**Course Information:** Strategic Nonprofit Management - MGT6073 CRN2763

**Dates:**
- Spring 2007
- Start Date: January 15, 2007
- End Date: April 16, 2007

**Instructor Contact Information:**
- Name and Title: Jerry Lindman. J.D., Senior Lecturer and Director of the Center for Nonprofit Management, Graduate College of Management
- Telephone: 248-204-3095
- E-mail: lindman@ltu.edu

**Online Chat Office Hours:**
- Telephone Office Hours: Daily 9-5pm
- Note: To schedule a phone meeting, please send an email with two proposed dates & times.

**Course Text Books and Other Materials**
- Note: There are various supplemental readings and articles required and listed under the ‘Theory’ section of each module in Blackboard.

**Course Description**
MGT6073 provides participants a strategic survey of leadership and management competencies and strategies for today’s charitable nonprofit organizations. Together we will learn about the growing role of charitable nonprofit organizations in the United States and global economy, strategically exploring the latest management competencies and relationships with business and government that contribute to their mission.

Though not a detailed management course, MGT6073 will help student relate other business coursework to the management of mission-based organizations and help students relate to nonprofit organizations from a variety of perspectives. For example,
- If you are a nonprofit professional, you will be examining the latest in what working for nonprofits today and get introduced to business management practices that can be successfully transferred to nonprofit organizations.
- If you are a business professional, you will learn how profit-making enterprises work strategically with charitable nonprofit organizations to achieve their business objectives and how your business competencies can be effectively applied to nonprofit organizations.
- If you are a government professional, you will learn how to better build and manage collaborative and contractual relationships with nonprofit organizations as a means to effectively execute public policy.

Mastery of key tools and concepts presented in this course could give you a significant competitive advantage in the marketplace of nonprofit.
Course Objectives

Course learning objectives for MGT6073 are the following:
1. Get introduced to the history and current status of the U.S. and international nonprofit sector.
2. Define and distinguish the US and global economy by three sectors of business, government and nonprofit.
3. Examine nonprofit values of giving, service and volunteerism.
4. Understand and distinguish 501c3 nonprofit organizations from civil society organizations.
5. Recognize differences and similarities between the management of nonprofit and for-profit enterprises.
6. Learn and apply distinct nonprofit management competencies such as board and executive governance, fund development and financial management.
7. Become familiar with social enterprise.

Attaining the Course Objectives

To pursue the course objectives effectively, students should be prepared to engage in the following activities:

- Review all course materials contained modules located under Course Documents in the Blackboard classroom provided for this course.
- Read all information assigned under the ‘Theory’ section each module.
- Complete course assignments contained under the “Practice” section of each module and submit them according to specified due dates.
- Prepare written assignments in a professional manner and appropriate format (APA style).
- Participate and contribute, in a meaningful fashion, to all course discussions.
- Participate constructively in all team projects.
- Complete exams included in this course.

LTU Course Policy

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<thead>
<tr>
<th>Academic Honor Code</th>
<th><a href="http://www.ltu.edu/currentstudents/honor_code.asp">http://www.ltu.edu/currentstudents/honor_code.asp</a></th>
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<tbody>
<tr>
<td>LTU OL policies</td>
<td><a href="http://www.ltu.edu/ltuonline">http://www.ltu.edu/ltuonline</a></td>
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<tr>
<td>LTU College of Arts &amp; Science, Banned Writing Errors</td>
<td><a href="http://www.ltu.edu/arts_sciences/humanities_ss_comm/writing_guidelines.asp">http://www.ltu.edu/arts_sciences/humanities_ss_comm/writing_guidelines.asp</a></td>
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Course Assignments and Project

All assignments are to be completed and turned in electronically using the course Blackboard Assignments section. Assignment due dates are provided in each Module under ‘Practice’ in Course Documents section of Blackboard.

Use of Technology

LTU Online courses require access to the web and use LTU Online Blackboard course delivery software.
### Important Dates

<table>
<thead>
<tr>
<th>Important Dates</th>
<th>MBA Academic Calendar – Start of Semester, Holidays, Drop Dates</th>
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</thead>
</table>

| LTU Academic Calendar – Start of Semester, Holidays, Drop Dates |
| [http://www.ltu.edu/registrar_Office/calendar_final_exam.index.asp](http://www.ltu.edu/registrars_office/calendar_final_exam.index.asp) |
| Other significant dates |

10/23/06
Students may want to print this “Supplement to LTU Online Course Syllabus” for reference to information offline

**Grading Policy**

Grading Rubrics – Link to LTU Online Grading Rubrics
Course Specific Grading rubrics are provided in the LTU Online Blackboard course session in the section Assignments.

