

UČNI NAČRT PREDMETA / COURSE SYLLABUS

Predmet:	Fundraising
Course title:	Fundraising

Študijski program in stopnja Study programme and level	Študijska smer Study field	Letnik Academic year	Semester Semester
Socialni menedžment (UN), prva stopnja / Social management (BSc), first level	/	3.	6.

Vrsta predmeta / Course type Obvezni/Compulsory

Univerzitetna koda predmeta / University course code:

Predavanja Lectures	Seminar Seminar	Vaje Tutorial	Klinične vaje work	Druge oblike študija	Samost. delo Individ. work	ECTS
20	0	20	0	0	140	6

Nosilec predmeta / Lecturer: prof. dr. Borut Rončević / Professor Borut Rončević, Ph.D

Jeziki / Languages:	Predavanja / Lectures:	Slovensko / Slovenian, Angleško / English
	Vaje / Tutorial:	Slovensko / Slovenian, Angleško / English

Pogoji za vključitev v delo oz. za opravljanje študijskih obveznosti:

Prerequisites:

Vpis študenta/študentke v 3. letnik študija.

The enrolment of student into the 3nd year study.

Vsebina:

- Uvod v problemsko področje fundraisinga
- Pregled programov in skladov, ki razpisujejo sredstva za projekte: domači in mednarodni
- Logika sofinanciranja in razdeljevanja nepovratnih sredstev – osnovna načela
- Priprava projekta
- Navezava ciljev projekta na cilje donatorskega razpisa oz. programa ter morebitnih horizontalnih prioritet
- Načrtovane aktivnosti, načrtovana alokacija virov in načrtovan urnik (metodološki okvir)
- Iskanje morebitnih primernih partnerjev, opis partnerjev, ki bodo sodelovali pri izvajanju projekta, priprava konzorcijskega sporazuma
- Dejavniki za uspešno implementacijo finančnega načrta
- Priprava delovnega programa s finančno konstrukcijo (osnove)
- Osnove projektnega managementa
- Vsebinsko in administrativno-finančno vodenje projekta
- Vmesno in končno poročilo
- Postopek ocenjevanja projekta in vloga ocenjevalca
- Zaključne opombe

Content (Syllabus outline):

- Introduction to the field of fundraising
- A review of programs and funds that are launching funds for projects: domestic and international
- The logic of co-financing and distribution of grants - basic principles
- Preparation of the project
- Objectives of the project and their relatedness to the objectives of the donor's call i.e. program and potential horizontal priorities
- Planned activities, allocation of resources and the schedule (logical framework)
- Search for potential suitable partners, description of partners who will participate in the implementation of the project, preparation of the consortium agreement
- Factors for successful implementation of the financial plan
- Preparation of work plan with the financial structure (base)
- Basics of project management
- Content and administrative and financial management of the project
- Intermediate and final report
- The evaluation of the project procedure and the role of assessor
- Concluding remarks

Temeljni literatura in viri / Readings:

- Vodlan, Veronika (2010): *Fundraising priročnik za nevladne organizacije*. Ljubljana: Zavod Center za informiranje, sodelovanje in razvoj nevladnih organizacij.
- O'Neal-Mcelrath, Tori, Lynn Carter and Lynn Jenking English (2019): *Winning Grants Step by Step: The Complete Workbook for Planning, Developing, and Writing Successful Proposals*. New Jersey: John Wiley & Sons.
- Bray, Ilona (2016): *Effective Fundraising for Nonprofits: Real-World Strategies That Work*. 5th Edition. Berkeley, CA: Nolo.

