Purpose: The purpose of this course is to explore and try to understand the art of advocacy, especially from the non-profit perspective. The course will explore effective ways to advocate at all levels of government. A key perspective will be a better understanding of the legislative process. The course will consider different approaches—conventional and non-conventional—to advocacy and lobbying, involve role-playing activities, and focus on current non-profit policy issues.

Requirements: Requirements for the course include a paper or video, individual and group presentations, and a comprehensive final examination.

Grading: The course will be graded on class participation (20%), a paper (25%), a mid-term (15%), and a final exam (40%). Class participation will include quality of preparation, as well as informed participation—especially on case discussions and role playing. The paper will require demonstration of a basic understanding of the concepts discussed, good writing skills, and an ability to apply concepts learned to a novel problem. Grades will be based on 90-100 = A; 80-90 = B; 70-80 = C. C’s (about 78 for a C+ to 72 or less for a C-) are not acceptable grades in the graduate program, but will be given out for work that is of that level. Students can get two C’s, but also have to get B+’s or better to make up for what the C does to their GPA. An average of below C is unsatisfactory and will be recorded as an F.

Expectations: It will be essential to do the readings and assignments before class. It will be critical to write well.

Materials
The only text to buy will be Forces for Good by Leslie Crutchfield and Heather Grant. It is available through Amazon and Barnes & Noble. Other readings will be incorporated in the syllabus or assigned during the term.

Due to unforeseen circumstances, the instructor reserves the right to alter readings and the dates on the attached syllabus. I will provide ample warning when making any such changes.
1. Aug. 30th Please read Introduction and Chapter 1, *Forces for Good*, and attachment “From whence Cometh Legislative Proposals.”


3. Sept. 13th *Do you wanna learn to sing?* Chapter 3, *Forces for Good*, and *Make a Difference for Your Cause: Strategies for Nonprofit Engagement in Legislative Advocacy* guides readers through steps of the CLPI Road Map for Engagement in Legislative Advocacy from the clip website.


5. Sept. 27th *Johnny Appleseed*, *Forces for Good*, Chapter 5; & Tax Expenditures: What is the tax expenditure budget? (to be attached).


7. Oct. 11th No Class 😊


10. Nov. 1st (attachment to come). We will have a truncated class, so that those of you who wish to meet with me about your paper (or lack of progress thereon) will have some time—so we shall break no later than 9 p.m.


12. Nov. 15th *Paper Due, Shock & Awe*, plus the third and final singular opportunity for stardom: Assignment to come.

13. Nov. 22nd *Say it Ain’t So!* Guest Speaker (TBA). Reading assignment TBA.
12. Nov. 29th  

*Pax Vobiscum*: Reading assignment forthcoming.

13. December 6th  

*Baby It's Cold Outside*, “Winter of Their Discontent?: How the Nonprofit Climate is Changing,” The Urban Institute,” found at [www.urban.org](http://www.urban.org).

14. December 13th

15. Week of 19th Final Examination