

# Grant Writing and Grants Management (20:834:575) [3 credits]

## **Course Description**

This course will provide students with the skills and knowledge to seek, solicit, and receive grant awards from government and foundation sources to support public and nonprofit programs and projects. This course will also teach students how to manage grants effectively to provide the greatest value to the organization and to the granting agency. Students will become not only successful grant specialists, but responsible and ethical ones who understand the grant enterprise, its purpose, and the effects it can bring to public and nonprofit organizations.

## **Learning Objectives**

After completing this course, students will be able to:

- Demonstrate an understanding of grant making by government and foundation entities;
- Research and synthesize prospective funding sources;
- Identify a program or project for this course that will incorporate the learning objectives;
- Develop and plan a program or project that is attractive to funders, while maintaining the integrity of the mission of the program or project;
- Analyze inter-organizational and external collaborations to develop a successful grant and grant management process;
- Write a grant proposal that is technically correct and effective.

## **Requirements**

Requirements will vary by instructor and may include:

- Assigned weekly readings from the textbook or other sources.
- Discussions of weekly topics on grant writing and grants management.
- Section papers on major components of a grant proposal.
- A final grant proposal.

## **Schedule / Outline of Topics**

- Week 1: Introduction and Overview
- Weeks 2: Organizational Review
- Weeks 3-4: Statement of Need
- Weeks 5-7: Program Logic Model & Evaluation Plan
- Weeks 8-10: Program Budget
- Week 11: Program Budget Review
- Weeks 12-13: Grants Management
- Week 14: Final Grant Proposal submission

## **Texts / Materials / Resources**

The selection of textbooks and readings will vary by instructor. Listed below are some of the possible textbooks, materials, and resources an instructor may select for this course:

- Coley, S.M., Scheinberg, C.A., & Strekalova, Y.A.L. 2022. *Proposal Writing: Effective Grantsmanship for Funding*, 6th edition. SAGE.
- *Federal Grants Management: Improving Outcomes*. IBM Center for the Business of Government.
- Foundation Center website: [www.foundationcenter.org](http://www.foundationcenter.org)
- U.S.A. Federal Government Grants website: [www.grants.gov](http://www.grants.gov)