

# Relationship Building for Successful Grants Management

**Course Number:** 2094

**Length:** 2 Days

**Primary Delivery Method:** Instructor-led live classroom

**Alternative Delivery Methods:** Instructor-led online (synchronous)

## Course Description

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Build effective partnerships to improve the performance of your grants using emotional intelligence and leadership best practices. This course will look at how to build relationships, understand other points of view, and communicate effectively. You will develop an understanding of the importance of managing relationships to improve the performance of federal grants.

## Intended Audience

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This course is intended for anyone interested in improving their grants management relationships, including staff from federal awarding agencies, and grantees (state, local, and tribal governments; nonprofit organizations; colleges and universities; and other entities that make or receive federal grants).

## Client-Provided Facility Requirements

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- White board with markers and eraser
- Internet required for instructor computer

## Course Learning Objectives

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- Understand the importance of building a solid grantor/grantee relationship
- Develop key interpersonal skills for engaging and building relationships with grantors/grantees
- Apply relationship management and communications skills to improve performance of grant management
- Leverage best practices for managing relationships

## Course Additional Features

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- Producer Support
- Technical Support Team
- Dedicated In-House Accessibility/Section 508 Compliance
- Student Resource Guides

All details about the Additional Features are available on this page. [Click here to Explore](#)

## Course Schedule

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**DAY ONE**

# Relationship Building for Successful Grants Management

MORNING	Module 1: Roles and Relationships within Grants Management
LUNCH	
AFTERNOON	Module 2: Interpersonal Skills in Relationship Management

DAY TWO	
MORNING	Module 3: Performance at the Heart of the Relationship
LUNCH	
AFTERNOON	Module 4: Best Practices in Relationship Management

## Learning Methods

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Individual and small-group exercises, lecture, discussion, and case study

## Credits

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### National Association of State Boards of Accountancy (NASBA)

- Field of Study: Specialized Knowledge
- Level: Advanced
- CPEs: 16

### Professional Development Units (PDUs)

- Credits: 14

### Continuous Learning Points (CLPs)

- Credits: 16

## Management Concepts Certificate Program Relationship

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This is an elective course in the following program(s):

- [GMCP Federal Track](#)
- [GMCP Pass-Through Track](#)
- [GMCP Recipient Track](#)

# Relationship Building for Successful Grants Management

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## Prerequisites

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There are no prerequisites for this course.

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## Pework

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There is no prework required for this course.

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## Requirements for Successful Completion

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Full (100%) attendance is expected and required. Successful completion of the course depends on full class attendance and active participation in individual and group exercises.

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## Follow-On Resources

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- [Monitoring Federal Grants and Cooperative Agreements for Federal Personnel](#)
- [Uniform Administrative Requirements for Federal Grants: 2 CFR 200 \(Subparts A through D\)](#)
- [Cost Principles for Federal Grants: 2 CFR Part 200 \(Subpart E\) and FAR 31.2](#)

# Relationship Building for Successful Grants Management

## Ready to Enroll?



See the most recent course information and scheduled classes at this link:  
<https://www.managementconcepts.com/course/id/2094>



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