

## Transcript for: Sondra Kaplan



Page 1 of 1

## Credits Toward a Development Certificate

*Earning a Development Certificate requires the successful completion of 10 credits, distributed as follows: Required Courses - 4 credits; Elective Courses - 3 credits; Intensive Courses – 3 credits*

### Required Course Credits

<u>Course Title</u>	<u>Credits Earned</u>	<u>Date</u>
Seeing Your Organization Through Donors' Eyes	1	9/1/10

*Required Credits Earned: 1*

*Required Credits Still Needed to Earn a Certificate: 3*

### Elective Course Credits

<u>Course Title</u>	<u>Credits Earned</u>	<u>Date</u>
Capital Campaigns: Knowing When You Are Ready	1	8/31/10
X Factors of Sustainability	1	9/1/10
Direct Mail Is Working - and You Should Be Doing It!	1	9/2/10
The Dreaded Engagement Gap	1	9/2/10

*Elective Credits Earned: 4*

*Elective Credits Still Needed to Earn a Certificate: 0*

---

*The Certificate curriculum consists of a combination of Required Courses, Elective Courses and Intensive Workshops in five professional communities: leadership, development, communications, volunteer management and nutrition. You can attend courses and earn a Certificate in multiple Sections.*

*In certain cases credits from an Intensive Workshop may be applied to meet the Elective credit requirement. Please see the full Center FAQs and Certificate Requirements, which are available on the MOWAA website: [www.mowaa.org/center](http://www.mowaa.org/center).*