



**THE AUSTRALIAN
CENTRE FOR
PHILANTHROPY
AND NONPROFIT
STUDIES
AND YOU**

generosity | integrity | collaboration

A GUIDE TO YOUR STUDY OPTIONS IN 2021

Governance
Management
Ethics

Social Enterprise
Legal Issues
Accounting and Finance

Fundraising Development Principles
Fundraising Development Techniques





The QUT community acknowledges that our university stands on Aboriginal lands, the country of the Turrbal and Yugara people, lands that were never ceded.

We pay our respects to their elders - past, present and emerging - and thank them for their wisdom, forbearance and spirit of sharing. We respectfully recognise the role that Aboriginal and Torres Strait Islander people play within the university and in the wider community. We celebrate that the lands on which we study and work have always been places of learning, research and engagement.

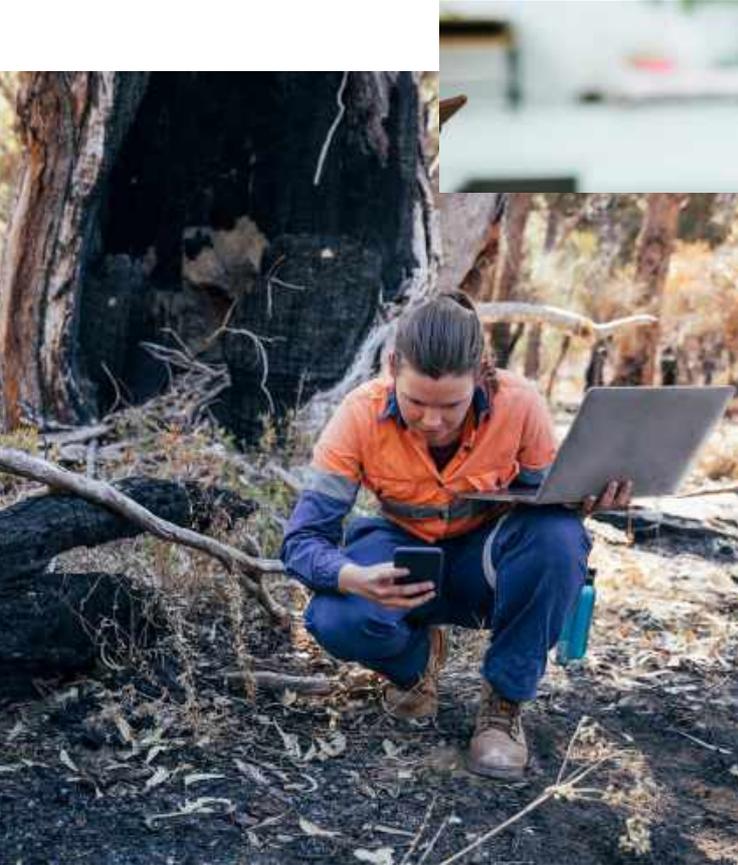


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**the university
for the real world**





The real world is a place of constant change. The demand for qualified individuals in the philanthropy, nonprofit and social enterprise sector continues to grow. The line between for-profit and nonprofit is becoming more blurred all the time. Change impacts how we care for each other, our animals, communities and environments. To thrive, we need to anticipate changes and the impact on people and organisations.

Courses for a changing world

The courses at QUT's Australian Centre for Philanthropy and Nonprofit Studies (ACPNS) will give you the skills to flourish in the real world. Our students develop the skills for a career in the management and leadership of philanthropic, nonprofit and social enterprise organisations. We also have students who require a nuanced understanding of the nonprofit sector to fulfill their role on boards and in government and business. Either way, our alumni are equipped to shape, inspire and advance the sector and its people and organisations, from protecting animals and the environment to changing the lives of thousands of people for the better every day.

People just like YOU study at ACPNS.



Highly regarded courses

We offer a teaching environment designed to meet sector needs and have been offering courses in this area for nearly 20 years



Globally recognised qualifications

ACPNS is recognised as an education leader both in Australia and overseas



Flexibility

Study from anywhere in the world. Six-week units mean you can get a valuable qualification in less than 12 months



World class lecturers

ACPNS lecturers are experts in their fields and have leading roles in philanthropy, nonprofit and social enterprise research





Build your networks

You will be studying with people who are just as passionate about the sector as you and you will become part of a vibrant network of individuals who have the skills and know-how to bring about positive social change



Be heard with specialist qualifications

Over 80% of ACPNS alumni are working in senior/high level positions in the sector

2020 ACPNS Impact Report



Expand your horizons

Your qualifications will open doors, even on the other side of the world. 11% of ACPNS alumni are working in countries other than Australia

2020 ACPNS Impact Report



Make a difference

More founders of social impact organisations have studied at QUT than any other QLD university. 9% of ACPNS alumni have gone on to found their own nonprofit or social enterprise organisation

2018 Startup Muster Annual Report

2020 ACPNS Impact Report





Want to be inspired?
Read amazing alumni stories on the
Student Experience page of our blog
blogs.qut.edu.au/acpns



Looking to make a difference?

