

General Business

Learn about general business concepts and management, including non-profits.

Popular course topics include:

C (https://schedule.cpcc.edu/myschedule/show_sections/380)ompleting the Application for 501(c)(3) Tax Exempt Status
 From Grant Seeking to Grant Writing
 Mastering Negotiations
 Non-profit Fundraising
 Non-profit Management
 Starting a Non-profit

Search for courses by topic(s) using a keyword or words with Schedule Builder (<https://schedule.cpcc.edu/myschedule>) from the home page of the Central Piedmont (<http://www.cpcc.edu>) website. Complete details are available on the General Business (<http://www.cpcc.edu/cce/job-and-career-enhancement/courses-and-programs/courses-and-programs/general-business>) website.

For additional information on business topics, including services and no-cost counseling, visit the Central Piedmont Small Business Center (<http://www.cpcc.edu/sbc/small-business-center>) website.

For more information or to register for non-credit continuing education courses, call customer service at 704.330.4223.

SBX 7468. From Grant Seeking to Grant Writing. 0.0 Hours.

Class-440.0. Clinical-0.0. Lab-0.0. Work-0.0

Baffled with the thought of grants and not sure where to begin? This class helps you learn how to do the research, weigh the options, build relationships, incorporate what is needed in the proposals and submit for funding. With step-by-step guidance you will become an effective grant seeker and will be on your way to writing a winning proposal.

SBX 7490. Bidding and Managing Federal Contracts. 0.0 Hours.

Class-440.0. Clinical-0.0. Lab-0.0. Work-0.0

The federal government is the biggest customer in the world. Whether you are taking your first steps or looking to expand your footprint, you cannot afford to overlook the federal government. Using a structured approach, our expert will guide you through the ins and outs of federal contracting. Get the inside scoop on what is important and what works in the bidding process. Gather the knowledge to develop a successful marketing and sales plan to make you one step closer to winning that contract.

SBX 8102. Nonprofit Fundraising Essentials. 0.0 Hours. Class-440.0.

Clinical-0.0. Lab-0.0. Work-0.0

Take your first step toward a rewarding career in fundraising for nonprofit organizations! First, you'll explore the skills you'll need to become a successful fundraiser. After that, you'll discover where the best corporate and foundation fundraising jobs are and how to apply for them. Next, you'll delve into every area of nonprofit fundraising-annual funds, special events, corporate relations, foundation relations, major gifts, and planned giving. You'll also learn about capital campaigns and find out why they're a crucial element of nonprofit fundraising. Along the way, you'll view real-life examples of writing projects, from gift acknowledgment letters to proposals, and you'll hone your own writing skills. In addition, you'll explore fundraising software tools you can use to track your efforts and enhance your results. By the end of the course, you'll have a wealth of new nonprofit fundraising ideas, and you'll be well on your way to success in this exciting career field. Offered in partnership with ed2go.

SBX 8118. Non-Profit Management. 0.0 Hours. Class-440.0.

Clinical-0.0. Lab-0.0. Work-0.0

Examine the fundamental principles of nonprofit management, explore the roles and responsibilities of a nonprofit board of directors and the management team, discover the essential aspects of fundraising and become acquainted with the budgeting process. To enroll, you should have basic keyboarding and computer skills, be comfortable navigating the Internet and using e-mail and have an understanding of a word-processing program (Microsoft Word is recommended).