At High Point University, every student receives an extraordinary education in an inspiring environment with caring people.

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The graduate curriculum for Nonprofit Management is interdisciplinary and includes a knowledge base and perspectives from various areas such as economics, accounting, sociology, psychology, political science, communications, ethics, and law. Further, it provides a foundational knowledge of management and leadership in organizations, as well as knowledge and skills that are specific to nonprofit organizations, their structure, organizational processes and the various cultural, economic, and legal environments in which they function. The curriculum focuses on the content areas of Contextual and Theoretical Studies, Resource Development and Management, Organization Processes, and Critical Issues.

Degree: Master of Arts

Admission Term: Fall (August) only

Application Requirements: Applicants must have a four-year bachelor’s degree from a regionally accredited college and an acceptable GPA (3.2 or higher on a 4-point scale). An admission decision takes into consideration the applicant’s GPA, completed course work, professional work experience, personal and professional goals for the degree, as well as the information provided by references.

Required Materials Include:
- online application with a nonrefundable $50 application fee;
- an official transcript from all colleges attended (including High Point University);
- resume;
- essay about interest in the program and goals for the degree;
- three professional letters of reference each attached to a completed Graduate School reference report form; and
- Graduate Record Examination (GRE) (HPU GRE Code is 5293), or Graduate Management Admissions Test (the High Point University GMAT code is ZZG5V04) obtained within the last five years.

Prerequisite Work: None

Comprehensive Exams: None

Class Time: 6:00 pm - 9:00 pm

Program of Study (38 semester hours):

Core Courses
NPO 5000  The Nonprofit Sector
NPO 5040  Fundraising and Revenue Generation
NPO 5050  Tax and Financial Management
NPO 5210  HR and Volunteer Administration
NPO 5230  Governance and Leadership
NPO 5220  Management and Organizational Theory/Behavior for Nonprofits
NPO 5900  Practicum I
NPO 5910  Practicum II

Concentration Options:
Nonprofit Leadership
(select 3 courses from the following offerings)*
NPO 5110  Management Information Systems
NPO 5240  Understanding Marketing as a Strategic Planning Practice
NPO 5280  Sociological Issues and Nonprofits in Appalachia
NPO 5260  International NGOs/Study Abroad
NPO 5270  Management Issues in Faith-Based Organizations

*Graduate level courses in other disciplines that fit student’s interests, with approval
Kris Roberson, Nonprofit Management Graduate 2009: Invited by the American Academy of Nurse Practitioners to participate as a student in an upcoming Office of Health Policy session in Washington DC that will focus on health policy issues related to nurse practitioners.
NPO 5220 Management and Organizational Theory/Behavior for Nonprofit Organizations (3)
Focus on the analysis of creating, maintaining, and sustaining the organization. Management strategies involving external controls, institution building, priorities, decision-making and mobilizing human assets will be covered. Special emphasis will be given to the relationship among organizational structure, organizational culture and organization strategy. The role of nonprofit executives as agents of social change will also be examined.

NPO 5230 Governance and Leadership (3)
Examination of leadership and governance as it applies to and impacts nonprofit organizations. Leadership study will examine theories as well as strategies, styles, skills, and values. Governance issues such as creating policy, empowering boards, ethics and values, board culture, board/staff relationship, oversight, accountability, and fiduciary responsibilities will be covered.

NPO 5240 Understanding Marketing as a Strategic Planning Practice (3)
Strategic planning and marketing are dependent on the understanding of organizations’ internal and external environments. This course will examine the relevance and mechanics of assessing environments using a real or simulated nonprofit organization. Assessment data gathered from case studies, demographic and economic data and problem solving will be used by students to develop strategic and marketing plans. This process will include importance of mission; strategic and operational plans; basic marketing principles, theories and practices; and communication to key stakeholders.

NPO 5250 Critical Issues in the Nonprofit Sector (3)
Leaders within the nonprofit sector are charged with the responsibility to envision the future and move the sector forward with the ultimate goal community impact. A key skill required for this task is the ability to not only examine and understand the external environment but also to interpret the data in relationship to the mission and operation of the organization. This course will examine and discuss current trends and issues, their interdependence and potential impact on the work of nonprofit organizations. While drawing from theoretical perspectives that shape the third sector, the course emphasis will be on practical application.

NPO 5260 International NGOs/Study Abroad (3)
Examination of the social and historical context of international nongovernmental organizations—their origins, development, and contemporary challenges. Topics considered are: the growing internationalization of the nonprofit sector, scale and revenue of international activities, political culture, management and policy implications, international philanthropy, globalization, and the relationship of these organizations to the private and government sectors. Special consideration is given to the organizational structure, governance, alliances, and operations of international nongovernmental organizations. Focus will also be on the impact of technology, communications, activism, and the mobilization of people on the development and growth on these organizations. The course also introduces students to the evolving body of scholarship and theoretical concerns regarding the organizational role and functions of international nongovernmental organizations and issues that will impact the future of these organizations. This course will include a study abroad component.

NPO 5270 Management Issues in Faith-Based Organizations (3)
This course examines the history of the faith-based organization in the United States, with particular attention being paid to the changing organizational structures and resulting management and leadership issues. The course also analyzes unique management and leadership challenges, opportunities, and best practices within faith-based organizations.

NPO 5280 Sociological Issues and Nonprofits in Appalachia (3)
This course is designed to integrate a sociological examination of a specific region with knowledge regarding how nonprofits respond to the challenges and strengths of the community. The culture, social institution, social problems and the organization responses in the Appalachian region will be examined. Fall Break will be spent exploring a specific region of Appalachia to learn more thoroughly of the region’s culture, challenges facing the locale, and how specific nonprofits are addressing the needs. Student self-directed research will be emphasized throughout the course. Travel Required.