



# Mendocino College

COURSE LEVEL STUDENT LEARNING OUTCOMES

<b>Term Effective:</b>	Spring	2009
	Semester	Year

Title:   
*(limit to 50 characters including spaces)*

Course Number:

Initiator:

Date Submitted:

Units Min:

*If this is a variable unit course, then the relationship between units and any difference in expected SLO's should be explained.*

Units Max:

Lecture Hours:

Lab Hours:

Activity Hours:

**Student Learning Outcomes:** *(Enter the SLO's in an outline format. Use the Ctrl + Tab keys to indent for subtopics.)*

1. Identify the characteristics that demonstrate a diversified fund raising program.
2. Present the essential management steps for each of five fund raising tactical areas.
3. Equip the student to understand cost-per-dollar-raised in each of the tactical areas.
4. Provide basic principles of volunteer recruitment and retention to reduce the cost of raising funds.
5. Present a formula for assessing the most "fundable" from the organization's array of projects.
6. Describe the importance of organizational readiness in fund raising.
7. Differentiate between the annual campaign, major gifts campaigns, and capital campaigns.

**SIGNATURES / APPROVALS:**

Instructor(s)

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Signature

\_\_\_\_\_  
Date

Instructor(s)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date