DEVELOP
your future
NOURISH
your organization
DEEPEN
your commitment
ENHANCE
your knowledge

FAIRLEIGH DICKINSON UNIVERSITY
Center for Excellence
Leadership • Governance • Philanthropy
The Center for Excellence: Leadership, Governance and Philanthropy at Fairleigh Dickinson University (the Center) is the leading educational support and training center dedicated to ensuring effective leadership in the nonprofit community. Designed as a resource for current, ascending and emerging leaders in executive management, board leadership, and executive philanthropy, the Center provides opportunities to enhance individual skill sets and increase organizational performance and results.

Two dedicated Certificate Programs for the emerging nonprofit professional broaden knowledge, strengthen skills and provide networking opportunities. In the course of study, advisory board members in each discipline often develop mentoring relationships with students.

**EXECUTIVE NONPROFIT LEADERSHIP CERTIFICATE**

**EXECUTIVE PHILANTHROPY AND RESOURCE DEVELOPMENT CERTIFICATE**

**ABOUT THE CENTER FOR EXCELLENCE**

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**EXEcutivE NONPROFIT LEADERSHiP cERtiFicAtE**

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**THE NEED FOR NONPROFIT LEADERSHIP**

New Jersey’s 30,000 nonprofit, 501(c)(3) organizations employ over 300,000 workers – nearly 10% of the state’s private sector workforce – with over 1.5 million New Jersey residents volunteering annually (Center for Non-Profits).

Philanthropic organizations exist in all corners of business. They touch every industry, effect change and make the world a better place every day. Many are stand-alone companies, while many others are the nonprofit divisions and foundations of for-profit corporations. Their goals are all the same: to give back to the communities in which they operate with dedication, compassion and humanity.
BENEFITS OF THE CENTER FOR EXCELLENCE CERTIFICATE PROGRAM

Expert instruction helps participants:
• Lead with limited resources and higher public expectations.
• Evaluate key trends, challenges, criticisms and innovations.
• Plan and implement up-to-date philanthropic strategies.
• Develop effective financing and fundraising.

OUR VISION
The Center develops high performance individuals in public, nonprofit and philanthropic leadership. It distinguishes itself by focusing on high-performance, commitment-driven emerging stars and current leaders who are recommended by their respective institutions.

OUR CLASSROOM
Our presenters are proven leaders in their respective fields who also serve as mentors. In addition to classroom instruction, our students visit select high-performing organizations to learn from those currently recognized for excellence in their field. Each Certificate Program’s limited annual enrollment allows our students to develop supportive work groups in the classroom, field visits and case studies.

THE NEAR FUTURE
Recent studies have shown that over 50% of current nonprofit executive directors expect to move on from their positions in the next five to seven years. To fill this growing and critical need to create today’s high performing and tomorrow’s emerging leaders, the FDU Center for Excellence - Governance, Leadership and Philanthropy offers Certificate Programs in the key areas of nonprofit management.
EXECUTIVE NONPROFIT LEADERSHIP CERTIFICATE

Designed to prepare today’s emerging leaders to become tomorrow’s high performance executives, this Certificate allows individuals to access well respected and experienced leaders and gain tremendous insights into how to move up the leadership ladder. Through this Certificate, professionals will increase their organization’s performance and results and learn the most effective leadership skills required for success.

SESSION TOPICS

- Nonprofit Leadership: A Board Member’s Perspective
- Nonprofit Leadership: A CEO’s Perspective
- Building Effective Leadership Teams
- Strategic Planning for CEOs
- Inspiring Your Board: Keys to High Performance
- Collaboration, Cooperation, Competition and Merger: What is Best for Your Organization?
- Building Your Brand: Developing Your Marketing Strategy
- Effective Legislative Advocacy
- Putting It All Together: The Ingredients for a Comprehensive Fundraising Plan
- Financial Management: What Every Nonprofit Leader Needs to Know
- Essential Elements of Evaluation
- Transformational Leadership
- Building an Effective Organization: Talent Development and Engagement
- The Inspirational Story of the Community Foodbank of New Jersey

PROGRAM DETAILS

- 7 months in length, 2 sessions per month
- In addition to the sessions on campus, professionals will meet for special sessions off-campus with key industry leaders as an integral part of the Certificate
- Certificate of Achievement awarded at program completion
- Flexible payment plans and limited partial scholarships available.

