

# NOT-FOR-PROFIT MANAGEMENT CERTIFICATE

Campus: NYC

## Certificate Requirements

### New York City and White Plains Campuses

This certificate program requires 15 credits of coursework: 9 required credits and six credits in one of three Elective Areas (Managerial Skills Enhancement, Leadership Development, or Social Entrepreneurship). Additionally, each certificate student is required to complete a reflective portfolio in consultation with their assigned academic advisor.

Code	Title	Credits
<b>Required Courses</b>		
PAA 670	The Not-for-Profit Sector	3
PAA 671	Law and Board Governance for Not-for-Profit Managers	3
PAA 673	Financial Resource Development for Not-for-Profits	3
<b>Required Elective Courses</b> <sup>1,2</sup>		
Select two of the following from any one area:		6
<i>Electives Area I: Managerial Skills Enhancement</i>		
PAA 501	Accounting for Government, Health Care and Nonprofit Entities	
PAA 604	Budgeting and Financial Analysis	
PAA 606	Research Design for Administrators	
PAA 607	Applied Data Analysis	
PAA 612	Collective Bargaining and Labor Relations	
PAA 615	Program Planning and Evaluation	
PAA 619	Advanced Financial Management	
PAA 632	Policy Studies	
PAA 665	Seminar in Health Services Management	
PAA 666	Health Care Economics	
PAA 682	External Relations for Public Service Organizations: Mission Marketing, Advocacy, and Communications	
FIN 634	Entrepreneurial Finance	
IS 620	Information Systems and Organizational Strategy	
IS 639	Information Systems Planning and Policy	
<i>Electives Area II: Leadership Development</i>		
PAA 605	Ethics and Leadership	
PAA 614	Strategic Planning and Marketing	
PAA 630	Intergovernmental Relations	
PAA 632	Policy Studies	
PAA 644	Seminar in Government Management	
PAA 652	Health Policy Studies	
PAA 666	Health Care Economics	
PAA 681	Advanced Seminar for Not-for-Profit Management Issues	
PAA 682	External Relations for Public Service Organizations: Mission Marketing, Advocacy, and Communications	
PAA 683	Seminar/Lab in Social Entrepreneurship	
MGT 632	Venture Initiation and Entrepreneurship	
MGT 678	Business Plan Development	
IS 620	Information Systems and Organizational Strategy	
IS 639	Information Systems Planning and Policy	
<i>Electives Area III: Social Entrepreneurship</i>		
Select one course in sub-area "A" and one course in sub-area "B" (6 credits total) and also must have active involvement in at least one enrichment experience in sub-area A and/or B.		
Sub-Area A: Social Entrepreneurial Organizations		
PAA 683	Seminar/Lab in Social Entrepreneurship	
PAA 690	Practicum	

PAA 695	Internship: Non Profit, Government, and Healthcare
Sub-Area B: Developing Strategies for Social Enterprise	
MGT 632	Venture Initiation and Entrepreneurship
MGT 678	Business Plan Development
MAR 658	Entrepreneurial Marketing
MAR 660	New Product and Service Planning and Development
FIN 634	Entrepreneurial Finance
IS 620	Information Systems and Organizational Strategy
IS 639	Information Systems Planning and Policy

**Total Credits****15**

<sup>1</sup> *However, for students with extensive background or professional experience in the not-for-profit sector, one required elective course in Area I or Area II may be waived and substituted with an additional elective in the social entrepreneurship list.*

<sup>2</sup> *For Elective Course Areas I and II students also may choose - depending on level of experience - the PAA 690 Practicum or PAA 695 Internship: Non Profit, Government, and Healthcare in a designated not-for-profit organization.*