

**The name of the course:**

# **How can social workers deal with donors?**

## **Teacher**

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## **Teaching methods**

Lectures, exercises (discussion groups, work in small groups, playing the role)

## **The aim of the Course**

Introduction to different types of donors, learning how to approach them. Acquiring of practical skills for providing donations.

**Target group:** BA as well as MA students of SPSP

**ECTS:** 4

## **Content of the Course**

Three areas of society. Fundraising - term, definition, principles. Fundraising program – preparation, implementation, evaluation. Donors – classification, types, motives for (not) giving. Fundraising methods. Conversation, asking for donation. Main roles of social workers in the process of fundraising.

## **The outcome of the course:**

Students are expected to – master the basic methods, techniques and skills of fundraising, understand their abilities and practical application of skills and methods of obtaining funds for grounding and maintenance services in the community, understand the processes and negotiating skills, express their ability to develop practical operational projects.

**Evaluation:** Participation in the role-play.

**Date:** from 4th until 7th of May