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Nota di contenuto	Foundation/Corporate Relations Basics -- Doing Your Homework -- Research -- Create Systems to Prioritize, Manage and Track Prospects -- Follow Guidelines and Application Procedures -- Introducing Yourself to Foundations, Corporations -- Cultivating Foundation and Corporate Relationships -- Drafting the Proposal -- Post-Decision Actions -- Ideas, Strategies Worth Considering.
Sommario/riassunto	Originally published by Stevenson, Inc. , this practical resource offers advice on wining more grants.