



## BASIC INFORMATION

- DAYS/TIMES:** 9:00am to 5:00pm, on each of three days: Friday-Saturday-Sunday
- NOTE:** Friday sessions may sometimes stop at 4:00 to enable students to attend the ID Forum.
- MEETING DATES:** Please make certain to verify the date/s of the Institute/s that you have registered for, as dates may change. Also, for many Institutes, some advanced reading is required. Please visit the International Development Office regarding these materials.
- CREDITS:** Each institute is worth **one credit hour** of graduate level credit and must be taken for a grade - not pass/fail.
- ELIGIBLE STUDENTS:** All AU and consortium university graduate students interested in international development who have completed either 636, 637, or the equivalent are eligible. Undergraduates and non-degree students admitted only by permission of IDP and the instructor.
- REGISTRATION:** Register as you would for regular courses. Students may register up to the date the Institute begins, but since space is limited, early registration is strongly recommended. Students are registered on a first-come first-served basis. Students may drop an Institute with a 100% refund provided that the add-drop forms are filled and signed no later than the Friday prior to the beginning of the Institute.

*For further information or to inquire about the possibility of additional Institutes, please contact the International Development Program Office in SIS 228 at 202-885-1660*

## Spring 2012 SKILLS INSTITUTES

<b>SIS.638.002</b>	<b>Social Entrepreneurship: Building a Blueprint for a Social Business</b> <b>February 3, 4, 5, 2011</b>	<b>Neil Ruiz</b>
<b>SIS.638.007</b>	<b>STATA for Economics/Development</b> <b>February 12, 19, 26</b>	<b>Mario Gonzalez</b>
<b>SIS.638.001</b>	<b>NGO Leadership Persuasion Strategies</b> <b>Date: Jan 21st &amp; 28th, Feb 4th, 18th and 25th (all Saturdays)</b>	<b>Nancy Sachs</b>
<b>SIS.638.003</b>	<b>Project and Program Evaluation</b> <b>March 23, 24, 25, 2011</b>	<b>Nancy Horn</b>
<b>SIS.638.004</b>	<b>Strategic Planning</b> <b>March 30, 31, April 1, 2011</b>	<b>Nancy Horn</b>
<b>SIS.638.005</b>	<b>Accounting Comes Alive for Development</b> <b>April 20, 21, 22, 2011</b>	<b>Peter Frampton</b>

# INTERNATIONAL DEVELOPMENT SKILLS INSTITUTE:

## Social Entrepreneurship: Building a Blueprint for a Social Business

*Instructor:* Neil Ruiz

This course covers the nuts and bolts of building a social enterprise focusing on learning how to build the blueprint used by all enterprises: the Business Plan. This course is highly recommended for persons interested in starting or currently involved in building a new social enterprise. Persons planning to enter business plan competitions or seeking funding from angel investors or venture capitalists should find this course particularly useful. The various steps on building a business plan are covered, including identifying the market, refining and presenting your venture idea, team formation, business models and financial projections, and pitfalls and plan execution. Cases studies will be used and students will have hands-on experience building one during the course.

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## STATA for Economics/Development

*Instructor:* Mario Gonzalez

The overall objective of the skills institute is to provide you with a basic (but solid) understanding of the statistical package Stata 11.1 or 12, so that you can use it to conduct rigorous and professional economic analysis either for class research papers, SRPs, thesis, or work. The specific objectives of the course are: to teach you how to manage and create Stata “do” and “log” files and Stata data sets; to improve your ability to create variables in Stata that are commonly used in economic analysis; to develop your capacity to analyze economic data using Stata.

There are no pre-requisites to take this skills institute. The class is geared towards graduate students with limited or no previous experience with Stata; however students that have more experience with the software can also use this institute to enhance their skills. A basic understanding of statistics and multivariate analysis may be helpful, although this is not a requirement and it will not be an impediment to take this skills institute.

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## NGO Leadership Persuasion Strategies

*Instructor:* Nancy Sachs

Do you have the persuasive skills you need to effectively sell your good ideas both within your NGO and outside of it? Do you know how to motivate and energize the people whose support you want for your ideas? In this interactive class, you'll build your professional repertoire through case studies, role plays, presentations, and techniques of deliberate practice. You'll learn how to be a better advocate for your proposals. You'll find out how to read biases and use persuasive strategies to overcome them. You'll better understand how to deal with resistance to change. And, you'll discover what personal qualities you can nurture to be a highly convincing and credible NGO leader.

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## Project and Program Evaluation

*Instructor:* Nancy E. Horn

This institute focuses on the development of skills to evaluate projects and programs using a variety of qualitative tools. The Institute provides a basic understanding of the steps to include in preparing for and conducting an evaluation. Topics considered include: you as the evaluator; designing programs and designing evaluations; developing indicators; and practicing the use of several different tools. Given time constraints, the Institute focuses on the evaluation process and does not cover data analysis.

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## Strategic Planning for International Development

*Instructor:* Nancy E. Horn

The planning process introduced in this course is one that takes students from examining the internal and external environment, visioning, creating a mission statement, and identifying and living organizational values, organizational profiling, redesign, strategic communications, and the like. Each activity has a practice and feedback session so that students become familiar with the tools and are able to assist in this participatory process in the organizations in which they work.

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## Accounting Comes Alive for Development

*Instructor:* Peter Frampton

Accounting Comes Alive for Development Practitioners looks at the principles of accounting, finance and business and their application to the development environment. Using the graphical Color Accounting learning system the course establishes a logical and linguistic foundation for accounting. With a solid reporting framework in place, case studies of real business situations are examined. Students learn to use balance sheets, income statements and cash flow statements to analyze the performance of reporting entities. The challenges of financial management and control are explored, along with practices for auditing and mitigating those challenges. The key issues of generally accepted accounting practice are covered, along with abuses thereof so that the students can test the veracity of information they receive.

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