COL	URSE NUMBER		AR690	AR750	AR7	778 AR	787	AR777	AR510	AR550	AR650	AR711	AR720	AR722	AR723	AR730	AR740	AR749	AR766	AR771	AR774	AR779	AR789	AR802/803	AR804	AR810	AR811
COURSE TITLE		The Art	Financial Mgmt for	Leg	gal Art		Comparative Cultural	Arts Leaders	Raising	Writing	Capital Campaigns	Marketing and	Educational Programming	Individual	Political and Public	Technology	Research and	Arts and the Community		Managing	Public Art	Cultural Entrepren	Internship in Arts	Advanced Mgmt and	Thesis		
			World	Nonprofit	t in A	rts	eiona	Policy and	Forum	Grant	Arts	Campaigns	Audience	in Cultural	rundraising	Advocacy	Admin	Program	_	Arts Orgs	Arts Orgs	Program		Admin	Consulting		11
				Orgs	Adm	nin		Admin		Writing for			Dvlpmt for the Arts	Institutions		for the Arts		Evaluation in Arts				Admin			for Arts Orgs		
										Nonprofit			the Aits					Admin							Olgs		
										Orgs																<u> </u>	
	DENT RNING	KEY COMPETENCIES																									
OUT	COMES Stdnts will gain	Knowledge of the					1							I - Intro	ducing, D - De	veloping, P	- Practicing										
	advanced	development of arts																									
	knowledge of the history of arts	organizations in the U.S. since 1950																									
	orgs in the	U.S. SINCE 1930	1						D															D		Р	P
	nonprofit, public, and private																										
	sectors in the																										
	U.S.	4179																								سط	
		Ability to critically examine the																									
		strengths and						D	D							D		D									
		weaknesses of arts policy Dvlpmt in																									
<u></u>		the U.S.																								_	
		Ability to develop appropriate																									
		advocacy strategies																									
		to promote arts orgs to the public	ı						D		D			D		D		D	D					D	P	P	Р
		and private sectors																									
1.02	Students will	V1-4																									
LOZ	gain advanced	Knowledge of key roles and functions																									
	knowledge of the structure and	of staff within the various types of																									
	institutional	arts organizations																									
	behavior of arts orgs in the	in the U.S.	ı	D					D											D	D	D		D	P		
	nonprofit, public,																										
	and private sectors in the																										
	U.S.																										
ľ		Knowledge of trends within the																									
1		industry in																									
1		response to changing	ı	D					D				D	D			D	D		D	D	D					
1		technological and communication																									
		demands																									
		Knowledge of the																									
1		roles and responsibilities of																									
		boards of directors	ı	D					D											D	D	D					
		in both non-profit and for-profit																									
		settings																									
LO3	Stdnts will demonstrate an	Knowledge of intl treaties and trade																									
	understanding of	practices that affect																									
	intl cultural policy in a global	global transmission, trade,																									
	context	and protection of	ı		D) [0	D	D																	P	Р
		cultural ideas, programs, and																									
		artifacts																									

COURSE NUMBER COURSE TITLE		AR690	AR750	AR778	AR787	AR777	AR510	AR550	AR650	AR711	AR720	AR722	AR723	AR730	AR740	AR749	AR766	AR771	AR774	AR779	AR789	AR802/803	AR804	AR810	AR811		
Č	OUR	SE TITLE		The Art World	Financial Mgmt for Nonprofit Orgs	Legal Issues	Arts in Barcelona	Comparative Cultural Policy and Admin		Raising Funds and Grant Writing for Nonprofit Orgs	Writing	Capital Campaigns	Marketing and Audience Dvlpmt for the Arts	Educational Programming in Cultural	Individual Fundraising	Political and Public Advocacy for the Arts	Technology and Arts Admin	Research and Program Evaluation in Arts Admin	Arts and the Community		Managing Visual Arts Orgs	Public Art Program Admin	Cultural Entrepren	Internship in Arts Admin	Advanced Mgmt and Consulting for Arts Orgs	Thesis I	Thesis II
L	TUDE: EARN	ING	KEY COMPETENCIES		<u> </u>	1	1			Orgs			<u> </u>					1		1	<u> </u>						
0	UTCO	OMES	Understanding of contrasting policy frameworks of national governments outside the U.S.	ı			D	D						I - Intro	ducing, D - De	eveloping, P	- Practicing									P	Р
			Ability to work effectively in cross- cultural environments and projects				D	D						D					D	D	D	D	D		P	P	P
D	de pro a s ski en pra reg fui	dnts will monstrate officiency with sophisticated ill set uphasizing best actices with gard to ndraising and ancial Mgmt	Ability to identify appropriate funding sources and author effective grant proposals							D		D			D								D		Р		
			Ability to design and manage fundraising initiatives		I					Р		D			D										P		
			Knowledge of best practices and tools for managing arts org finances.		D				D			D			D		D			D	D	D					
			Ability to design and realize new ventures and new sources of income		D								D	D					D				P		P		
עו	de un be reg go dri	udents will monstrate an derstanding of st practices garding setting als in a mission tiven (as well as revenue-driven) g	programs	1	D	D		D	D		D				D			D		D	D	D		P	P	Р	P
			Ability to analyze current market and social conditions in order to effectively carry out org mission.	ı									D			D		D	D				D		Р	P	P

