

## Recommended Sessions and Courses

**The following coursework may be helpful for your application process. Attendance at any of the following courses does not guarantee that you will receive education points upon review of your application, but are of the caliber that the review board is expecting.**

PLEASE NOTE: CDs of International Conference sessions are currently not available for purchase. The 2018 conference recommended sessions were recorded and will be available on the AFP website (TBD). A few courses from MindEdge are available via the AFP website at [www.afpnet.org/ecourses](http://www.afpnet.org/ecourses) and a few AFP webinars are available at <https://www.afpnet.org/Professional/ProgramDetail.cfm?itemnumber=4030&navItemNumber=552>

Year	Venue	Topic	Credit Hrs.	Sess. Code	Title		
2013	Philadelphia Chapter Fundraising Mgt., Leadership & Ethics Advanced Topics	Leadership	3		Achieving Effective Interpersonal Relations: How to Lead Others by Managing Ourselves	Fogal	
2013	Philadelphia Chapter Fundraising Mgt., Leadership & Ethics Advanced Topics	Management	1.25		Coaching Staff to Ask: Donor Predispositions, Motivations, and Decision-making	Bartolini	

2013	Philadelphia Chapter Fundraising Mgt., Leadership & Ethics Advanced Topics	Management	1		Navigating Change: The Three Stages of Board Engagement (video available)	Healey	
2013	Philadelphia Chapter Fundraising Mgt., Leadership & Ethics Advanced Topics	Ethics or Leadership	1..25		Defining Your Leadership Role in Promoting Ethical Practice	Levy	
2013	AFP Intl.Conf.	Ethics	1.25		A Crisis in Value - Our World is Built on Trust!	Watt, Levy, Haddad	
2013	AFP Intl.Conf.	Ethics or Management	1.25		Accountability and Ethics Can Make or Break Your Organization	Greenfield	
2013	AFP Intl.Conf.	Leadership	1.25		Authentic Leadership: Leading Courageously in Challenging Times	Kintzi	
2013	AFP Intl.Conf.	Management	1.25		Building Donor Loyalty: What's New in Our Thinking?	Sargeant	
2013	AFP Intl.Conf.	Ethics	1.25		Ethics in Fundraising	Stokes	
2013	AFP Intl.Conf.	Mangement	1.25		Firing Lousy Board Members	Joyaux	

2013	AFP Intl.Conf.	Management	1.25	Lost in Translation? Tools & Tips for Using the Language of Business to Communicate Fundraising Priorities with Your Board	Drury	
2013	AFP Intl.Conf.	Management	1.25	Managing Staff as if They were Donors: Using What We Know About Donor Behavior to Bring Out the Best in Staff	Bartolini	
2013	AFP Intl.Conf.	Leadership	1.25	What in the World!?! The Latest and Greatest in Fundraising from Around the World	Ross	
2013	AFP Intl.Conf.	Management	4	Planning to Keep Your Donors Workshop	Kintzi/Hoyt	
2013	AFP Webinar	Management	1.5	What Great Boards Do at Their Board Meetings	Joyaux	
2013	AFP Webinar	Management or Ethics	1.5	Accountability and Ethics	Greenfield	
2013	AFP Webinar	Leadership or Management	1.5	Navigating Change: The Three Stages of Board Development	Healey	
2013	AFP Webinar	Leadership or Management	1.5	The Shifting World of Business and Community	Daw	
2013	APGA Annual Conference	Leadership	7	Fundraising Leadership Bootcamp	Ross	
2013	AFP/Stanford SIR	Leadership or Management	1.25	The Whole World in Our Hands: How Intersection of Mobile, Social and Technology is Changing Nonprofits	Kenyon	
2013	AFP/Stanford SIR	Leadership or Management	2	Building Consensus in Multi-Stakeholder Groups	Kaner	