Now's your chance. ACPNS equips visionary individuals and organisations to transform worlds through teaching, research and engagement so you'll be in great company! Our strong sector links and real world teaching mean ACPNS stays at the leading edge of knowledge, providing you with a teaching and research environment that is up to date and valuable to people interested in success in the challenge of philanthropic, social enterprise and nonprofit action.

Enhance your current career or transition into a new one. By studying with ACPNS you can transform yours and others' worlds by fortifying your credentials as a specialist in the sector. Qualifications in this niche area are highly valued and demand is growing. Social enterprise is on the rise and corporate social responsibility and business ethics are fast becoming a dominant feature within for-profit organisations as well.

Graduate with the skills you need. During your course you will cover critical leadership topics through a nonprofit lens. If you're currently working in the sector, you may be able to use real world problems you're facing at work for your projects and assignments. The aim is to help you with practical skills that you can put into practice straightaway.

Create a brighter future for you and others

When looking for professional development opportunities I was particularly attracted by ACPNS' practical, real world approach to improvement. As the Conservation Ecology Centre and my own role have developed and expanded, the Graduate Certificate course offered me skills and insights which I was able to apply instantly, with great benefits to the organisation, our team, the delivery of our mission and my own career. The flexibility the course offers has allowed me to integrate my studies successfully into a busy existing work schedule. I studied via correspondence, and the ACPNS team has been incredibly welcoming, supportive and accessible.

Lizzie Corke

Founder | The Conservation Ecology Centre, a nonprofit organisation conserving Australia's wildlife and the ecosystems on which they depend and winner of the Prime Minister's Award for Environmentalist of the Year in 2005

Why study business at QUT?

Australia's first business school with triple international accreditation

The QUT Business School, which includes ACPNS, is Australia's first business school to attain triple accreditation by international accrediting agencies. Less than 1% of all business schools worldwide have achieved triple accreditation and we are proud to be part of this elite group.



A quality-assured education

Our triple international accreditation means you can be sure that your course and your lecturers are of the highest standard, and that your degree will be recognised internationally as being awarded by a high-quality school. To be accredited, our programs, staff and engagement with the business and academic communities, nationally and internationally, are regularly assessed and must meet rigorous international quality assurance processes. ACPNS was the first fully accredited member of the Nonprofit Academic Centers Council in the southern hemisphere, being a member with the most prestigious and innovative centres in North America.

International and local business excellence and know-how

The QUT Business School and ACPNS maintain strong connections with the local, national and international philanthropic, nonprofit and social enterprise communities. Industry representatives regularly advise us on the content of our programs, which ensures that you will develop the skills and capabilities organisations want. Because Australia is part of a global business community our degrees include internationally relevant material.

Be prepared for tomorrow's real world

In today's rapidly changing world, you need to develop business capabilities for the future. A QUT business qualification will prepare you for contemporary and emerging careers in the philanthropy, nonprofit and social enterprise sector. You will develop multiple key skills needed by nonprofit and philanthropic managers. You will hone your analytical, decision-making, communication and problem solving skills and engage with academic and industry experts in real-world contexts.

ACPNS graduates enjoy a high employment rate and diverse career opportunities in Australia and overseas. They are recognised by employers for their flexibility, real-world knowledge, contemporary business skills and professional know-how.

Business Advantage

The QUT Business School's Business Advantage program is a free program offered to all business students. It can help you develop skills through interaction, discussion, cooperation and debate with other students, business, government, education and community leaders.

The program includes: guest presentations from inspiring industry, community and university leaders; sessions focused on specific social and professional skills; challenging interaction aimed at developing skills through new experiences; and provides a certificate of completion for students to include in their resume or portfolio. Not only does this program offer you excellent networking opportunities, but also the opportunity to gain highly relevant experiences and skills that you can apply throughout your career.



Future-proof your career

My dream of leaving for-profit and securing a leadership position in the nonprofit sector was recently realised when I was appointed the CEO of Variety, The Children's Charity of Queensland. I would be unable to perform a role such as this without the knowledge obtained through the course at ACPNS. My qualifications were also an influencing factor in the Board's decision to hire me.

