

# Nonprofit Management, MS

Facing the threat of privatization and for-profit competition, nonprofit organizations are challenged to find leaders who not only possess keen business and managerial skills but can also effect change at a community or social level. Being successful in this dynamic and rewarding field requires strong leadership, managerial and interpersonal skills, as well as in-depth knowledge of fundraising, marketing, program development, and governance issues.

Integrating theoretical approaches with practical applications, the Master of Science in Nonprofit Management seeks to prepare you for a leadership position in a not-for-profit university, hospital, charity, foundation, or religious organization. Upon completion of this nonprofit degree, you emerge well equipped to embark on a career in nonprofit management—prepared, and inspired, to make a meaningful impact.

The mission of the Master of Science in Nonprofit Management at the College of Professional Studies is to offer courses that further develop the students' knowledge, skills, talent, and abilities. Faculty in the program support students' development goals through action-oriented courses that link theoretical learning to practical application. Nonprofit management courses aim to prepare students to be mission-driven executive leaders, managers, employees, and board members in public and private nonprofit organizations.

## Program Requirements

- Concentrations and course offerings may vary by campus and/or by program modality. Please consult with your advisor or admissions coach for the course availability each term at your campus or within your program modality.
- Certain options within the program may be *required* at certain campuses or for certain program modalities. Please consult with your advisor or admissions coach for requirements at your campus or for your program modality.

Complete all courses and requirements listed below unless otherwise indicated.

## Required Courses

Code	Title	Hours
NPM 6100	Strategic Management for the Nonprofit Sector	3
NPM 6110	Legal and Governance Issues in Nonprofit Organizations	3
NPM 6120	Financial Management for Nonprofit Organizations	3
NPM 6125	Promoting Nonprofit Organizations	3
NPM 6130	Fundraising and Development for Organizations	3
NPM 6140	Grant and Report Writing	3
NPM 6150	Human Resources Management in Nonprofit Organizations	3
NPM 6980	Capstone	3

## Concentration or Electives Option

The remaining required quarter hours for the program may be completed by a combination of completing a concentration and additional electives or selecting any courses listed in the electives list (p. 1).

- Fundraising (p. 2)
- Leadership and Communication (p. 3)
- Project Management
- Sales Management
- Social Innovation
- Social Media Analytics (p. 4)

## Electives

Code	Title	Hours
------	-------	-------

Complete courses from the 6000 level. Below is a list of courses regularly offered as electives within the program.

### Nonprofit Management Electives

NPM 6210	Social Value Investing and Effective Partnerships	
NPM 6220	Donor Research and Management	
NPM 6230	Measuring Social Impact	
NPM 6240	Managing the Annual Fund	

NPM 6310	Social and Sustainable Entrepreneurship
NPM 6320	New Ventures in Social Entrepreneurship
<b>Other Electives</b>	
ALY 6000	Introduction to Analytics
ALY 6010	Probability Theory and Introductory Statistics
ALY 6070	Communication and Visualization for Data Analytics
ALY 6110	Data Management and Big Data
CMN 6000	Introduction to Organizational Communication
CMN 6025	Digital Era Skills: Platforms, Tools, and Techniques
CMN 6045	Leveraging Digital Technologies: Strategy, Assessment, and Governance
CMN 6050	Crisis Communication
CMN 6060	Negotiation, Mediation, and Facilitation
CMN 6065	Implementation and Management of Social Media Channels and Online Communities
CMN 6080	Intercultural Communication
CMN 6090	Organizational Culture, Climate, and Communication
CMN 6100	Communication Networks and Managing Information
COP 6940	Personal and Career Development
DGM 6285	Interactive Marketing Fundamentals
DGM 6290	Social Media and Brand Strategy Implementation
EDU 6184	Interdisciplinary Foundations
GST 6610	Sustainable Development
INT 6000	Writing Lab
INT 6943	Integrative Experiential Learning
LDR 6110	Leading Teams Strategically in a Global Environment
LDR 6120	Developing Organizational Success through Leadership Development
LDR 6135	Ethical Leadership
LDR 6140	Leadership Strategy, Design, and Practice
LDR 6150	Innovation and Organizational Transformation
PJM 5900	Foundations of Project Management
PJM 6005	Project Scope Management
PJM 6015	Project Risk Management
PJM 6025	Project Scheduling and Cost Planning
PJM 6135	Project Quality Management

## Program Credit/GPA Requirements

45 total quarter hours required

Minimum 3.000 GPA required

---

## Concentrations

### FUNDRAISING

Code	Title	Hours
<b>Required Courses</b>		
NPM 6210	Social Value Investing and Effective Partnerships	3
NPM 6220	Donor Research and Management	3
NPM 6230	Measuring Social Impact	3
<b>Electives</b>		
Complete a minimum of 6 quarter hours from the following:		6
ALY 6000	Introduction to Analytics	
ALY 6010 and ALY 6070	Probability Theory and Introductory Statistics and Communication and Visualization for Data Analytics	
DGM 6285	Interactive Marketing Fundamentals	