COURSE NUMBER COURSE TITLE		AR690	AR750	AR778	AR787	AR777	AR510	AR550	AR650	AR711	AR720	AR722	AR723	AR730	AR740	AR749	AR766	AR771	AR774	AR779	AR789	AR802/803	AR804	AR810	AR811
COURSE TITLE		The Art World	Financial Mgmt for	Legal Issues in Arts Admin	Arts in Barcelona	Comparative		Raising	Writing		Marketing	Educational Programming in Cultural	Individual	Political and Public Advocacy for the Arts	Technology and Arts Admin	Research and Program Evaluation in Arts Admin	Arts and the Community		Managing	Public Art Program Admin	Cultural Entrepren	Internship	Advanced Mgmt and Consulting for Arts Orgs	Thesis I	
STUDENT LEARNING	KEY COMPETENCIES						•					l Intro	ducing, D - De	volonina D	Dracticing					•			•		
OUTCOMES	Ability to effectively communicate mission goals to the public and policy makers	1					D		D			D	ducing, D - De	veloping, P	Practicing		D				D		Р	P	P
LO6 Students will be able to identify, interpret, and apply relevant legal regulations in nonprofit and for-profit arts organizational settings	legal requirements regarding appropriate organization	ı		D																				P	P
	Knowledge of reporting requirements on the state and federal level for arts orgs in the nonprofit and for- profit sectors		D	D																					
	Ability to determine and meet org needs for counsel regarding business and legal requirements		D	D																	P		P		
LO7 Stdnts will be able to develop, implement, and assess the effectiveness of marketing programs in arts org settings		ı								D	D					D					P		P	P	P
	Ability to design and manage a market analysis for an arts org										D										D			P	P
	Ability to effectively communicate with current and potential audiences through a variety of media, including social media marketing						D				D	D				D	D	D	D	D	P	P	P	P	Р
	Ability to judge the relative success of marketing efforts										D											P	P	P	P

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COL	JRSE TITLE		The	Financial	Legal	Arts in	Comparative	Arts	Raising	Writing	Capital	Marketing	Educational	Individual	Political	Technology	Research	Arts and the	Managing	Managing	Public	Cultural	Internship	Advanced	Thesis	Thesis
			Art World	Mgmt for Nonprofit Orgs		Barcelona	Cultural Policy and Admin	Leaders Forum	Funds and Grant Writing for Nonprofit Orgs	for the Arts	Campaigns	and Audience Dvlpmt for the Arts	Programming in Cultural Institutions	Fundraising	and Public Advocacy for the Arts	and Arts Admin	and Program Evaluation in Arts Admin	Community	Performing Arts Orgs	Visual Arts Orgs	Art Program Admin	Entrepren eurship	in Arts Admin	Mgmt and Consulting for Arts Orgs	I	П
LEA	DENT RNING	KEY COMPETENCIES											l Intro	ducing, D - De	walaning B	Dracticing						•				
LO8	COMES Stdnts will be able to develop, maintain, and leverage funding and constituent relationships to increase community engagement in the arts	Ability to identify municipal structures, regulations, and key public officials in order to effectively partner with public agencies				D	D						1-11100	during, 5 - 50	veroping, r	riacuting		D			D	P		P	P	P
		Ability to manage public art projects with multiple stakeholders and competing interests	ı					D													D		P		P	Р
		Ability to identify community needs and develop targeted programs addressing those needs	ı															D			D		Р			
LO9	Stdnts will be able to take a strategic approach to their personal Dvlpmt, networking, and self-marketing for professional advancement within the field of arts admin and/or nonprofit Mgnt	engage productively with them	ı			D	D															Р	P	P		
		Ability to effectively communicate personal strengths and abilities through a variety of media																				P	Р			
		Ability to effectively participate in professional associations in the field	ı																D	D	D		D			