2013	AFP/Stanford SIR	Leadership	3		The Power of Collaborative Leadership: Learning with Horses	Gallop Ventures	
2013	AFP/Stanford SIR	Management	3		Increase Your Communication Effectiveness through Learning Different Styles	Halmi Performance Consulting	
2013	OneOC, Orange County, CA	Ethics	3		Capstone Strategies--Ethics in Fundraising, In Your Organization	Greenfield	
2013	Toronto Fundraising Congress	Leadership	2		Moving from Fundraiser to Nonprofit Leader	Joyaux	
2014	AFP Intl.Conf.	Ethics	1.25		Ethics in Fundraising	Kintzi	
2014	AFP Intl.Conf.	Management	1.25		Hidden Treasure Mid-Level Giving in the Digital Age	Rovner/ McKee	
2014	AFP Intl.Conf.	Management	1.25		Lessons from the World - Five Transformational Campains	Ross	
2014	AFP Intl.Conf.	Leadership or Management	1.25		What Do We Really Know About Philanthropy and Fundraising	Brazzell/Brown/James/Mehta	
2014	AFP Intl.Conf.	Management	0.75		Why the Volative Legislative Environment is Feeding Dramatic DAF Growth	Heisman	
2014	AFP Intl.Conf.	Management	1.75		Emerging Trends in Fundraising	Wilklow/Pruett/Palmer/Kaine	
2014	AFP Intl.Conf.	Leadership or Management	1.75		Tough Talk for You and Your Board	Joyaux	
2014	AFP Intl.Conf.	Leadership	1.25		Donor-Centered Leadership	Burk	
2014	Greater Philadelphia Chapter Senior Professionals Workshop	Leadership or Management	2.5		Will We Define Our Culture or Allow Our Culture to Define Us?	Healey	

2014	Greater Philadelphia Chapter Senior Professionals Workshop	Leadership or Management	3		What I Want to Say Is.....	Fogal	
2014	Toronto Fundraising Congress	Management	1.5		Philanthropic Trends	Nakoneshny	
2014	Toronto Fundraising Congress	Management	1.5		Will We Define Our Culture or Allow Our Culture to Define Us?	Healey	
2014	Toronto Fundraising Congress	Leadership	1.5		Moving beyond Diversity and Developing Your Intercultural Competencies	Grange	
2014	Toronto Fundraising Congress	Ethics	1.5		Measuring Ethics: Translating Values into Metrics	Campbell	
2014	Toronto Fundraising Congress	Leadership	1.5		Time, Treasure & Talent: Canadian Women & Philanthropy	Hale/Ryan	
2014	Toronto Fundraising Congress	Leadership or Management	1.5		Risky Business: Identify, Manage & Minimize Relevant Risks	Pittner/Rodrigues	
2014	Toronto Fundraising Congress	Leadership	1.5		How to Survive Your Board	Anderson/Ferris	
2014	Toronto Fundraising Congress	Management	1.5		Metrics & Measurement: Managing Fund Development Performance	Mallabone	
2014	Toronto Fundraising Congress	Ethics	1.5		What's Right? Ethical Issues of Our Work in Philanthropy	Blumberg/Campbell/McGarry/Pribbenow/Ricker	
2014	Toronto Fundraising Congress	Management or Leadership	1.5		High Impact Tactics for Increased Board Effectiveness	Healey	

2015	AFP South Sound Chapter	Ethics	1.25		Tough Choices: Ethical Decision Making	Greenfield	
2015	AFP Intl. Conf.	Management or Leadership	1.25		Achieving Effective Interpersonal Relations: How to Lead Others by Managing Ourselves	Fogal	
2015	AFP Intl Conf.	Management or Leadership	1.25		Building Donor Loyalty: What's New?	Sargeant	
2015	AFP Intl Conf.	Management or Ethics	1.25		Ethics of Working with Aging Donors	Madson	
2015	AFP Intl Conf.	Management	1.25		Replacing a Hero: Succession Planning after Years of Successful Fundraising	Eddy/Duncan	
2015	AFP Intl Conf.	Management	1.25		Year in Review: Impact of Court Decisions and Legal Developments on Philanthropy	Sudol	
2015	AFP Intl Conf.	Management or Leadership	1		Navigating Change... Why Some Organizations Successfully Navigate Change and Others Fracture	Tartaglia-Poure	
2015	AFP Intl Conf.	Management or Leadership	1		Setting Performance Expectations for Gift Officers	Collins	
2015	AFP Intl Conf.	Leadership or Ethics	1		Dealing with Board Bullies -- When Values Conflict	Fortnum	
2015	AFP Va. Fundraising Institute	Ethics	5.75		Fundraising Ethics Course	Manfield/Fischer	
2015	Toronto Fundraising Congress	Management	1.5		CRA and Fundraising: Is There a Crackdown?	Blumberg	
2015	Toronto Fundraising Congress	Ethics	1.5		What to Do When You Don't Know What to Do -- The Top 10 Ethics Resources You Need	Campbell	
2015	Toronto Fundraising Congress	Leadership	1.5		Decisions, Decisions, Decisions: how You -- and Your Donors -- Can Make Better Ones	Bartolini	

