



15800 Calvary Rd.  
Kansas City, MO 64147

# Syllabus

Course: BU334 N-LG Nonprofit Marketing  
Credit: 3 credit hours  
Semester: Spring 2023 Mar. 13-May 5, 2023  
Time: Online (Cycle 5)  
Instructor: Dr. Germaine D. Washington, DM, MBA  
germaine.washington@calvary.edu (816) 572-1603 cell phone

## I. DESCRIPTION

This course deals with marketing tactics used to further nonprofit organizations including (1) building an organization image; (2) promoting its values, and (3) helping the public remember the organization. (Prerequisite: BU200)

*\* This course is offered in two formats: in-person and online. Students registered for in-person attend the classes in person, online students attend the classes via the online classroom. For both in-person and online students, assignments and interaction outside of the class period are done in the learning management system.*

## II. OBJECTIVES

A. General and Specific competencies to be achieved. The student will:

1. Consider Bible truths that aid in constructing marketing principles (PLO 1-3)  
**Assignment (d)**
2. Evaluate how basic marketing concepts apply to nonprofit organizations (PLO 4-5)  
**Assignment (a and d)**
3. Assess several definitions of marketing terms (PLO 1, 3, 5)  
**Assignment (a-d)**
4. Consider qualities and traits of previous marketing plans used by nonprofit organizations (PLO 1-5)  
**Assignment (d)**
5. Acquire marketing research techniques to attract volunteers and to solicit donors (PLO 3-5)  
**Assignment (a and c)**
6. Apply product development, promotion, and pricing strategies to the nonprofit organization (PLO 4-5)  
**Assignment (b-d)**
7. Develop a marketing plan for a nonprofit (PLO 5)  
**Assignment (d)**
8. Defend a practical strategy for marketing according to a biblical worldview PLO 1-3)  
**Assignment (d)**

*Our Mission: "...to prepare Christians to live and serve in the church and in the world according to the Biblical worldview."*

- 9. Delineate marketing practices especially useful in the church (PLO 1-2)  
**Assignment (d)**
- 10. Compare and contrast marketing in a variety of nonprofit organizations (PLO 3-5)  
**Assignment (d)**

III. REQUIREMENTS

- A. Class attendance for lecture and activities.
- B. Complete assigned quizzes, including reading and written assignments.
- C. Complete final presentation – Marketing Plan. **Due last night of course.**
- D. Participate during interactive assignments with classmates (Including Canvas).

IV. METHODS

- A. Classroom teaching methods include reading, assignments, lecture, group discussion, multimedia presentation, and peer review.
- B. Grading methods – see college catalog

V. MATERIALS

A. Required Textbooks

Wymer, W., Knowles, P., & Gomes, R. (2006). *Nonprofit marketing: Marketing management for charitable and nongovernmental organizations*. Thousand Oaks, CA: Sage. ISBN #9781412909235. Price: \$124.00 new; used copies widely available from Internet vendors at a reduced price.

VI. TENTATIVE CLASS SCHEDULE

Week	Lecture Topic	Quizzes/Assignment
Week 1	Introduction to class/Marketing basics/Nonprofit venue	
Week 2	Mission focus, Differentiation, Positioning, Branding, Segmentation	Quiz
Week 3	What is a <i>marketing plan</i> ? Researching Market Analysis Planning	
Week 4	No Class	

Week 5	Product Place Promotion Price People	Quiz
Week 6	Marketing to Donors AND Volunteers	
Week 7	Special topics	Quiz
Week 8	Student Presentation	Final Written Paper Due

### Grading:

Attendance, Participation and Interaction	25%
Student Presentation	10%
Quizzes (3)	30%
Final Paper	35%
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	100%

*Students with disabilities have the responsibility of informing the Accommodations Support Coordinator ([aso@calvary.edu](mailto:aso@calvary.edu)) of any disabling condition that may require support.*

*Plagiarism is defined as copying any part of a book or paper without identifying the author. This also includes taking another person's ideas and presenting them as your own.*

*The Clark Academic Center ([learning@calvary.edu](mailto:learning@calvary.edu)), located in the library building, is dedicated to providing free academic assistance for all students. Student tutors aid with all facets of the writing process, tutor in various subject areas, prepare students for exams and facilitate tests. Please take advantage of this service.*

**Business Administration students must to write papers according to the *Publication Manual of the American Psychological Association, Seventh edition (APA Manual)*.**

