



4 Courses

**Fundraising and  
Development Foundations**

**Annual Campaigns: Building  
a Case for Support**

**Major and Principal Gifts**

**Planned Giving**



Jan 31, 2023

**JAMAL ABDUH AHMED ALDHUBAIBI**

has successfully completed the online, non-credit Specialization

# Fundraising and Development

In this Specialization, learners gained a clear understanding of modern fundraising and development concepts and the expertise to put them into practice. Through hands-on assignments covering an array of real-world deliverables, they were able to become familiar with fundraising terminology and the development life-cycle. They are able to identify and develop prospects and cultivate major donors. They are able to provide training for developing annual giving campaigns. They are able to implement strategies for principal, major gift, and planned giving options and are encouraged to seek out career opportunities as a development officer.

Angela Joens, Assistant  
Vice Chancellor of  
Development Outreach;  
Michelle Poesy, Senior  
Director of Annual and  
Special Gifts; Jason  
Wohlman, Associate  
Vice Chancellor for  
University  
Development; Brian  
Casey, Assistant Vice  
Chancellor for Planned  
Giving

The online specialization named in this certificate may draw on material from courses taught on-campus, but the included courses are not equivalent to on-campus courses. Participation in this online specialization does not constitute enrollment at this university. This certificate does not confer a University grade, course credit or degree, and it does not verify the identity of the learner.

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