# Workshop: Philanthropy, Foundations and Grant Writing

## Prof. Chiara Maria Lévêque; Prof. Urszula Swierczynska

***COURSE AIMS AND INTENDED LEARNING OUTCOMES***

The course aims to provide students with an overview of the world of Philanthropy, with a focus on Foundations. Furthermore, it aims to explore the procedures and strategies used to interact with these actors, also through practical simulations based on the use of grant forms.

At the end of the course, students will be able to identify the national and international Foundations in line with project requirements, and carry out grant writing.

***COURSE CONTENT***

*MODULE 1: The history of Philanthropy*

Recent macro trends and the ecosystem of modern philanthropy

*MODULE 2: Generating positive social impact: a spectrum of possibilities*

New approaches to strategic philanthropy: from traditional giving to impact investing

*MODULE 3: Panorama of the providers*

Which are the Italian and the foreign providers

Mapping and characteristics

*MODULE 4: Philanthropic Donation*

*Modern grant-making processes, principles and strategies*

*Trust based philanthropy, project support and organisational support, capacity building approach*

*MODULE 5: Effective Philanthropy*

Evidence-based philanthropic models and Effective Altruism

*MODULE 6: National and international donation foundations: scouting and interaction*

Where to find the funding foundations and how to interact effectively

*MODULE 7: Planning with the Theory of Change*

Project structure: impact, outcome, output, activity

*MODULE 8: Effectively fill out the EuropeAid 2018 Logical Framework*

Results Chain and fundamentals of Monitoring & Evaluation

*MODULE 9: Practical Planning?*

From analysis of the context, to the budget, to the selection process

*MODULE10: Exercises*

Responding to a call from a Foundation

***READING LIST***

R. Papocchia, *Fundraising dalle fondazioni di origine bancaria*, *SMART Fundraising, May 2012.*

B. Casadei,  *Le fondazioni di comunità. Strumenti e strategie per un nuovo welfare*, CAROCCI, 2015.

M. Grumo,  *Le partnership tra fondazioni d’impresa e istituti non profit*, Vita&Pensiero, 2007.

G.P. Barbetta, *Le fondazioni. Il motore finanziario del terzo settore,* il Mulino, 2013.

S. Castello e u. Swierczynska, *Filantropia 2.0, istruzioni per l’uso,* FrancoAngeli, 2021.

E. Bortoluzzi Dubach E C. Tinonin, *La relazione generosa. Guida alla collaborazione con filantropi e mecenati,* FrancoAngeli, 2020.

***TEACHING METHOD***

Frontal lectures in class, supported by guided practical activities, to be carried out in groups.

*Note*:

*Class attendance*: students will have to attend at least 80% of the lectures. The students who do not have the possibility to attend classes will have to inform the lecturer, in order to define alternative modes of attendance.

***ASSESSMENT METHOD AND CRITERIA***

The final assessment will be based on active participation of students in class, and the elaboration of a paper (to be submitted at the end of the course) consisting in answering a set of questions and writing a project using the Theory of Change. The assessment criteria will include accuracy of the paper (in terms of observance of the instructions given by the lecturer), appropriateness of methodologies and terminology in use, and analytical quality.

***NOTES AND PREREQUISITES***

*Prerequisites*: the Workshop requires a good command of Logical Framework, so students will be allowed to access it only after attending the Project Cycle course held by Prof. Farris.

In case the current Covid-19 health emergency does not allow frontal teaching, remote teaching and assessment will be carried out following procedures that will be promptly notified to students.

Further information can be found on the lecturer's webpage at http://docenti.unicatt.it/web/searchByName.do?language=ENG or on the Faculty notice board.