Steve Wakerley
Chief Executive Officer | Variety Qld

An ever-expanding sector

The philanthropy, nonprofit and social enterprise sector is growing and diversifying each year. It includes organisations involved in health, social services, education, sport and recreation, arts and culture, conservation, animal welfare, human rights, social innovation, faith and civil society, emergency services and many more.

There are at least 700,000 nonprofit organisations in Australia, employing over one million people, or one in ten Australians in employment. As such, the sector's demand for qualified professionals continues to grow, and many talk about a looming leadership drought in the sector as baby boomers retire. Further, for-profits are increasingly interested in incorporating philanthropy into their business model, thus generating more opportunities for community-focused employment.





Real-world courses. Customised for you.

Our courses allow you to shape your study to fit in with your work, family and life.

We know you're busy. At ACPNS we realise that many of our students are working full time. That's why we offer blended delivery for all our units; you can attend lectures in class or online in real time, usually from 6-9pm on weeknights. If those times don't suit, simply download the recording on the weekend or another time that suits you.

Our classes are often also 'flipped', meaning the first hour is recorded (which means you can view the recording any time during the week) and the time in class is used for workshopping and applying the learning to real-world contexts - making the best use of your study time and allowing you greater flexibility in your learning. Not to mention building your relationships with your peers.

- ✓ ACPNS students come from all over the globe - study from wherever you are
- ✓ Some students study while they work or volunteer overseas
- ✓ Our courses are globally-recognised and highly-regarded. Our alumni are sought after by nonprofit employers, both in Australia and overseas
- ✓ Six week units mean you can cover a greater breadth of topics in a shorter period of time
- ✓ Flexible learning means you can access lectures and course content any time that suits you
- ✓ Real-world content means you can put into practice your learnings straightaway and bespoke assessment may mean you can use real-world problems you're facing at work for your assignments
- ✓ Get a valuable qualification under your belt in less than 12 months
- ✓ You don't need a degree to apply; your work experience can be taken into consideration.



Study that fits around you

Thank you for thinking about the needs of those working full-time. I was concerned about my ability to work and study at the same time but the six-week units and the ability to access lectures online meant I was able to complete the Graduate Certificate of Business (Philanthropy and Nonprofit Studies) within a year.

Earle Johnston

Relationship Manager (Philanthropy) | Salvation Army
QUT Alumni Board President 2018-2020

Your scholarship and bursary opportunities

QUT provides scholarships to support you and recognise your achievements. At ACPNS we offer a range of scholarships and bursaries to current and future philanthropy, nonprofit and social enterprise students.

The Myles McGregor-Lowndes Scholarship covers half the cost of domestic tuition fees for the Graduate Certificate of Business (Philanthropy and Nonprofit Studies) or the core units of the Master of Business (Philanthropy and Nonprofit Studies). It is open to new students commencing in 2021.

Bursaries are also available to assist with study costs and travel grants are available for students if they travel from interstate or regional/remote areas.

Visit qut.edu.au/business/scholarships for the full range of scholarships and application closing dates.



Your core units at a glance

Graduate Certificate in Business (Philanthropy and Nonprofit Studies) | Course code BS39 | Credit Points 48 | Mode Online or on campus (Gardens Point)
Duration 1 year part-time (can be completed over 2 years) | Entry February and July | On completion Exit or matriculate into the Masters program



Get a valuable qualification under your belt in less than 12 months.

MARCH / APRIL

Philanthropic and Nonprofit Frameworks of Governance

It is important for those involved with philanthropy, nonprofit and social enterprise to be able to critically analyse governance understandings and their dynamic interaction with society.

Management for Philanthropic and Nonprofit Organisations

The accountability demands of both clients and funding bodies, to which philanthropic and nonprofit organisations are increasingly subject, require that managers and administrators of philanthropic and nonprofit organisations adopt management practices which are not only effective and efficient but are also consistent with the mission and values of their organisation. This unit provides an introduction to management theory and practice, in the context of the need for such organisations to manage with integrity, and to build and maintain their social and human capital through management policies and practices which comply with legal prescriptions for management, and good practice in professional and organisational contexts.

MAY / JUNE

Ethics for Philanthropic and Nonprofit Organisations

The accountability demands for clients and funding bodies of philanthropic and nonprofit organisations increasingly require members of the philanthropy, nonprofit and social enterprise sector to adopt decision making practices that are not only effective and efficient but are also consistent with the mission and values of their organisation. This unit serves to provide an introduction to a broad array of ethical reasoning skills and contemporary integrity management practices, in the context of the need for such organisations to build and maintain their reputational capital and contribute more fully to the creation of social capital.

