

1. Record Nr.	UNINA990000548890403321
Titolo	Finite element congress : Baden-Baden, 18-19th November 1974 / Joachim Beyer, Gerhard Bohmler (eds)
Pubbl/distr/stampa	Stuttgart : IKOSS, 1974
Descrizione fisica	393 p. ; 32 cm
Disciplina	620.001 515 353 624.177 515.6
Locazione	DININ
Collocazione	05 60 159 05 60 160
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia

2. Record Nr.	UNINA9910831024803321
Autore	Sfr
Titolo	All about Sponsorships
Pubbl/distr/stampa	[Place of publication not identified], : Jossey Bass Imprint, 2013
ISBN	1-118-70393-6
Descrizione fisica	1 online resource (47 pages)
Disciplina	658.15224
Soggetti	Corporate sponsorship Fund raising
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Nota di contenuto	Setting the Sponsorship Stage -- Identifying Sponsorship Opportunities -- Identifying & Prioritizing Likely Sponsors -- Selecting Appropriate Sponsorship Perks -- Drafting the Proposal -- Ways to Approach would-be Sponsors -- Making the Ask -- Stewarding & Retaining Sponsors -- Additional Strategies for Securing Sponsorships.
Sommario/riassunto	Originally published by Stevenson, Inc. , this practical resource provides nonprofit leaders and professionals with information to help fund needed programs and services, supplement annual gift revenue, avoid budget cutbacks, and meet or exceed annual fundraising goals through sponsorships.