*Class Attendance: See class attendance policy in Canvas Announcements.*

## RUBRIC FOR THE EVALUATION OF WRITTEN ASSIGNMENTS

CRITERIA	NEEDS IMPROVEMENT Minimum Points	SATISFACTORY Medium Points	EXCEPTIONAL Maximum Points
<b>CONTENT</b> 75%	The writer does not demonstrate cursory understanding of subject matter, and/or the purpose of the paper is not stated clearly. The objective, therefore, is not addressed and supporting materials are not correctly referenced.  <i>48.9 or FEWER POINTS</i>	The writer demonstrates limited understanding of the subject matter in that theories are not well connected to a practical experience or appropriate examples, though the attempt to research the topic is evident, and materials are correctly referenced.  <i>49 to 65.9 POINTS</i>	The writer demonstrates an understanding of the subject matter by clearly stating the objective of the paper and links theories to practical experience. The paper includes relevant material that is correctly referenced, and this material fulfills the objective of the paper.  <i>66 to 75 POINTS</i>  <b>Grade:</b>
<b>ORGANIZATION</b> Including Readability & Style 20%	Paragraphs do not focus around a central point, and concepts are disjointedly introduced or poorly defended (i.e., stream of consciousness).  The writer struggles with limited vocabulary and has difficulty conveying meaning such that only the broadest, most general messages are presented.  <i>15.9 or FEWER POINTS</i>	Topics/content could be organized in a more logical manner. Transitions from one idea to the next are often disconnected and uneven.  Some words, transitional phrases, and conjunctions are overused. Ideas may be overstated, and sentences with limited contribution to the subject are included.  <i>16 to 18.9 POINTS</i>	The writer focuses on ideas and concepts within paragraphs, and sentences are well-connected and meaningful. Each topic logically follows the objective and the conclusion draws the ideas together.  The reading audience is correctly identified, demonstrated by appropriate language usage (i.e., avoiding jargon and simplifying complex concepts). Writing is concise, in active voice.  <i>19 to 20 POINTS</i> <b>Grade:</b>
<b>FORMAT</b> 4%	The paper does not conform to Turabian or APA style. Students must use one or the other correctly.  <i>0 POINTS</i>	The paper does not conform completely to Turabian or APA style (e.g., margins, spacing, pagination, headings, headers, citations, references, according to the appropriate style guide).  <i>Up to 2 POINTS</i>	The paper is correctly formatted to style (e.g., margins, spacing, pagination, headings, headers, citations, references, according to the <i>appropriate style guide</i> ).  <i>2.1 to 4 POINTS</i> <b>Grade:</b>
<b>GRAMMAR, PUNCTUATION, &amp; SPELLING</b> 1%	The writer demonstrates limited understanding of formal written language use; writing is colloquial (i.e., conforms to spoken language). Grammar and punctuation are consistently incorrect. Spelling errors are numerous.  <i>0 POINTS</i>	The writer occasionally uses awkward sentence construction or overuses and/or inappropriately uses complex sentence structure. Problems with word usage (e.g., evidence of incorrect use of Thesaurus) and punctuation persist causing difficulties with grammar.  <i>0.5 POINTS</i>	The writer demonstrates correct usage of formal English language in sentence construction. Variation in sentence structure and word usage promotes readability. There are no spelling, punctuation, or word usage errors.  <i>1 POINT</i> <b>Grade:</b>

### Bibliography

Wymer, W., Knowles, P., & Gomes, R. (2006). *Nonprofit marketing: Marketing management for charitable and nongovernmental organizations*. Thousand Oaks, CA: Sage.

**What is a Substantive Post?** © 2016  
By Skip Hessel, D.M., M.B.A.

In a world of social media and text-messaging, interaction between student and teacher and other students is important. However, scholars begin to blur the boundaries of academic substance. Students want to make good grades and receive fair treatment. Instructors want to share principles of their discipline. In an effort to clarify how to post thoughts in an interactive forum, these instructions attempt to define substance.

A substantive post conveys a complete thought with academic rigor. Student scholars must take into account the wide variety of readers in a social media setting and communicate appropriately. One cannot assume that every reader has had exactly the same training or even similar experiences. Ergo, one must write complete thoughts to overcome any inadequacy. Similarly, academic rigor forgoes any thoughtless conclusions. While expressing new ideas and exercising academic freedom, contributors must consider what is known about the subject and include known knowledge in academic writing. Writers should consider the level of knowledge and use certain amount of judgement too. Substance requires balance. Scholars should consider their readers and communicate as well as possible.

Because today's academic environment includes many cultures, writers must consider the inappropriate use of metaphors and colloquialisms. An expression or satire may not make sense to a reader from a culture in another part of the same country or on the other side of the world. Students posting substantive responses avoid using expressions and phrases with vague meanings that the reader could misunderstand.

Substantive posts also cite sources. When using the ideas of others, a scholar gives appropriate in-text citations when responding to forum. For example,

Blackaby and Blackaby (2011) found many believers get frustrated with technology and media that has become commonplace; however, believers must “embrace technology with gusto” (p. 8).

Others who express innovative thinking should receive credit for their ideas and intellectual property. Additionally, readers should have the opportunity to consider source materials themselves. A substantive post will include such citations.

Students often ask for specific guidelines. Unfortunately, students sometimes put minimum requirements ahead of quality responses. At the risk of students falling into this trap, the instructor believes a substantive post will contain one or two complete paragraphs that include approximately 300 words. Some substantive posts convey meaning with less; however, many require much more. Moreover, a substantive post will demonstrate the scholar’s attempt to grow. Therefore, assigned reading materials and other sources are found as in-text citations and as references. At a minimum, each substantive post will contain at least one. Students expecting great evaluations should include at least one citation in a 300+ word post.

In many ways, participating in a forum raises tremendous opportunity. The asynchronous learning environment allows students to consider the thoughts of others, to research the subject, and to respond in their own time. Students should take advantage of this unique opportunity. Your instructor will gently correct you and evaluate you along your journey. But, great students will consider how they can practice these skills from their very first post.