Cilji in kompetence:

Študenti bodo razvili naslednje splošne kompetence:

- razumevanje ekonomskih vidikov za delovanje neprofitnega sektorja
- zmožnost za prepoznavanje in izkoriščanje priložnosti, ki se ponujajo v delovnem in družbenem okolju (ki se izkazujejo kot podjetniški duh in aktivno državljanstvo)
- sposobnost za izdelavo projekta, ki lahko kandidira za mednarodna sredstva
- sposobnost fleksibilne uporabe znanja v praksi
- sposobnost timskega dela, tj. pripravljenost na sodelovanje, kooperativnost, upoštevanje mnenj drugih in izpolnjevanje dogovorjene vloge v okviru tima oz. skupine
- sposobnost interdisciplinarnega povezovanja različnih strokovnjakov
- sposobnost divergentnega mišljenja, kritičnega presojanja, ustvarjalnosti in premagovanja problemov

Študenti bodo razvili predmetno specifične kompetence:

- razvoj veščin in spretnosti pri uporabi znanja na področju družbenih ved s pomočjo reševanja teoretičnih ali empiričnih problemov
- organizacijske in vodstvene spretnosti za organiziranje aktivnega in samostojnega dela
- komuniciranje s strokovnjaki iz različnih področij gospodarskega in družbenega življenja ter z različnimi interesnimi skupinami
- razumevanje odnosov med posamezniki, organizacijami in družbenim okoljem, zmožnost za kompleksno sistemsko gledanje in delovanje
- načrtovanje in obvladovanje sprememb ob oblikovanju celovite ocene stanja v organizaciji ali družbenem okolju z upoštevanjem različnih dejavnikov

Objectives and competences:

Students will develop the following general competencies:

- understanding of economic aspects of the operation of the non-profit sector
- ability to recognise and exploit opportunities provided in the working and social environment and manifest themselves as entrepreneurial spirit and active citizenship
- the ability to produce a project that can run for international funding
- the ability of the flexible use of knowledge in practice
- ability to teamwork, i.e. willingness to cooperate, cooperation, respect the opinions of others and fulfil roles within the team or. group
- the ability of interdisciplinary integration of the different experts
- the ability of divergent thinking, critical judgement, creativity and overcoming problems

Students will develop subject-specific competencies:

- the development of skills and abilities to apply knowledge in the field of social sciences by solving theoretical and empirical problems
- organisational and leadership skills to organise active and independent work
- communication with the experts from various fields of economic and social life as well as with various interest groups
- understanding of the relations between individuals, organisations and social environment, the ability of complex systems thinking and action
- planning and controlling changes while forming a holistic evaluation of the situation in the organisation or social environment while considering a variety of factors
- knowledge and understanding of the processes in the business environment of

- poznavanje in razumevanje procesov v poslovnem okolju organizacije in sposobnost za njihovo analizo, sintezo in predvidevanje rešitev ter njihovih posledic
- občutljivost za odnose med ljudmi pri delu, fleksibilnost in sposobnost za skupinsko delo, samoiniciativnost, prevzemanje odgovornosti, sposobnost razmišljanja in lastnega mnenja

the organization and its capacity for analysis, synthesis and forecasting solutions and their consequences

- sensitivity to the relations among people at work, flexibility and the ability of team work, self-initiative, taking responsibility, ability of thinking and having one's own opinion

Predvideni študijski rezultati:

Znanje in razumevanje:

Študent bo:

- seznanjen z namenom predmeta, vsebino in metodami dela ter njegovimi obveznostmi;
- razumel obseg in vsebino področja fundraisinga;
- razumel in jasno razlikoval ključne kategorije fundraisinga v poslovnem življenju;
- usposobljen za dojetanje finančne dimenzije poslovanja organizacij;
- pridobil vpogled v bistvo dobrih poslovnih praks oz. običajev, njihovo vlogo, mesto in pomen zadostnega nivoja finančnih sredstev za uspešno poslovanje organizacije;
- razvil spretnosti za uporabo različnih metod in tehnik za prepoznavanje priložnosti za pridobitev sredstev;
- usposobljen za oblikovanje in implementacijo projektnega elaborata;
- razvil potrebo po nadaljevanju samostojnega razmišljanja in izpopolnjevanja na področju fundraisinga;
- pridobil pregled nad odprtimi vprašanji stroke in njenimi perspektivami v bližnji prihodnosti.