2015	Toronto Fundraising Congress	Management or Leadership	1		Increasing Board Engagement: Is It Purpose or Performance We Need to Address?	Grace	
2015	Toronto Fundraising Congress	Ethics	1.5		Dealing with Board Bullies -- When Values Collide	Fortnum	
2015	Greater Philadelphia Chapter Senior Professionals Workshop	Management	3		Succession Planning for Non-Profit Organizations	Cessna	
2016	AFP Intl. Conf.	Management	1		Impact Volunteering -- Engaging and Emerging Volunteer Boards for Fundraising Success	Newton	
2016	AFP Intl. Conf.	Management or Leadership	1.5		How to Survive Your Board	Ferris	
2016	AFP Intl. Conf.	Leadership	1		Fundraisers: Their Career, Stories, Concerns & Accomplishments	Nathan	
2016	AFP Intl. Conf.	Management	1.25		Relationship Fundraising: Where Do We Go From Here?	Sargeant	
2016	AFP Intl. Conf.	Management	1		Harnessing Women's Economic Power for Your Charity	Holman	
2016	AFP Intl. Conf.	Management	1.25		Why Midlevel Donors Are Sweeter than Christmas Morning	Muir	
2016	AFP Intl. Conf.	Ethics	1.25		Building a Normative Theory of Fundraising Ethics	MacQuillan	
2016	AFP Intl. Conf.	Management	1.5		Trends in U.S. Public Policy: Why You Have to Care	Carter	
2016	AFP Intl. Conf.	Management	1		Decisions, Decisions, Decisions: how You -- and Your Donors -- Can Make Better Ones	Bartolini	
2016	AFP Intl. Conf.	Management	1		The Art and Science of Fundraising Persuasion	Melvin	
2016	AFP Intl. Conf.	Management	1		Let's Get Real about Money: Changing Fundraising Strategy for Greater Sustainability	Bonde	

2016	AFP Intl. Conf.	Management	1		What in the World Matters to Fundraisers? Global Philanthropy	Cagney /Stettner	
2016	AFP Webinar	Ethics or Leadership	1		How Social Justice Fuels Philanthropy	Joyaux	
2016	AFP Webinar	Management or Ethics	1		Relationship Fundraising: Where Do We Go From Here?	Sargeant/MacQuillan	
2016	AFP Webinar	Management	1		Understanding How and Why Millennials Give	Feldmann/Cline	
2016	AFP Webinar	Leadership or Ethics	1		The Importance and Opportunity of Diversity & Inclusiveness in Fundraising	Brennan/Mehta	
2016	AFP Webinar	Management or Leadership	1		State of the Sector Review & Forecast	TBD	
	MindEdge	Ethics	10		Business Ethics in the 21st Century	Mills	
	MindEdge	Management	4		Effective Negotiations	TBD	
	MindEdge	Management	4		Employee Selection	Mills	
	MindEdge	Management	4		Financial Planning and Control	TBD	
	MindEdge	Leadership	10		Leading the Courtney Museum Simulation	TBD	
	MindEdge	Management	4		Sustainable Management	Mills/Denison	
2016	Toronto Fundraising Congress	Leadership	1.5	R-04	Leading the Charge	Mackenzie	
2016	Toronto Fundraising Congress	Leadership	1.5	R-07	Rational Geographic: Using Mapping to Get Your Comprehensive Organization Strategy on One Page	Halende	
2016	Toronto Fundraising Congress	Leadership	1.5	R-08	Be the Leader Your Cause Deserves	Davis	
2016	Toronto Fundraising Congress	Management or Leadership	1	R-10	Agility, Engagement & Excellence - Changing the Paradigm for Volunteer Management	Peters	
2016	Toronto Fundraising Congress	Management	1.5	R-11	Beyond Metrics: How to Manage Talent for Long Term Success	Moira	



