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
FUNDAMENTALS		
💻 Basics of ResearchPoint	•	•
💻 Basics of Prospect Research	•	•
📄 Fundamentals—Prospect Research		•
📄 Fundamentals—Research Tools		•
ⓑ ResearchPoint Fundamentals Exam 2019		•
PROSPECTING AND ANALYTICS		
📄 Enhancing Records and Finding Hidden Wealth		•
📄 Defining and Streamlining Your Prospect Research Process		•
ADMINISTRATION		
💻 Integration: Basics of Raiser's Edge and ResearchPoint Integration	•	•
📄 Optimizing Your Database for Success		•
DATA MANAGEMENT		
💻 Target Analytics: Basics of Modeling	•	•
💻 Target Analytics: Basics of Affluence Insight	•	•
💻 Target Analytics: Basics of Advanced Direct Marketing Analytics	•	•

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📄 Course Abstract
💻 eLearning Course
ⓑ Certification

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ORGANIZATIONAL BEST PRACTICES

🖥	OBP: Basics of Events	●	●
🖥	OBP: Basics of Finance	●	●
🖥	OBP: Basics of Fundraising	●	●
🖥	OBP: Basics of Impact	●	●
🖥	OBP: Basics of Marketing	●	●
🖥	OBP: Basics of Nonprofit Organizations	●	●
🖥	OBP: Basics of Personas	●	●
🖥	OBP: Basics of Volunteers	●	●
	Click here to view the full curriculum for instructor-led OBP workshops		

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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, 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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