



EXECUTIVE EDUCATION

# GRADUATE CERTIFICATE IN MANAGEMENT OF NOT-FOR- PROFIT ORGANISATIONS

## LOCATION

Melbourne | North Sydney

## 2019 DATES

Four intake opportunities per year

## DURATION

Complete in nine months

## STUDY MODE

Attendance - Intensive

## 2019 FEES

\$3,500 per unit

Discount available for participants currently working in the NFP sector.

## ALUMNI ADVANTAGE

10 per cent rebate for domestic ACU graduates\*

## MORE INFORMATION

(02) 9739 2652  
executiveeducation@acu.edu.au

## RESERVE YOUR PLACE TODAY

[acu.edu.au/NFP](http://acu.edu.au/NFP)

CRICOS registered provider: 00004G

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*\*Conditions apply.*

## RESPOND TO DISRUPTION. PROGRESS WITH WISDOM.

The Third Sector is being significantly impacted by the shift to the consumer driven model - a disruptive force that is rapidly changing the landscape.

New business models are being created, the existing market, and the operations of social enterprises, are being disrupted. There is greater pressure to do more with less and competition is rife.

To meet these challenges, decision makers and aspiring leaders of social enterprises must have sound governance and strategic planning skills. In the face of competition, they need to develop expertise in marketing, human resource management as well as financial management of cash-flow, debt and unit costing.

The Graduate Certificate in Management of Not-For-Profit Organisations has been specifically designed to help participants develop strong communication skills while building contemporary leadership and management capability to adapt to the changing landscape.

### LEADERS HAVE SPENT TIME LEARNING. THE BEST LEADERS MAKE TIME TO LEARN.

This exceptional qualification is for those who want to understand the disruptions and opportunities affecting the Third Sector, and develop the knowledge and skills to lead in a social enterprise.

It is a rigorous, practical program grounded in best practice, and backed by research.

The Graduate Certificate in Management of Not-For-Profit Organisations consists of four units delivered face-to-face over eight weekend intensives, making attendance easy for busy professionals.

Each unit of study is led by an expert with extensive knowledge and experience in the NFP sector, complemented by industry leading guest speakers. Students will learn from the experiences of their sector peers and have the opportunity to expand their network.

It is a new standard in social enterprise education.

*“As a current working manager, this course has been fantastic for linking learning to my real working life. The assignments were all very worthwhile learning tools and a great way to consolidate my knowledge and learning. If you are a current manager this course is invaluable.”*

Kate Matairavula, The Deaf Society of NSW,  
Manager, Access and Community Development

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## COURSE OVERVIEW

UNIT	DESCRIPTION
<b>Unit 1</b> <b>Money Management</b>	<ul style="list-style-type: none"> <li>New environment of market driven services</li> <li>Financial reporting</li> <li>ACNC, accountability and compliance</li> <li>Understanding DGR status</li> <li>Managing cash flow</li> <li>Unit cost of services</li> <li>Chart of accounts</li> <li>Leveraging assets</li> <li>Superannuation</li> <li>Insurance</li> </ul>
<b>Unit 2</b> <b>Governance in the Not for-Profit Organisations</b>	<ul style="list-style-type: none"> <li>Third Sector contribution in Australia</li> <li>Disruptive innovations</li> <li>Authentic leadership</li> <li>Corporate governance</li> <li>Legal structures</li> <li>Strategic planning</li> <li>Risk management and compliance</li> <li>Ethical decision-making</li> <li>Government relations</li> <li>Social impact investment</li> </ul>
<b>Unit 3</b> <b>Human Resource Management</b>	<ul style="list-style-type: none"> <li>Developing a people strategy</li> <li>Workplace health and safety</li> <li>Employee engagement strategy</li> <li>Industrial relations</li> <li>Training and development</li> <li>Remuneration and performance</li> <li>Change management</li> <li>Workplace diversity</li> <li>Recruitment and retention</li> <li>Developing an ethical culture</li> </ul>
<b>Unit 4</b> <b>Marketing Management</b>	<ul style="list-style-type: none"> <li>Strategic marketing</li> <li>Creating stakeholder value propositions</li> <li>Building the brand</li> <li>Fundraising strategies</li> <li>Effective use of social media</li> <li>Developing corporate partnerships</li> <li>Understanding social impact investment</li> <li>Maintaining mission and values</li> <li>Effective use of social media</li> <li>Marketing research and information management</li> </ul>

## 2019 SCHEDULE

	SYDNEY	MELBOURNE
<b>Money Management</b>	8, 9, 10 February and 9, 10 March 2019	22, 23, 24 February and 16, 17 March 2019
<b>Governance in the Not-for-Profit Organisations</b>	3, 4, 5 May and 1, 2 June 2019	26, 27, 28 April and 25, 26 May 2019
<b>Human Resource Management</b>	26, 27, 28 July and 17, 18 August 2019	30, 31 August, 1 September and 5, 6 October 2019
<b>Marketing Management</b>	11, 12, 13 October and 9, 10 November 2019	25, 26, 27 October and 23, 24 November 2019

### PROGRAM FEES

2019: \$3,500 per unit.

A 10% concession is available for participants currently working in the NFP sector.

A Student Services Fee of \$45 per term is also payable. Textbooks may need to be purchased.

### FURTHER STUDY

Upon successful completion of the Graduate Certificate in Management of Not-For-Profit Organisations, you may be eligible to receive advanced standing towards a Master level qualification, subject to board approval.

### WHO SHOULD ATTEND?

This executive level program is ideal for senior decision makers and aspiring leaders. As it is a postgraduate qualification, participants are expected to have significant experience in a leadership or management role within the Not-for-Profit sector or a Bachelor degree.

### WHY ACU

We're a modern university with a rich history and strong traditions. We believe we can always move forward by giving back. We're committed to standing for something clear. We want people who look beneath the surface, and are stronger than external expectations and superficial measures of success.

We're all for people who march to the beat of a different drum - a beat that comes from within themselves. It pushes them to pursue a lifelong journey of personal growth, to engage with curiosity and generosity of spirit, and ask what makes a life worth living.