Nonprofit organizations need well-educated fundraising leaders in the face of decreasing government support and increasing targets for private support. The Postbaccalaureate Credit Certificate in Fundraising Leadership is designed to instill graduates of the program with an understanding of fundraising principles and leadership. The certificate encourages development of critical thinking and problem solving required of leaders in nonprofits. The goal of the certificate is to develop the next generation of fundraising leaders, preparing them to serve as leaders from any position and also as directors and vice presidents of development. The program will benefit: recent college graduates entering the profession; fundraisers who seek to move into higher-level positions; for-profit professionals in marketing, advertising, sales, communications who wish to move into nonprofits and fundraising; nonprofit leaders directly responsible for fundraising or are supervising fundraisers.

**Effective Semester:** Summer 2017  
**Expiration Semester:** Summer 2022

**Admission Requirements**

Applicants apply for admission to the program via the Graduate School application for admission (http://gradschool.psu.edu/prospective-students/how-to-apply). Requirements listed here are in addition to Graduate Council policies listed under GCAC-300 Admissions (http://gradschool.psu.edu/graduate-education-policies). International applicants may be required to satisfy an English proficiency requirement; see GCAC-305 Admission Requirements for International Students (http://gradschool.psu.edu/graduate-education-policies/gcac/gcac-300/gcac-305-admission-requirements-international-students) for more information.

Due to the multidisciplinary nature of philanthropy, no specific courses or majors are required for admission to the certificate program.

**Certificate Requirements**

Requirements listed here are in addition to requirements listed in Graduate Council policy GCAC-212 Postbaccalaureate Credit Certificate Programs (http://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-212-postbaccalaureate-credit-certificate-programs).

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<tbody>
<tr>
<td>LA 402</td>
<td>Fundraising Leadership: Building a Strong Base</td>
<td>3</td>
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<tr>
<td>LA 802</td>
<td>Fundraising Leadership II: Achieving Success</td>
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<td>LA 895</td>
<td>Internship</td>
<td>1-3</td>
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**Electives**

<table>
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</thead>
<tbody>
<tr>
<td>COMM 428A</td>
<td>Principles of Strategic Communications</td>
</tr>
</tbody>
</table>
| or HIED 552 | Administration and Organization in Higher Education |}

**Total Credits**  
10-12

**Courses**

Graduate courses carry numbers from 500 to 699 and 800 to 899. Advanced undergraduate courses numbered between 400 and 499 may be used to meet some graduate degree requirements when taken by graduate students. Courses below the 400 level may not. A graduate student may register for or audit these courses in order to make up deficiencies or to fill in gaps in previous education but not to meet requirements for an advanced degree.

**Contact**

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(814) 865-9555

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Graduate Program Head: Raymond Eugene Lombra  
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University Park PA 16802  
rl3@psu.edu  
(814) 865-9555

**Program Website**  
View (http://www.worldcampus.psu.edu/degrees-and-certificates/penn-state-online-philanthropic-leadership-certificate/overview)