

1.	Record Nr.	UNINA990007756880403321
	Titolo	Mercati finanziari per le piccole e medie imprese : analisi e progetto per il caso italiano / a cura di Giancarlo Forestieri
	Pubbl/distr/stampa	Milano : EGEA, 1993
	Descrizione fisica	X,247 p. ; 23 cm
	Collana	SDA . Scuola di direzione aziendale dell'Universita' L. Bocconi. Quaderni ; 9
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	Locazione	DDCP
	Collocazione	21-N-80
	Lingua di pubblicazione	Italiano
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
2.	Record Nr.	UNINA9910480827903321
	Autore	Lauffer Armand
	Titolo	Grants, etc [[electronic resource] /] / Armand Lauffer
	Pubbl/distr/stampa	Thousand Oaks, Calif., : SAGE, c1997
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	Edizione	[Second edition.]
	Descrizione fisica	1 online resource (415 p.)
	Altri autori (Persone)	LaufferArmand
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Nota di bibliografia

Includes bibliographical references and index.

Nota di contenuto

Doing well so as to do good : the business of grant getting, contracting and fund-raising -- Publics and programs : a marketing orientation to program development and fund-raising -- The bucks start here : seeking government funds grants-in-aid, purchase-of-service contracts, and coproduction -- Putting out a contract -- Building on a strong foundation : seeking foundation grants and partners -- The business of business is business : working on common concerns with the private sector -- Donor's choice and the United Way : seeking support from United Ways, alternative funds, and sectarian federations -- In association : securing support from religious, mutual benefit, and civic organizations -- Noncash support : generating gifts-in-kind -- Up from apathy : generating and increasing gifts from individuals -- The campaign trail : conducting and managing campaigns -- Writing the proposal : as a blueprint for action -- Drawing up the budget : expressing the narrative in numbers -- Getting it right : timelines, appendices, formats, letters, and letter proposals -- Before and after : what to do before writing the proposal and while you are waiting for review results, and how to respond if you do or do not get funded.

Sommario/riassunto

In this complete revision of his earlier book on grant seeking, Lauffer provides readers with a wealth of new material. Grants, Etc. includes a step-by-step checklist of project design essentials, as well as a new section on internet access filled with key website links and information on creating your own web page. The wide range of examples provided make this book an invaluable guide for fund seekers of all kinds - non-profit organizations in the social services, health care, education and the arts, as well as for profit, proprietary firms who depend on grants and contracts for their