DGM 6290	Social Media and Brand Strategy Implementation	
NPM 6240	Managing the Annual Fund	

**LEADERSHIP AND COMMUNICATION**

Code	Title	Hours
<b>Required Courses</b>		
CMN 6090	Organizational Culture, Climate, and Communication	3
LDR 6150	Innovation and Organizational Transformation	3
<b>Electives</b>		
Complete a minimum of 9 quarter hours from the following:		9
CMN 6000 and INT 6000	Introduction to Organizational Communication and Writing Lab	
CMN 6060	Negotiation, Mediation, and Facilitation	
CMN 6080	Intercultural Communication	
CMN 6100	Communication Networks and Managing Information	
LDR 6120	Developing Organizational Success through Leadership Development	
LDR 6135	Ethical Leadership	
LDR 6110	Leading Teams Strategically in a Global Environment	
LDR 6140	Leadership Strategy, Design, and Practice	

**PROJECT MANAGEMENT**

Code	Title	Hours
<b>Required Courses</b>		
PJM 5900	Foundations of Project Management <sup>1</sup>	4
PJM 6005	Project Scope Management	3
PJM 6015	Project Risk Management	3
PJM 6025	Project Scheduling and Cost Planning	3
<b>Elective</b>		
Complete one of the following: <sup>1</sup>		5
PJM 6125	Project Evaluation and Assessment	
PJM 6135	Project Quality Management	
PJM 6140	Managing Troubled Projects	
PJM 6210	Communication Skills for Project Managers	
PJM 6710	Introduction to Program and Portfolio Management	
PJM 6810	Principles of Agile Project Management	

<sup>1</sup> Note: Foundations of Project Management (PJM 5900) is for students with fewer than three years of experience directing or leading project tasks. Students who do not complete Foundations of Project Management (PJM 5900) may substitute any additional project management elective to satisfy the required program hours.

**SALES MANAGEMENT**

Code	Title	Hours
<b>Required Courses</b>		
LDR 6100	Developing Your Leadership Capability	3
SMT 6010	Building Business Acumen	3
SMT 6020	Managing the Customer Experience	3
SMT 6060	Decision Support and Sales Analytics	3
<b>Elective Courses</b>		
Complete a minimum of 6 quarter hours from the following:		6
CMN 6040	Consumer Behaviors in the Online Environment	
CMN 6045	Leveraging Digital Technologies: Strategy, Assessment, and Governance	
CMN 6060	Negotiation, Mediation, and Facilitation	
EAI 6020	AI System Technologies	
LDR 6110	Leading Teams Strategically in a Global Environment	
LDR 6135	Ethical Leadership	
PJM 5900	Foundations of Project Management	

PJM 6210	Communication Skills for Project Managers	
PJM 6185	Managing Innovation Projects	
SMT 6983	Topics	

**SOCIAL INNOVATION**

<b>Code</b>	<b>Title</b>	<b>Hours</b>
<b>Required Courses</b>		
NPM 6230	Measuring Social Impact	3
NPM 6310	Social and Sustainable Entrepreneurship	3
NPM 6320	New Ventures in Social Entrepreneurship	3
<b>Electives</b>		
Complete a minimum of 6 quarter hours from the following:		6
ALY 6000	Introduction to Analytics	
ALY 6010 and ALY 6070	Probability Theory and Introductory Statistics and Communication and Visualization for Data Analytics	
DGM 6285	Interactive Marketing Fundamentals	
DGM 6290	Social Media and Brand Strategy Implementation	
GST 6610	Sustainable Development	
LDR 6120	Developing Organizational Success through Leadership Development	
PJM 5900	Foundations of Project Management	
PJM 6125	Project Evaluation and Assessment	
PJM 6983	Topics	

**SOCIAL MEDIA ANALYTICS**

<b>Code</b>	<b>Title</b>	<b>Hours</b>
<b>Required Courses</b>		
CMN 6045	Leveraging Digital Technologies: Strategy, Assessment, and Governance	3
CMN 6065	Implementation and Management of Social Media Channels and Online Communities	3
DGM 6285	Interactive Marketing Fundamentals	4
<b>Electives</b>		
Complete a minimum of 5 quarter hours from the following:		5
ALY 6000	Introduction to Analytics	
ALY 6110 and ALY 6070	Data Management and Big Data and Communication and Visualization for Data Analytics	
ALY 6010	Probability Theory and Introductory Statistics	
DGM 6290	Social Media and Brand Strategy Implementation	