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Altri autori (Persone)	LaufferArmand
Disciplina	658.15224
Soggetti	Fund raising Proposal writing in the social sciences Proposal writing for grants Electronic books.
Lingua di pubblicazione	Inglese
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Livello bibliografico	Monografia
Note generali	"Originally published as Grantsmanship and fund raising."
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
