



<i>Module</i>	<i>Title</i>	<i>Description</i>
Module 1	The Introduction	Here, you are introduced to the 7-question concept and the 7 reasons why you should take this course. You will also be introduced to the 7 questions donors ask prior to awarding you a grant.
Module 2	The Organization	The first question is about your organization. You will review the concept of organizational capacity and the attributes of your organization which grantors will be most interested in when considering whether to invest in you.
Module 3	The Problem or Need Statement	Here we will examine the 2nd question. The needs of the people or community you wish to serve; problem causes and symptoms as well as why your organization is in the best position to solve the problem
Module 4	Goals & Objectives	The 3rd question is where we address the overall goals and objectives you have set in response to the needs of the population you intend to serve
Module 5	Methods & Implementation	What methods will you use to meet or exceed your objectives? What is the theory of change on which the program is based? What is the timeline for implementation?
Module 6	The Evaluation Plan	The fourth question concerns how you intend to monitor and evaluate the results of your change efforts. What is your plan and what resources will you employ to make sure you remain on track?
Module 7	The Financial Plan & Budget	Here you answer the question about the resources you will need. Income and expenses are explained as well as what documentation you will need to provide
Module 8	The Sustainability Plan	This is your plan for continuing the program when the donor's funds are exhausted. How will you preserve the impact or gains you have begun for the future?
Module 9	Work Project 1	Here is where you build your Case Document tool which will enable you to manage both the questions and responses you will need to generate grant applications.
Module 10	Work Project 11	You will explore strategies for leveraging your case document to strengthen your funding strategies: generating new revenue, promoting your organization and training volunteers