

Blackbaud University Curriculum for ResearchPoint™

To view a complete course description or launch a class, click a title in the listing below. Start with eLearning *Basics* on-demand courses or jump to instructor-led online courses for hands-on learning. In each of the topic areas, courses are listed in the order they should be taken. This curriculum includes opportunities to earn continuing education credits for CFRE.






Click course names to launch or register for a class

Learn Basics	Learn More
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FUNDAMENTALS		
 ResearchPoint: Basics of ResearchPoint		
 ResearchPoint: Basics of Prospect Research		
 ResearchPoint: Fundamentals—Prospect Research		
 ResearchPoint: Fundamentals—Research Tools		
 ResearchPoint Fundamentals Exam 2019		
PROSPECTING AND ANALYTICS		
 ResearchPoint: Enhancing Records and Finding Hidden Wealth		
 ResearchPoint: Defining and Streamlining Your Prospect Research Process		
ADMINISTRATION		
 Integration: Basics of Raiser’s Edge and ResearchPoint Integration		
 ResearchPoint: Optimizing Your Database for Success		
DATA MANAGEMENT		
 Target Analytics: Basics of Modeling		
 Target Analytics: Basics of Affluence Insight		
ORGANIZATIONAL BEST PRACTICES		
 OBP: Basics of Nonprofit Organizations		
 OBP: Basics of Fundraising		
 OBP: Basics of Marketing		
 OBP: Basics of Finance		
Click here to view the full curriculum for instructor-led OBP workshops		



-  Course Abstract
-  eLearning Course
-  Certification

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Role-Based Training Paths

Use the **Training Paths** table below to help you determine which courses to take.

The course topics are listed in recommended order, beginning with *Fundamentals*. Course titles within each topic are also listed in the recommended order. Each topic identifies one or more occupational roles for which training is recommended. To confirm which occupational roles match your job description, refer to the **Role Description** information that appears below the **Training Paths** table.

To view the courses associated to a training path topic, [return to p. 1](#) and locate the corresponding topic in the course listings table, in the green header bars.

Training Paths

Training Path	SYSTEM ROLE			
	Development Officer – View Only	Development Officer – Advanced Rights	Prospect Research	Prospect Research Manager
Fundamentals	✓	✓	✓	✓
Prospecting and Analytics			✓	
Administration				✓
Data Management		✓	✓	✓

Role Descriptions

DEVELOPMENT OFFICER – VIEW ONLY

- Search for and view prospect records / Produce Prospect Research reports

DEVELOPMENT OFFICER – ADVANCED RIGHTS

- Must be added to the View Only rights / Limited add and edit rights / Individual and batch screening rights

PROSPECT RESEARCH

- Full research rights
- Add and edit records individually, through import, or batch
- Confirm and reject wealth results / Manage research lists and Capacity formulas

PROSPECT RESEARCH MANAGER

- Add and manage users
- Configure code tables, global changes, attributes, and system settings
- Can be combined with Prospect Research to have unlimited rights in ResearchPoint

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