**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** | |
|  | **Reading TASK** | |
|  | Look for Information at the Internet and   * identify at least one **NPO and its Internal Sources** of financing | |