

## **INP 900 – Intro to the Nonprofit / Voluntary Sector**

This course provides students with critical insight into the origins and the ideological, social, political, legal and economics contexts of the rapidly changing nonprofit and voluntary sector allowing them to grasp the complexity, diversity and challenges facing nonprofit organizations today. Topics include: defining the scope and nature of this sector; the welfare state and the role of the non-profits; the political and legal operating environment of non-profits; and understanding the changing ideological and economic landscape.

Tut:	1 hr.
Lect:	2 hrs.
Course Weight:	1.00
Billing Units:	1

## **INP 901 – Developing Effective Organizations**

The emphasis in this course, is on developing approaches that both employees and volunteers in nonprofit organizations can use to deal effectively with the issues facing their organizations. The course explores principles and practices of management and administration as they are adapted to board-staff relations, board governance, recruiting and motivating volunteers, human resource management, accountability, organizing for and managing growth and change, analysis of an organization's market and organizational strategic planning.

Lect: 3 hrs.

Course Weight: 1.00

Billing Units: 1

## **INP 912 – Marketing for NonProfit Organizations**

When an organization understands its various audiences and employs the right tactics to reach them, it can achieve positive results including: increased government funding and supportive regulatory environments, generous philanthropic support, motivated staff and volunteers, and informed and responsive clients. This course provides students with a clear understanding of the role of marketing in a nonprofit setting, including its impact on fundraising, client services, government relations and volunteer management.

Lect: 3 hrs.  
Antirequisite: MKT 100  
Course Weight: 1.00  
Billing Units: 1

## **INP 913 – Leading Through Change**

Societal transformations affecting the nonprofit sector today are so fundamental that they demand new models of action. This course provides tools to plan for changes necessitated by economics and political restructuring, emerging informational technologies and increasing demographic diversity. Topics include environmental scanning, organizational diagnosis, planned change strategies, managing transitions, overcoming resistance, mobilizing commitment among volunteers, and changing the organizational culture. The role of leadership will be underlined throughout with reference to several different leadership theories.

Lect: 3 hrs.  
Antirequisite: MHR 650  
Course Weight: 1.00  
Billing Units: 1