**Day 6:- 06.12.2022–Block 1&2 (8:30-11:45)**

**M6.5-11a – – NPO Management - Concept Development & Planning**

 **Topic:- Internal Sources of Financing in NPO**

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|  | **Non-profit Organization (NPO) and Internal Sources of financing** |
| **8:30-11:45** | **Group report on external Sources of financing** | **GRANTS** |
|  | **Reading Exercise- from last Session**  |
|  | Look for Information at the Internet or elsewhere and identify an **NPO and its External Sources** of financing |
|  | **Internal Sources of Financing in NPO Activities** |
|  | **Main Topics**1. **Introduction**
2. **4 Stages of Financing**
 |
|  | 1. **Sources of Internal Financing - CHARGES**
	* **1. Day related service charges**
	* **2. Hourly related service charges**
	* **3. Case-related benefits**
	* **4. Individual performance-related charges**
	* **5. Activity Impact-oriented charges**
	* **6. Process oriented charges**
 |
|  | 1. **Other sources**
	* 1. **Events**
		2. **Wohlfahrtsbriefmarken - welfare stamps**
		3. **Lottories**
		4. **Mitgliedsbeiträge - membership fees**
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|  | **Reading TASK** |
|  | Look for Information at the Internet and * identify at least one **NPO and its Internal Sources** of financing
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