

**OFFICIAL TRANSCRIPT**

Enrollee: **Schultz, R.**  
Date Enrolled: **August 19, 2010**

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<http://mowaacenter.org/tr/2010-3988.pdf>

**Mr. Richard Schultz**  
Chief Development Director  
United Way of Greater Richmond and  
Petersburg  
2001 Maywill St.  
Richmond, VA 23230

**Coursework Completed**

Date Updated: 8/18/2011  
Total Credits Earned: 11

*Strategy & Governance Track*

<u>Course Title</u>	<u>Credits</u>	<u>Date</u>	<u>Key Competency</u>
Developing Vision and Mission	3	06/03/2009	Planning for the Future
What Boards do with a Strategic Plan	1	09/01/2009	Planning for the Future
Emotional Intelligence: The Key to Succession Management - Part 2	1	09/01/2010	Planning for the Future
Risk Management - Protecting Your Program's Mission	1	09/02/2010	Organizational Planning

*Management Track*

<u>Course Title</u>	<u>Credits</u>	<u>Date</u>	<u>Key Competency</u>
Your Best Board Meeting Ever!	1	04/21/2010	Organizational Planning

*Development and Fundraising Track*

<u>Course Title</u>	<u>Credits</u>	<u>Date</u>	<u>Key Competency</u>
Engaging Young Donors	1	04/22/2010	Relationship Building

*Financial Management Track*

<u>Course Title</u>	<u>Credits</u>	<u>Date</u>	<u>Key Competency</u>
Financial Vulnerability and Fraud in Nonprofit Organizations	3	09/02/2010	Fiscal Responsibility