Major Grants Professional Development Training
Grants $1,000-$10,000

Course Objectives and Outcomes

Course Components	Objectives	Outcome
1. Establish Credibility	Participant will learn strategies to establish and increase their credibility with foundations and government granting agencies.	Provides funding organization evidence that applicant's project is credible and reputable.
2. Develop Relationship	Participant will learn how to build and deepen professional relationships with funding organizations by establishing rapport and being outcome focused.	Provides funding organization evidence that applicant and sponsor will work well together, and that applicant is focused on achieving results.
3. Create Connection	Participant will learn how to create a strong connection with the sponsor by directly matching their project needs with the sponsor's funding needs.	Provides funding organization compelling evidence that the applicant clearly understand and are prepared to meet their needs and needs of target population.
4. Maximize Resources	Participant will learn how to optimize project by delivering more service and benefit to target population through maximizing total available resources.	Provides funding organization evidence that applicant places a high regard on the efficient use of resources within their school system and community.
5. Find Funding	Participants will learn internet-based research strategies to identify project funding.	Participants will be able to identify sponsors that increase their opportunity for funding success.
6. Program Description	Participants will learn how to develop a compelling, well-written program description that will distinguish applicant school's unique strengths and capabilities.	Demonstrates to funding organization the what, how and when of your project.
7. Needs Assessment	Participants will learn how to develop a project needs statement supported by research data.	Demonstrates to funding organization convincing evidence that applicant's project is needed in the school.

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8. Sustainability Strategy	Participants will learn how to create a long-term strategy to continue project.	Demonstrates to funding organization a clear strategy for pursuing additional funding and resources to continue project.
9. Capacity Building	Participants will learn how to strategically develop programs to improve school's capability, resources and services.	Demonstrates to funding organization evidence that the applicant's project will build upon current resources and increase capacity.
10. Evaluation Plan	Participants will learn how to measure project stated goals, objectives and outcomes.	Demonstrates to funding organization that applicant has a plan to identify problems, collect and review data, and meet timeline.
11. Budget Development	Participants will learn how to develop a budget for maximum productivity and impact.	Demonstrates to funding organization fiscal responsibility and trust.
12. Logic Model	Participants will learn the definition and components of a logic model.	Participants will know how to develop a logic model for future grant applications.
Course Completion Certificate	Participants will receive course completion certificate.	Certificate confirms successful completion of course.