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Specifically for students, this applied text balances research, theory, and practitioner literature with current cases, timely examples, and the most recent data available. New to the Fifth Edition New cases related to accountability and governance highlight new approaches to recent controversies and risks to nonprofits. Cases include the Wounded Warriors Project, Sweet Briar College, 4-H, Housing First, the Chan-Zuckerberg Initiative, the National Audubon Society, and an expanded study of governance issues at the Hershey Trust. Expanded discussions of risk management offer new insights on developing strategy, building capacity, and managing risk. New social networks and

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social media content provides students with practical strategies for using social media when fundraising and marketing. A new comprehensive case on the Girl Scouts of the USA recounts reforms undertaken by this iconic organization and current challenges it faces. The chapter on financial management has been substantially revised to reflect new requirements for nonprofit financial statements issued by the Financial Accounting Standards Board in 2016, as well as an expanded discussion of audits. An updated chapter on fundraising includes information on the Tax Cuts and Jobs Act passed in December 2017, which has implications for charitable giving. New references

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At the end of every chapter guide readers to relevant cases in the Appendix, making it easy for instructors to incorporate the cases into classroom discussions.

Nonprofit Management: Principles and Practice is a comprehensive textbook written for the Nonprofit Management course, covering the scope and structure of the nonprofit sector, leadership of nonprofits, managing the nonprofit organization, fundraising, earned income strategies, financial management, nonprofit lobbying and advocacy, managing international and global organizations, and social entrepreneurship. Written specifically for students, this text integrates research, theory, and

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And Practice literature and includes more than is found in the more prescriptive, practitioner-oriented alternatives. Providing an overview suitable for students enrolled in their first course in the field, the book also includes cases and discussions of advanced issues for those with experience.

Key Features: - Includes a chapter on Social Entrepreneurship, which examines the theories behind this concept as well as the successful practices of high-impact nonprofits around the world - Takes a balanced approach to varied perspectives and controversial issues and encompasses traditional concepts as well as new approaches and thinking - Integrates social sciences research, management

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student understanding of the
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students apply chapter content to
actual nonprofit organizations.

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overview of key topics nonprofit
leaders encounter daily. Worth
covers both the governance and
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organizations—the scope and
structure of the nonprofit sector,
leadership of nonprofits,

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And Practice, fundraising, earned income strategies, financial management, lobbying and advocacy, managing international and global organizations, and social entrepreneurship—helping readers understand what they are and how they work. The text balances research, theory, and practitioner literature with current cases and the most recent data available, making it appropriate for undergraduates, graduate students, and nonprofit professionals. The Sixth Edition has been updated to include new material regarding diversity, equality, and inclusion; volunteer stewardship; nonprofit executive transitions; models for pursuing earned income; ethical dilemmas and controversial donors;

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And Practices differences in the workplace; and an exploration of the role of nonprofits in advancing social movements.

A Drucker management classic, first published in 1990, which breaks down any narrow definition of management and is aimed specifically at decision-makers and managers working in non-profit making and charitable organizations to help them apply the principles of good management to their sector. Drawing from the American experience, Drucker poignantly illustrates his discussion of management by quoting his in-depth interviews with top executives from non-profit making organizations. The issues

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of mission, performance, people and relationships, leadership and developing managers are eloquently discussed and Drucker provides Action Implications throughout the book which are of practical importance to the reader.

Fundraising: Principles and Practice provides readers with a comprehensive introduction to fundraising. Taking a balanced perspective, bestselling author Michael J. Worth offers insights on the practical application of relevant theory. The text is designed to engage readers in thinking critically about issues in fundraising and philanthropy to prepare them for careers in the nonprofit sector. Worth explores

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donor motivations and fundraising techniques for annual giving programs, major gift programs, planned giving, and corporate and foundation giving and campaigns. Traditional methods, including direct mail and personal solicitations, are discussed as well as new tools and practices, including online fundraising, crowd-funding and social networks, analytics, and predictive modeling. Written specifically for nonprofit career-oriented individuals, this book helps readers become successful fundraisers.

The SAGE Text and Cases Series, featuring IVEY Cases is a co-publishing partnership between SAGE Publications and the

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Richard Ivey School of Business at The University of Western Ontario. Due to their popularity in more than 60 countries, approximately 200 new cases are added to the Ivey School of Business library each year. These affordable collections not only help students connect to real-world situations, but benefit corporations seeking continued education in the field as well.

Introduction to Nonprofit Management: Text and Cases is a unique collection of 28 cases from Ivey Publishing. This casebook helps students gain a better understanding of nonprofit management by providing them with a look at the complex issues that leaders of nonprofit organizations must tackle on a

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Nonprofit Marketing: Marketing Management for Charitable and Nongovernmental Organizations is a conceptually strong text that gives students marketing strategies for nonprofit, charitable, and nongovernmental organizations, while providing them with a broad treatment of marketing basics. Written in an easy-to-follow style, marketing concepts are clearly presented and supported with real-world examples.

An updated edition of a groundbreaking book on best practices for nonprofits What makes great nonprofits great? In the original book, authors

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Crutchfield and McLeod Grant employed a rigorous research methodology derived from for-profit books like *Built to Last*. They studied 12 nonprofits that have achieved extraordinary levels of impact—from Habitat for Humanity to the Heritage Foundation—and distilled six counterintuitive practices that these organizations use to change the world. Features a new introduction that explores the new context in which nonprofits operate and the consequences for these organizations Includes a new chapter on applying the Six Practices to small, local nonprofits, including some examples of these organizations Contains an update on the 12 organizations featured in the

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original book—how they have fared, what they've learned, and where they are now in their growth trajectory This book has lessons for all readers interested in creating significant social change, including nonprofit managers, donors, and volunteers.

Beginning with a history of nonprofit organisations, this text discusses the theories and ethical issues surrounding them, and provides guidance on how to create, lead, and manage an effective organisation.

The complete guide to fundraising planning, tools, methods, and more Fundraising Principles and Practice provides a unique

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resource for students and professionals seeking to deepen their understanding of fundraising in the current nonprofit environment. Based on emerging research drawn from economics, psychology, social psychology, and sociology, this book provides comprehensive analysis of the nonprofit sector. The discussion delves into donor behavior, decision making, social influences, and models, then uses that context to describe today's fundraising methods, tools, and practices. A robust planning framework helps you set objectives, formulate strategies, create a budget, schedule, and monitor activities, with in-depth guidance toward assessing and fine-tuning your approach.

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Coverage includes online fundraising, major gifts, planned giving, direct response, grants, corporate fundraising, and donor retention, with an integrated pedagogical approach that facilitates active learning. Case studies and examples illustrate the theory and principles presented, and the companion website offers additional opportunity to deepen your learning and assess your knowledge. Fundraising has become a career specialty, and those who are successful at it are among the most in-demand in the nonprofit world. Great fundraisers make an organization's mission possible, and this book covers the essential information you need to help your organization succeed.

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Adopt an organized approach to fundraising planning Learn the common behaviors and motivations of donors Master the tools and practices of nonprofit fundraising Manage volunteers, monitor progress, evaluate events, and more Fundraising is the the nonprofit's powerhouse. It's the critical component that supports and maintains all activities, and forms the foundation of the organization itself. Steady management, clear organization, effective methods, and the most up-to-date tools are vital to the role, and familiarity with donor psychology is essential for using these tools to their utmost capability. Fundraising Principles and Practice provides a comprehensive guide to all

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Aspects of the field, with in-depth coverage of today's most effective approaches.

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