2016	Toronto Fundraising Congress	Management or Leadership	1.5	R-16	Talent Solutions in an Era of Leadership Transition	Hutchinson/Lister	
2017	AFP Webinar	Management or Leadership	1.5		Why Today's Tactics Won't Work with Tomorrow's Donors	MacDonald	
2017	AFP Webinar	Ethics	1.5		Accepting Gifts from Pablo Escobar and Other Ethical Dilemmas	Healey	
2017	AFP Intl. Conf.	Ethics, Management or Leadership	1.5		Dirty Money: Practicing Ethics in Fundraising	Scola	
2017	AFP Intl. Conf.	Management	1.5		Designing the Future of Philanthropy	Kaufteil	
2017	AFP Intl. Conf.	Leadership	1.25		Philanthroculture--the effect of culture on generosity	Wagner	
2017	AFP Intl. Conf.	Leadership	1.25		Authentic Leadership: The Key to Successful Fundraising Programs	Eustace	
2017	AFP Intl. Conf.	Leadership	1.25		360 Degree Leadership: What Seasoned Pros can learn from Emerging Leaders and Vice Versa	Simmons	
2017	AFP Intl. Conf.	Management or Leadership	1.5		The Road to Relevance - Reading the road map of how to make fundraising relevant in your organization	Harris	
2017	AFP Intl. Conf.	Management or Leadership	1.25		The ideological attacks on fundraising – and how to construct an ideological defence	MacQuillin	
2017	AFP Mid-America Conference	Leadership	6		Taking Care of Ourselves, Taking Care of Our Profession: Self-Renewal and Team Building in a Time of Change	Sprinkel Grace	
2017	Toronto Fundraising Congress	Management or Leadership	1.5		Organizational Leadership: Trends & Solutions	Lister/Hutchinson	
2017	Toronto Fundraising Congress	Management or Leadership	1.5		Fundraising: Challenges & Opportunities	Upsall	

2017	Toronto Fundraising Congress	Leadership	1.5	The Disrupter's Panel: Breaking Barriers, Smashing Ceilings & Changing Minds	Avery/Dinsdale/Hawken/Riseboro/Zelmanovits
2017	Toronto Fundraising Congress	Management or Leadership	1	Organizational Evolution: Managing Change When Humans Are Involved	Anderson/Ferris
2017	Toronto Fundraising Congress	Leadership	1	Diversity, Philanthropy & Leadership: Beyond Lip Service to Action	Hallett/Wagner
2017	Toronto Fundraising Congress	Ethics	2.5	Ethics in Fundraising (Parts 1 &2)	McQuillen
2017	Toronto Fundraising Congress	Leadership	2.5	Becoming the Leader You Are (Parts 1 & 2)	Myers/Srpinkel Grace
2017	Toronto Fundraising Congress	Management	1.5	The Giving Behaviour Project	Haldane/Marques
2017	Toronto Fundraising Congress	Management	1	Boards Matter	Holt
2018	AFP Intl. Conf.	Leadership	9	Authentic Leadership: Key to Successful Fundraising Programs	Fortnum/Eustace
2018	AFP Intl. Conf.	Management	1.25	House of Philanthropy: Creating a Framework for Cross-Cultural Giving	Ferris/Anderson
2018	AFP Intl. Conf.	Leadership	2	Embracing the Growing Importance of Board Diversity: Philanthropy, Leadership and Board Engagement	White/Zarins/Walker
2018	AFP Intl. Conf.	Ethics	1.25	Why Good People Do Bad Things	Hood
2018	AFP Webinar	Management or Leadership	1.5	Diversity in Giving: Moving from Awareness to Action	Petty/Brown
2018	AFP Webinar	Management	1.5	State of Online Fundraising 2018	Snusz
2018	AFP Webinar	Leadership	1.5	From Nervous to Excited: Evolving Board Knowledge, Skill and Confidence	Healey

2018	AFP Webinar	Management	1.5	Navigating Negotiations: More Money & More Mission	Williams
2018	AFP Webinar	Leadership	1.5	Welcome to the C-Suite: Leadership Transitions from the Trenches to the Top	Ferris
2018	AFP Leadership Academy	Ethics	0.75	Sustaining Confidence: Fundraising Ethics	Doorley/Fortnum
2018	AFP Leadership Academy	Leadership	1.5	Inclusive Leadership Workshop (Parts 1-2)	
2018	AFP Leadership Academy	Management	0.75	IDEA: Cultivating Change	Walker
2018	AFP Leadership Academy	Leadership	1.2	Inspiring Leadership: Are You Ready to Step Up?	Lloyd