

| | |
|-------------------------|--|
| 1. Record Nr. | UNINA9910798098103321 |
| Titolo | Achieving excellence in fundraising / / Eugene R. Tempel, Timothy L. Seiler, and Dwight F. Burlingame, editors |
| Pubbl/distr/stampa | Hoboken, New Jersey : , : Wiley, , 2016 ©2016 |
| ISBN | 1-118-85379-2 1-118-85374-1 |
| Edizione | [Fourth edition.] |
| Descrizione fisica | 1 online resource (609 p.) |
| Collana | Essential Texts for Nonprofit and Public Leadership and Management |
| Disciplina | 658.15/224 |
| Soggetti | Fund raising |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Description based upon print version of record. |
| Nota di bibliografia | Includes bibliographical references and index. |
| Nota di contenuto | Essential Texts for Nonprofit and Public Leadership and Management; Contents; List of Tables, Figures, and Exhibits; Tables; Figures; Exhibits; Foreword; Preface; Organization of the Fourth Edition; Reflections on the Fourth Edition; Acknowledgements; The Editors; Author Bios; PART ONE: A Philanthropic Context for Fundraising ; 1 A Philosophy of Fundraising; Introduction by Eugene R. Tempel; A Philosophy of Fundraising; Organizations and Their Reasons for Existing; To Govern or Not to Govern; Institutionalizing Fundraising; Gift Making as Voluntary Exchange; Substituting Pride for Apology Fundraising as a Servant to Philanthropy2 The Joy of Giving; Fundraisers are Givers, Not Takers; Psychological Benefits of Giving; Social Benefits of Giving; Physical Benefits of Giving; The Joy of Giving Across the Lifespan; The joy of giving around the world; The Importance of Motives; Maximizing the joy of giving; Why is giving good for people?; Is there such thing as giving too much?; A daily dose of "Vitamin G"; Conclusion: A Recipe for Giving; Discussion Questions; Key References/Further Reading ; 3 Plan to Succeed; Conclusion; Discussion Questions 4 Developing and Articulating a Case for SupportWhere to Start with Case Resources?; Mission Statement; Goals; Objectives; Programs and Services; Finances; Governance; Staffing; Facilities and Service Delivery; Planning and Evaluation; History; Internal Case and External Case and |

the Difference Between Them; Putting the Case to Work: Creating Case Expressions; Conclusion; Discussion Questions; 5 Individuals as a Constituency for Fundraising ; Identifying the Individual Constituent; A Constituency Model; Identifying and Attracting Likely Donors; Roles and Responsibilities that Influence Giving
ConclusionDiscussion Questions; PART TWO: Constituents: What Donors Value; 6 Contemporary Dynamics of Philanthropy; Roles of Philanthropy; History and Understanding of Philanthropy; Size and Scope; Fundraising and The Economic Climate; Opportunities for Philanthropy; Conclusion; Discussion Questions; 7 Prospective Donor and Donor Research and Database Management; Database 101; Sample Data Elements; The Basics; Solicitation History; Event and Activity Data; Personal Interaction; Prospective Donor Research 101; Looking from Within; Tools for Prospective Donor Research
Prospective Donor ManagementEthics in Prospective Donor Research; Conclusion; Discussion Questions; 8 Corporate Giving and Fundraising; History; Corporate Giving for Nonprofits; Models of Corporate Giving; Corporate Productivity Model; Ethical or Altruistic Model; Political Model; Stakeholder Model; Case Study; Marketing, Sponsorships, and Partnerships; Opportunities; Challenges; Conclusion; Discussion Questions; 9 Foundation Fundraising; Size and Scope; Types of Foundations; Trends in Foundation Support; Evaluation; Collaboration; Emphasis on Diversity; Capacity Building; Donor Advised Funds
Types of Support

| | |
|-------------------------|--|
| 2. Record Nr. | UNINA9910969212203321 |
| Titolo | Military satellites : issues, goals and challenges / / Abel Chirila, editor |
| Pubbl/distr/stampa | New York, : Nova Science Publishers, c2009 |
| ISBN | 1-61470-312-4 |
| Edizione | [1st ed.] |
| Descrizione fisica | 1 online resource (129 p.) |
| Collana | Defense, security and strategy series |
| Altri autori (Persone) | ChirilaAbel |
| Disciplina | 621.384/156 |
| Soggetti | Artificial satellites Military surveillance - United States |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Errata slip inserted. |
| Nota di bibliografia | Includes bibliographical references (p. 109-110) and index. |
| Nota di contenuto | Improving satellite protection with nanotechnology / Joseph Juntington -- DOD is making progress in adopting best practices for the transformation satellite communications system and space radar but still faces challenge / United States Government Accountability Office -- Space based infrared system high program and its alternative / United States Government Accountability Office -- Space acquisitions: DOD's goals for resolving space based infrared system software problems are ambitious / United States Government Accountability Office -- Space acquisitions: DOD is making progress to rapidly deliver low cost space capabilities, but challenges remain / United States Government Accountability Office. |
| Sommario/riassunto | Identifying vulnerabilities can allow us to apply our full range of capabilities to ensure space superiority and continued support to joint military operations across the spectrum of conflict. This book explores the United States reliance on space operations for its security. |