Intended learning outcomes:

Knowledge and understanding:

Students will be:

- informed of the purpose of course, content and methods of work and his/her obligations;
- understand the scope and content of the field of fundraising;
- understand and clearly distinguish the key categories of fundraising in business life;
- qualified for the perception of financial dimensions of organisational behaviour;
- gain insight into the essence of good business practices, their role, place and importance of financial sources for a successful business activity of organisation;
- able to develop skills in using various methods and techniques to identify the opportunities for fundraising;
- qualified for the design and implementation of project proposal;
- able to develop a need for continuing self-reflection and improvement in the field of fundraising;
- gain an overview of the open issues of the profession and its perspectives in the near future.

Metode poučevanja in učenja:

- Predavanja z aktivno udeležbo študentov (razlaga, diskusija, vprašanja, primeri, reševanje problemov);
- Vaje, ki temeljijo na izkušnjskem, sodelovalnem in problemskem učenju (samostojno učenje, diskusija, razlaga, opazovanje, timsko delo, študija primera, metode kritičnega branja in pisanja, evalvacija, samoocenjevanje);
- Uporaba spletne učilnice oziroma drugih sodobnih IKT orodij;
- Individualne in/ali skupinske konzultacije (diskusija, dodatna razlaga, obravnava specifičnih vprašanj).

Learning and teaching methods:

- Lectures with active participations by the students (explanation, discussion, questions, cases, problems solving);
- Seminars based on experience-based learning, participation in problem learning (independent study, discussion, explanation, observation, team work, case study, methods of critical reading and writing, evaluation, self-evaluation);
- Use of online classroom or other contemporary ICT tools;
- individual and/or groups consultations (discussion, additional explanation, dealing with specific issues).

Načini ocenjevanja:Delež (v %) /
Weight (in %)**Assessment:**

<p>Način: Seminarska naloga</p> <p>Ocenjevalna lestvica – skladno s Pravilnikom o preverjanju in ocenjevanju znanja.</p>	<p>100%</p>	<p>Type: Seminar paper</p> <p>Grading is in accordance with the Faculty's evaluation Ordinance.</p>
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Reference nosilca / Lecturer's references:

MAKAROVIČ, Matej, ŠUŠTERŠIČ, Janez, RONČEVIĆ, Borut. Is Europe 2020 Set to Fail?: the cultural political economy of the EU grand strategies. *European planning studies*, ISSN 0965-4313, 2014, vol. 22, iss. 3, str. 610-626.

COSCODARU, Raluca, MODIC, Dolores, RONČEVIĆ, Borut. High-Performance Computing as a Tool of Transnational Innovation Policy. V: RONČEVIĆ, Borut (ur.), COSCODARU, Raluca (ur.), FRIC, Urška (ur.). *Go with the flow: high performance computing and innovations in the Danube region*. London; Budapest; Ljubljana: Vega Press. cop. 2019, str. 5-19.

RONČEVIĆ, Borut, FRIC, Urška. Path-creation in the information society. V: RONČEVIĆ, Borut (ur.), TOMŠIČ, Matevž (ur.). *Information society and its manifestations: economy, politics, culture*. Frankfurt am Main [etc.]: PL Academic Research. cop. 2017.

RONČEVIĆ, Borut. Regional development agencies and changing social fields: towards a sociology of regional systems of innovation. V: BELLINI, Nicola (ur.), DANSON, Mike (ur.), HALKIER, Henrik (ur.). *Regional development agencies: the next generation?: networking, knowledge and regional policies*, (Regions and cities, 59). 1st published. London; New York: Routledge. 2012, str. 87-101.

Vodenje uspešnih fundraising projektov od 2006 na lokalnem, nacionalnem in mednarodnem področju, vključno z vodilnim partnerstvom v več mednarodnih projektih (InnoHPC, KnowiNG IPR) in vodenje dveh Jean Monnet Centrov odličnosti (TIR2020 in SOE2030). / Leading a series of successful fundraising projects since 2003 on the local, national and international level, including leading partnerships in multiple international projects (InnoHPC, KnowiNG IPR) and managing two Jean Monnet Centers of Excellence (TIR2020 and SOE2030).