors**

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**Learning Outcomes**

<p>Upon completion of this course students will be able to</p> <ul style="list-style-type: none"> <li>• explain the existence of the third sector according to an ideal or assumed set of facts or principles.</li> <li>• demonstrate an understanding of the specificities of the non-profit sector.</li> <li>• identify the challenges and main management issues of the non-profit sector.</li> <li>• understand the principles of leadership and strategic management in a mission-based organization.</li> <li>• identify the roles and responsibilities of the board.</li> <li>• recognize the specific role of each management function (marketing, human resource, finance) in effectively managing a non-profit organization.</li> <li>• describe the main tools and methods used in non-profit marketing and fundraising.</li> <li>• describe the main strategies to recruit, develop, and supervise personnel in a non-profit environment.</li> <li>• describe the main characteristics of financial management in a non-profit organization.</li> <li>• discuss the main tools to evaluate the performance of a non-profit organization.</li> </ul>
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**Course Objectives:** See weekly course schedule

**Evaluation Procedure**

TYPE OF ASSIGNMENT	WEIGHT	TEAM OR INDIVIDUAL GRADE
Research Proposal Research Proposal – 5%	5%	Team
Research Paper	25%	Team

2022 Class Date:				
Sept	8	Non-Profits – Intro What is the NonProfit Sector?	Ch. 1	<b>Bold</b> indicates assignment due
Sept	15	Non-Profits – Intro Who are NonProfits? What do they do? Introduction to Non-Profit Lifecycle	Ch. 2	Teams formed <b>Journal Post 1 due</b>

## SKILLS ACROSS THE BUSINESS CURRICULUM