

39.03.02 Social work, the Organization profile and management in the sphere of social work	
Fundraising	
Course/semester	Bachelor degree, 4/8
Main objective	Formation of ability and readiness of students to use fundraising in social and design activity and activity of the social organizations.
Contents	Types of resources and their sources. Fundraising forms. Stages of fundraising activity. Fundraising and management. Marketing approach to fundraising. Motivation of donors. Attraction of human resources. Strategy of development and realization of fundraising campaign. Assessment of fundraising activity.
Preliminary requirements	For successful mastering the course students need to know basics of social design, economy, planning business.
Structure of the course	Lectures – 18 hours, practice – 18 hours, examination, independent work – the 66th hour. Total 108 hours (42 hours contact)
Estimation, control – test	Mark and rating system: - 0–24 it is unsatisfactory without possibility of repeating an examination; - 25–49 it is unsatisfactory with possibility of repeating an examination; - 50–72 it is satisfactory; - 73–86 it is good; - 87–100 it is excellent. 80% – current work, 20% – pass
Features of the organization of educational process and training materials	The following educational technologies and active forms of activity of students are applied to carrying out classes in discipline: <ul style="list-style-type: none"> • case method • problem method / problem training • training in small groups (training in cooperation – cooperative learning) • discussion