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Titolo	2005 International Conference on Services Systems and Services Management : proceedings of ICSSSM'05 : June 13-15, 2005, Chongqing, China
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Disciplina	658/.05
Soggetti	Computer networks - Management Service industries - Management Telecommunications Electrical & Computer Engineering Engineering & Applied Sciences
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph

2. Record Nr.	UNINA9910820294303321
Autore	Buller Jeffrey L.
Titolo	Going for the gold : how to become a world-class academic fundraiser // Jeffrey L. Buller and Dianne M. Reeves
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ISBN	1-4758-3156-0
Descrizione fisica	1 online resource (156 pages)
Disciplina	371.2/06
Soggetti	Educational fund raising
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references.
Nota di contenuto	An introduction to academic fundraising -- Ethical issues in fundraising -- Why one size does not fit all -- The sport of giving and the acid test -- Raising awareness, not just money -- Listening to and telling stories -- Appendix A: finding, hiring, and evaluating a development officer -- Appendix B: AFP code of ethical principles and standards of professional practice -- Appendix C: donor bill of rights -- Appendix D: training at your institution.