Introduction to Social Enterprise

This unit offers students an understanding of why and how social enterprises are becoming a strategic solution for organisations wishing to create economic and social impact. Students undertaking this unit are from nonprofit organisations wishing to find innovative ways of resourcing and fulfilling their mission using trade and business principles. Others undertaking this course are people working in business and government who wish to understand how social enterprise can address economic, social, cultural or environmental challenges and how social enterprises can gain brand equity in the age of conscious consumerism.

JULY / AUGUST

Legal Issues for Philanthropic and Nonprofit Organisations

Nonprofit organisations are subject to legal frameworks that both regulates and facilitates their internal and external conduct. An appreciation of these frameworks is necessary for good governance, the achievement of their mission and promoting trust with both internal and external parties.

Fundraising Development Principles

Fundraising and related skills are critical to the attainment of resources required for organisations to deliver amazing community outcomes. To meet the challenge of inspiring support in the form of ongoing resources for organisations, practitioners should base their decisions on the principles of fundraising, underpinned by theory and evidence from the growing body of literature in this area. This unit applies theories of marketing, public relations and management (especially human resources), economics, psychology, sociology and ethics, to fundraising and development, and builds an understanding of the philanthropic environment and donor perspectives.

SEPTEMBER / OCTOBER

Accounting and Finance Issues for Philanthropic and Nonprofit Organisations

Being able to understand and interpret financial information is a crucial skill for managers, executives and board members of nonprofit organisations. The external annual and financial reports provide financial and non-financial information principally for external stakeholders such as members, patrons, funding bodies, and regulators. Developing financial literacy and an appreciation of accountability drivers and frameworks is necessary for good governance and accountability, the achievement of the organisation's mission, strategic decision making, and promoting trust with both internal and external stakeholders.

Fundraising Development Techniques

This unit builds on its pre-requisite, Fundraising Development Principles, and applies the concepts introduced in that unit. It tracks various strategies and tactics for mobilising resources in a nonprofit organisation and provides insights to the challenges and processes involved in each technique. Evaluating fundraising operations is a capstone topic to the unit.

Which course is right for you?

Undergraduate courses

Bachelor of Business (Honours) (Philanthropy and Nonprofit Studies)

This course is designed for total immersion in academic study for a full-time year. The structure of the course is such that the coursework units in the first semester logically precede the research thesis, which is largely completed in the second year. The Bachelor of Business (Honours) provides high-achieving undergraduate students with analytical, theoretical and empirical skills that differentiate them from other graduates. An honours degree signals to potential employers that you are someone with exceptional ability, motivation and commitment to your field. It gives you the chance to integrate the practical and conceptual knowledge gained through your degree. As an honours graduate, you can clearly demonstrate an ability to undertake rigorous independent research.

Note: We are presently investigating options to offer undergraduate students further access to elective units in the philanthropy, nonprofit and social enterprise space. More information will be available in the coming months via the ACPNS website qut.edu.au/business/acpns

Postgraduate courses

Graduate Certificate in Business (Philanthropy and Nonprofit Studies)

This course is designed to provide foundation knowledge, research and skills appropriate to the philanthropy, nonprofit and social enterprise sector and will equip you for a career in the management of philanthropic, nonprofit and social enterprise organisations. You will build skills and knowledge relevant to the sector and core content is framed by the International Nonprofit Academic Centers Council curriculum. See previous page for more details.

Master of Business (Philanthropy and Nonprofit Studies)

The Masters course has recently been refreshed to provide you with a more engaging and real-world learning experience. It builds on the Graduate Certificate and will hone skills critical to nonprofit management such as problem solving, creative thinking, negotiation, ethical practices, teamwork, leadership, networking and information management, each of which are incorporated into the teaching, learning and assessment. This course can be tailored to meet your particular interests.

Higher degree research

Graduate Diploma in Business (Research) (Philanthropy and Nonprofit Studies)

The purpose of this course is to provide the basic research training for potential PhD candidates who do not possess the necessary research experience to gain entry into the PhD. It is offered as an alternative pathway, giving you the opportunity to pursue a research career.

Master of Philosophy

A Master of Philosophy is a great option if you are interested in building your research skills while setting yourself up for the opportunity to advance to a PhD. Our Master of Philosophy is personalised and innovatively designed to recognise the broad diversity of applicants' skills and background experiences, understanding each student has unique career aspirations. Each of our faculties offers a Master of Philosophy, but if you're not sure what you'd like to specialise in there is also the option of a non-specialised degree.

Doctor of Philosophy

QUT adopts a project management approach in its PhD programs. PhD candidates work closely with their supervisory team to meet collegially reviewed milestones leading to timely submission of a thesis for examination. QUT is proud of its record of timely completions and low attrition rates realised by this approach. During candidature the supervisor and other key stakeholders will provide advice and direction to the candidate to encourage their participation in university scholarly activities such as research seminars, teaching and publication.



