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Autore	Bryce Herrington J.
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Nota di contenuto	Frontmatter -- Acknowledgements -- About the Author -- Contents -- Introduction: Teasing Your Managerial Imagination, Creativity and Resolve -- Chapter 1: The Foundations of Nonprofit Management as Asset Management -- Chapter 2: Managing the Corporation, Its Powers, and Exemption -- Chapter 3: Managing the Nonprofit as a Public Corporation -- Chapter 4: Managing the Nonprofit as a Private Corporation -- Chapter 5: Managing the Nonprofit as Instrument of Groups, Business, and Politics -- Chapter 6: The Governing Body: Trustees and Directors -- Chapter 7: Stimulating Gifts and Contributions: Crafting The Appeal -- Chapter 8: Deferred Giving: The Risk/Reward and Virtue of Patience -- Chapter 9: Entrepreneurial Revenues Generated by Mission -- Chapter 10: Entrepreneurial Revenues Unrelated to Mission -- Chapter 11: Marketing and Solicitation Guidance -- Chapter 12. Restoring Trust: A Use of Relationship Marketing -- Chapter 13: Corruption -- Chapter 14: Negligence, Discrimination, Harassment and Abuse -- Chapter 15: Compensation and Employee Benefits -- Chapter 16: Budgets: Controlling Costs and Sending a Message -- Chapter 17: The Financial Performance and the Strength to Continue -- Chapter 18: Evaluating Old Targets and Setting New Ones -- Chapter 20: Organic Growth by Program Expansion -- Chapter 21. Growth by Accretive Action and Dissolution -- Appendix A -- Appendix B: National Taxonomy of Tax-

Exempt Entities —Core Codes -- Appendix C: Mathematics of Lobbying Expenditures -- Appendix D: Sample Conflicts of Interest Policy (Revised 5/22/97) -- Appendix E: New York State -- Appendix F: Breakeven Point -- Appendix G: Key Concepts in Federal Contracting and Glossary of Common Financial Terms Found in Such Contracts -- Appendix H: Risks of Cost Denial -- Index

Sommario/riassunto

The highly acclaimed *Financial and Strategic Management for Nonprofit Organizations* provides an encyclopedic account of all the key financial, legal, and managerial issues facing nonprofit executives. This is today's definitive single-source text and reference for managing any nonprofit organization. Designed for both professional and graduate student readers, this work thoroughly addresses all key aspects of building managerial skill and promoting imagination and innovation in organizations across the nonprofit spectrum. Herrington J. Bryce presents every technique and concept in the context of today's public policies, leading practices, laws, norms, and expectations. Herrington J. Bryce was a senior economist at the Urban Institute, a Brookings Economic Policy Fellow, a Fellow at the Institute of Politics at Harvard and a visiting professor in regional economics and planning at the Massachusetts Institute of Technology. He taught micro economic theory and public finance at Clark University in Worcester, Massachusetts, and was director of the program in legal and budget studies at the University College at the University of Maryland. He currently teaches courses at the College of William & Mary in nonprofits but mostly in corporate financial strategy and cost management—heavily reflected in this text. He has published extensively and has served on many state, local and federal government advisory committees. He has a PhD in economics from the Maxwell School at Syracuse University, and a CLU and ChFC from the American College.
