Record Nr. UNINA9910826637103321 Autore Hessenius Barry Titolo Hardball lobbying for nonprofits: real advocacy for nonprofits in the new century / / Barry Hessenius New York, : Palgrave Macmillan, 2007 Pubbl/distr/stampa **ISBN** 1-281-36288-3 9786611362881 0-230-60483-8 Edizione [1st ed.] Descrizione fisica 1 online resource (222 p.) Disciplina 338.7/4 Nonprofit organizations - United States Soggetti Lobbying - United States Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di bibliografia Includes bibliographical references and index. Cover: Contents: Foreword: Acknowledgments: Introduction: The Value Nota di contenuto of Nonprofit Lobbying to Democracy; 1 Framing the Context for a New Approach; 2 Toward a New Paradigm for Nonprofit Advocacy/Lobbying; 3 The Decision-Making Process; 4 Advocacy, Lobbying, and the Law; 5 Building an Advocacy Foundation; 6 Managing the Lobbying Effort/Organization; 7 Influencing the Decision-Making Process; 8 Postmortem; Bibliography; Index Sommario/riassunto This is a no-holds-barred, comprehensive, real-world guide to building political power and successfully lobbying for nonprofits in the 21st century, written by an insider who has been in the trenches as both a

lobbyist and a government official.