For additional information on tuition, visit www.fdu.edu/cfe

“The FDU Center for Excellence allowed me access to well respected and experienced leaders. I saw the world from their perspective, which has already impacted my skills and thought processes on my personal journey into leadership. I came away from every session with a “nugget” of understanding that I will take with me as I move up the leadership ladder.”

Anthony Gebbia, Executive Director - Montgomery Academy “Dedicated To Children With Special Needs For Over 40 Years”
Executive Philanthropy and Resource Development Certificate

Designed for today’s emerging fundraising and development professionals who desire to assume new roles and responsibilities in Fundraising and Resource Development. Participants will increase and broaden their knowledge of fundraising knowledge and learn today’s most effective best practices and latest trends in fundraising from experts in the field.

Session Topics

- Putting it All Together: The Ingredients for a Comprehensive Fundraising Plan
- Celebrating Successes: Creating Realistic Goals for Your Organization
- How to Avoid the Fundraising Bermuda Triangle
- Motivating and Engaging Your Board for Fundraising, Performance and Accountability
- Prospect Research for Major Gifts Officers
- Strategies for Corporate and Foundation Fundraising
- The Anatomy of a Capital Campaign: Why, When and How
- Demystifying Planned Giving
- Executive Philanthropy Perspectives: Foundation and Corporate Giving
- Achieving Strategic Alignment: Operations/Mission, Philanthropy and the Board
- Perspectives from a Private and Community Foundation
- An Inspirational Place, An Inspirational Leader: Make-A-Wish Foundation
- Connecting Message to Money
- Planning and Prioritizing for the Small Fundraising Shop

Program Details

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“The Center strengthened my managerial resolve and built new tenets of leadership skills that will make my organization stronger in service to our consumers.”

Deneen L. Jackson, Deputy Executive Director, Newark Emergency Services for Families, Inc.
BOARD GOVERNANCE
A series of seminars and workshops for individuals serving on a nonprofit board, focused on active leadership, are offered throughout the year. Gain more comprehensive knowledge and understanding about the ways in which effective boards work.

PROGRAM BENEFITS
In order to enhance the learning experience, students can avail themselves of three additional services:

- Mentoring – Students can be paired with board members at any point in the program.
- Career Coaching – Students can request assistance on refining their career path.
- Networking – The seven month format provides ample opportunity for students to interact.

PROGRAM COSTS
All materials required for each program are included in the cost.

SCHOLARSHIPS
A limited number of partial tuition scholarships are awarded based on individual or organizational need and availability of funding. Applications are available online at www.fdu.edu/cfe.

ADMISSION
To be considered for one of the Certificate Programs, candidates must apply to the Division of Continuing Education at Fairleigh Dickinson University. An application is available online at www.fdu.edu/cfe.

REGISTRATION
Four ways to register:

- By phone: 201.692.6500 • 800.338.3887
- By fax: 201.692.6505
- By mail: Fairleigh Dickinson University, Division of Continuing Education 1000 River Road, H-DH1-02, Teaneck, NJ 07666
- Online: www.fdu.edu/cfe

“FDU’s Nonprofit Executive Leadership program quality instructors covered extremely relevant topics. It provided me networking opportunities and opened many doors for me.”
Jeanne M. Patrician, Consultant
ADVISORY BOARD MEMBERS

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President, Dennis C. Miller Associates, Inc.  
Executive Director, Center for Excellence in Leadership, Governance and Philanthropy

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President, Bergen County’s United Way

Michael Tostioli  
Chief Executive Officer, West Bergen Mental Healthcare

Tom Weatherall  
President & CEO, Make-A-Wish Foundation of New Jersey

Peg Wright  
President, The Center for Great Expectations

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Deborah A. Fredericks  
Associate Dean of Continuing Education & Learning Outcomes Assessment, Petrocelli College of Continuing Studies

Richard Reiss  
Senior Vice President for Advancement, Fairleigh Dickinson University

“This course [Certificate in Executive Philanthropy] provided excellent networking opportunities with other NJ nonprofit professionals who are truly interested in helping you to succeed. Each session engaged and generously offered me ideas for addressing my specific organizational and fundraising challenges. Highly experienced professional instructors from a variety of nonprofit environments showed me strategies and tactics that were successfully implemented by them in work situations like my own.”

Janice L. Kriegman, Development Officer, Matheny Medical and Educational Center