**LTU Online Grading Scale**

<table>
<thead>
<tr>
<th>Graduate Courses</th>
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<tbody>
<tr>
<td>96-100</td>
<td>A</td>
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<tr>
<td>90-95</td>
<td>A-</td>
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<tr>
<td>87-89</td>
<td>B+</td>
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<tr>
<td>83-86</td>
<td>B</td>
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<tr>
<td>80-82</td>
<td>B-</td>
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<tr>
<td>77-79</td>
<td>C+</td>
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<tr>
<td>73-76</td>
<td>C</td>
</tr>
<tr>
<td>70-72</td>
<td>C-</td>
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**Technical Support:**
For software or hardware issues, contact the LTU Edward Donley Computer Center: Helpdesk, VITRC, Blackboard, Banner
http://www.ltu.edu/computer_center/welcome.asp
Telephone: 248-204-2330
E-mail: helpdesk@ltu.edu

**Academic Support:**
Library / APA Standards
Telephone: 248-204-3000
http://www.ltu.edu/library/index1.asp
E-mail: refdesk@ltu.edu

Academic Achievement Center
http://www.ltu.edu/student_affairs/academic_achievement.asp
Telephone: 248-204-4120
E-mail: hobart@ltu.edu

**Student Services Support:**
Office of Student Affairs
Telephone: 248-204-4100
http://www.ltu.edu/student_affairs/index.asp
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<table>
<thead>
<tr>
<th>Module</th>
<th>Beginning of Week</th>
<th>Topic</th>
<th>Theory (Reading)</th>
<th>Practice (Assignment)</th>
</tr>
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</table>
| 0      | January 15        | Introduction and preparation for course | - Syllabus  
- Review Blackboard course material  
- Module 0 | - Student Questionnaire  
- Discussion Forum |
| 1      | January 15        | Nonprofit Sector and Social Enterprise | - Text: Preface, Ch. 1, 2, 4  
- Assigned Reading: "Not-for-profit management:  
- Article: What is a 'Social Entrepreneur'?” | - Writing assignment  
- Discussion Forum |
| 2      | January 22        | Legal Perspective of US Charitable Nonprofits | - Ch. 3  
- Assigned readings (2) | - Creating a Nonprofit |
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<table>
<thead>
<tr>
<th>Day</th>
<th>Date</th>
<th>Assignment/Activity</th>
<th>Readings/Assignments</th>
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</table>
| 3   | January 29 | Team Project Assignment                                                             | - Read Rubric for Team Projects  
- Meet your team members  
- Review Team Project Assignment |
|     |         |                                                                                     | - Meet with team members  
- Create and submit ‘Issue Summary’ of Team Project |
| 4   | February 5 | U.S. & International Civil Society                                                  | - Ch. 5  
- Assigned reading |
|     |         |                                                                                     | - Writing assignment |
| 5   | February 12 | Boards, Executives & Governance                                                      | Introduction to Key Leadership Issues (pg. 130)  
- Ch. 6 & 7 |
|     |         |                                                                                     | - Case study assignment |
| 6   | February 19 | Strategic Planning & Evaluation                                                      | - Ch. 8 & 16 |
|     |         |                                                                                     | - Assignment  
- Discussion Forum |
| 7   | February 26 | Fund Development & Social Enterprise                                                 | - Ch. 17 & 18  
- Assigned readings (2) |
|     |         |                                                                                     | - Proposal writing assignment |
| 8   | March 5  | Nonprofit Consultant Report Assignment                                               | - Read assigned case study, Greenhill Community Center. |
|     |         |                                                                                     | - Discussion Forum on Greenhill Case Study |
| 9   | March 19 | Overview of Financial Management                                                    | - Ch.19 (pgs. 466-501)  
& Ch. 21  
- Assigned readings (2) |
| 10  | March 26 | Midterm Exam                                                                        | |
| 11  | April 2  | Multisector Collaboration & Strategic Alliances                                     | - Ch. 11  
- Assigned readings (2) |
|     |         |                                                                                     | Discussion Forum |
| 12  | April 9  | Team Presentations                                                                  | See Assignment |
|     |         |                                                                                     | Assignment Due: Team Presentations and Research Papers |
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<table>
<thead>
<tr>
<th>Date</th>
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<th>Assignment Due:</th>
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<tbody>
<tr>
<td>13 April 16</td>
<td>Nonprofit Consultant Report</td>
<td>Nonprofit Consultant Report</td>
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