

BUS 3780 - Financial Management and Fundraising for Nonprofit Organizations

Fall 2026 Syllabus, Section 02, CRN 42732,

Credit hours: 3

Instructor

Laura Dewberry

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Public Instructor Information

Instructor Title: Director, Center for Nonprofit Leadership & Senior Lecturer, Department of Management & Marketing

Instructor Professional Qualifications:

Master's, Business Administration, Cleveland State University

Bachelor's, Business Administration, John Carroll University

Instructor Office Location: WCBA 3307

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Course Description

3780. Financial Management and Fundraising for Nonprofit Organizations. Fiscal, budgetary, development and fundraising aspects of nonprofit organizations. Discussion, analysis, implementation of financing, budgeting, development, and fundraising theories and techniques applicable to planning, operating, and developing nonprofit organizations. Prereq.: ENGL 1551, junior standing, 2.5 GPA. 3 s.h.

Course Readings

Group	Title	Author	ISBN
Optional	Streetsmart Financial Basics for Nonprofit Managers (4th edition). Hoboken, NJ: John Wiley & Sons, Inc. (2016)	McLaughlin, Thomas A.	

The course readings are subject to change in the event of extenuating circumstances, research developments, current events, and/or to ensure better learning.

Schedule of Topics and Assignments

Week of	Reading(s)	Proposed Topic	Due/To Prepare for Class
10/19	Module One Notes Financial Analysis Report / Slide Deck Assignment Guidelines	Learning Module One: Introduction to Nonprofit Organizations, Boards of Directors, & Fundraising Basics	Exam #1 (75 points) Discussion Board #1 (15 points) NonprofitReady.org: Nonprofit Essentials Certificate Completion (40 points) All deliverables are due on Saturday, 10/24/26 at 11:59pm on Blackboard.
10/26	Module Two Notes	Learning Module 2: Fundraising Ethics & Grantwriting	Exam #2 (75 points) Discussion Board #2 (15 points) Part 1: Financial Analysis Report (22 points) All deliverables are due on Saturday, 10/31/26 at 11:59pm on Blackboard.

11/2	Module Three Notes	Learning Module Three: Balance Sheets, Net Assets, Tax Form 990, Ratio Analysis, & Indirect Costs	Exam #3 (75 points) Discussion Board #3 (15 points) NonprofitReady.org: Financial Management Essentials Certificate Completion (40 points) Part 2: Financial Analysis Report (62 points) All deliverables are due on Saturday, 11/7/26 at 11:59pm on Blackboard.
11/9	Module Four Notes	Learning Module Four: Internal Controls, Budgeting, Auditing, Role of the Nonprofit CFO, & Pricing	Exam #4 (75 points) Discussion Board #4 (15 points) Part 3: Financial Analysis Report (25 points) All deliverables are due on Saturday, 11/14/26 at 11:59pm on Blackboard.
11/16	Module Five Notes	Learning Module Five: Case for Giving & Annual Giving	Exam #5 (75 points) Discussion Board #5 (15 points) LinkedIn Learning: Fundraising Tips Certificate Completion (40 points) All deliverables are due on Saturday, 11/21/26 at 11:59pm on Blackboard.
11/23	Module Six Notes	Learning Module Six: Prospect Research, Major Giving, Planning Giving, & Corporate Giving	Exam #6 (75 points) Discussion Board #6 (15 points) Part 4: Financial Analysis Report (41 points) All deliverables are due on Saturday, 11/28/26 at 11:59pm on Blackboard.
11/30	Module Seven Notes	Learning Module Seven: Special Events & Online Giving	Exam #7 (75 points) Discussion Board #7 (15 points) Part 5: Financial Analysis Report - Final Slide Deck (100 points) All deliverables are due on Saturday, 12/5/26 at 11:59pm on Blackboard. BUS 3780 ends on Sunday, 12/6/26. No late assignments can be accepted after this date.

The course schedule, policies, procedures, and assignments in this course are subject to change in the event of extenuating circumstances, by mutual agreement, and/or to ensure better learning.