Skills to make positive social change

After so many years of international and field experience, I chose to do my Masters with ACPNS as the program provides a framework for me to consolidate and grow my understanding of the nonprofit field. More importantly, it's connected me to a dynamic and vibrant community of people and practice that is on the cutting edge of what is happening in the sector.

Hayley Bolding

Founder | Atma, a nonprofit organisation in Mumbai created to assist the underprivileged in India who face educational challenges and 2013 Young Australian of the Year

Where could your qualifications take you?

ACPNS alumni have gone on to found and/or secure leadership roles in impactful organisations such as:

- 🌐 a humanitarian organisation dedicated to improving education for underprivileged children in India
- 🌐 a nonprofit dedicated to protecting Australian ecosystems and wildlife
- 🌐 a humanitarian organisation working in the Pacific islands whose aim is to improve the health, well-being and self-reliance of people living in isolated regions
- 🌐 a charity restoring dignity and independence to people who are homeless and/or disadvantaged and at risk of becoming homeless
- 🌐 a peak body shifting the way organisations protect children from sexual assault
- 🌐 a foundation working to create a vibrant future for all Australians by supporting and fostering health and medical research opportunities
- 🌐 a nonprofit that provides prevention, treatment and support information in Australia and overseas for those affected by cervical cancer
- 🌐 a peak body providing education, advice, ongoing support and advocacy to Queenslanders living with diabetes
- 🌐 a nonprofit dedicated to providing services for vision impaired people
- 🌐 one of the first giving circles in Australia that aims to support projects that advance opportunities for women and girls
- 🌐 an organisation that exists to promote, strengthen and celebrate volunteering in all ways it happens throughout the world (our alumnus is the World President of IAVE)
- 🌐 a nonprofit that seeks to rapidly raise and disburse funding for programs that reduce the impact of HIV/AIDS, tuberculosis and malaria in low and middle income countries.



Of course, these are just a handful of examples of how those educated in the nuances of the philanthropy, nonprofit and social enterprise sector are making a difference worldwide. We have other alumni who are also connected to the sector through their roles in business and government. There are many possible career paths including (but not limited to):

Administrator for Nonprofit Organisations | Activist | Advocacy Director | Association Executive | Bequests/Gifts In Wills Manager | Campaign Manager| CEO | Contract Administrator | Community Health Director | Community Organiser | Community Outreach Advocate | Community Outreach Coordinator | Community Outreach Specialist | Community Relations Director | Community Service Project Coordinator | Compliance Coordinator | Compliance Director | Coordinator of Planned Giving | Corporate Giving Director | Corporate Giving Manager | Development Assistant | Development Associate | Development Coordinator | Development Director | Development Manager | Development Officer | Director of Major Gifts | Director of Special Initiatives | Donor Relations Manager | Entrepreneur | Event Team Recruiter | Executive Director of Nonprofit | Foundation Director | Fundraiser | Fundraising Coordinator | Fundraising Manager | Gifts In Wills Director | Government Officer | Grant Administrator | Grant/Contracts Specialist | Grant Coordinator | Grant Proposal Manager | Grant Writer | Health Services Manager | Housing Coordinator | Housing Counsellor | Housing Program Manager | Human Services Worker | Investment Manager | Job Developer | Living Skills Advisor | Lobbyist | Major Gifts Director | Managed Care Coordinator | Marketing Associate | Member Certification Manager | Member Records Administrator | Member Services Director | Member Services Representative | Membership Assistant | Online Activist | Planned Gift Director | Planning Manager | Philanthropic Trust Officer | Policy Analyst | Program Associate | Program Coordinator | Program Director | Program Manager | Program Officer for Foundation | Project Manager | Public Relations Manager | Social Entrepreneur Social | Social Media Coordinator | Social Services Director | Social Work Manager | Social Worker | Special Events Coordinator | Special Events Director | Support Services Director | Team Leader | Volunteer Coordinator | Volunteer Director | Volunteer Services Director



I knew that whatever I did I had to believe I was contributing towards making the world a better place.

Helen Styles, ACPNS Alumni
Consultant | AskRIGHT

THE AUSTRALIAN CENTRE FOR PHILANTHROPY AND NONPROFIT STUDIES (ACPNS)

HiQ

QUT staff are ready to help you.



HiQ - how can we help you?

Live chat, email, phone
and advice
qut.edu.au/need-advice

ACPNS

We love to chat! Contact ACPNS to speak with Kaiti, El or Craig about the courses we offer.

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