

Frequently Asked Questions

Course Title: Relationship Building for Successful Grants Management

Course #: 2094

Duration: 2 Days

Delivery Method: Instructor-led live classroom

Alternative Delivery Methods: Instructor-led online (synchronous)

1. What business or organizational need does this course address?

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.

2. Who should attend?

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).

3. What will I learn how to do in this course?

- 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

4. What kinds of activities are included in this course?

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

5. Are there prerequisites for this course?

There are no prerequisites for this course.

6. Do I have to complete any prework for the course?

There is no prework required for this course.

Frequently Asked Questions

7. Is this course applicable toward a professional certification?

No, this course is not applicable toward a professional certification. However, many Management Concepts courses do prepare you for professional certification programs. Click [here](#) to see a full list of professional certification programs that are supported by Management Concepts training courses.

8. Does this course count for credit toward a Management Concepts Certificate Program?

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

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

9. What credits do I earn by completing this course?

The following credits are available for this course:

NASBA CPEs: 16

NASBA Field of Study: Specialized Knowledge

NASBA Level: Advanced

CEUs: 1.3

PDU: 14

CLPs: 16

10. What course(s) do you recommend after I complete this course?

- [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](#)

11. What are Additional Features?

Most courses and training solutions have **Additional Features** designed to help every learner master and retain the concepts explored in the course. You can see which Additional Features are added to this course on the course page under the **Learning Objectives & Additional Features** tab – and for a more detailed exploration of our Additional Features, you can visit [this web page](#).