

1.	Record Nr.	UNIPARTHENOE000014615
	Autore	Ballario, Carlo
	Titolo	Istituzioni di fisica sperimentale per chimici e naturalisti / Carlo Ballario, Marcello Beneventano
	Pubbl/distr/stampa	Roma : Ed. Politecnica Italiana, stampa 1954
	Descrizione fisica	411 p. ; 25 cm
	Altri autori (Persone)	Beneventano, Marcello
	Disciplina	530.2
	Collocazione	530.2/100
	Lingua di pubblicazione	Italiano
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
2.	Record Nr.	UNINA9910966980503321
	Autore	Hunt Penelepe C. <1961->
	Titolo	Development for academic leaders : a practical guide for fundraising success // Penelepe C. Hunt ; foreword by John Lippincott
	Pubbl/distr/stampa	San Francisco, : Jossey-Bass, c2012
	ISBN	9786613886583 9781118283509 1118283503 9781283574136 1283574136 9781118286319 1118286316
	Edizione	[1st ed.]
	Descrizione fisica	1 online resource (257 p.)
	Collana	The Jossey-Bass higher and adult education series
	Classificazione	EDU001000
	Altri autori (Persone)	LippincottJohn
	Disciplina	379.1/3
	Soggetti	Educational fund raising - United States
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	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	pt. 1. Development and academic leaders -- pt. 2. Development basics from an academic leader's perspective -- pt. 3. Development program components -- pt. 4. Special topics.
Sommario/riassunto	"Fundraising is an increasingly important responsibility for academic leaders, from department chairs to deans and on up into the executive ranks in higher education. In this book Penelepe Hunt (professional fundraiser, teacher, management consultant and executive coach) shows the vital role that academic leaders play in raising funds. She explains how leaders can learn the skills to become effective at networking, entrepreneurial, and productive fundraisers. This book offers a concise, practical guide to academic leaders succeed in their development activities. Hunt breaks down fundraising in a way that clarifies roles, responsibilities, programs, activities, politics, sources, and process.everything an academic leader needs to know in order to succeed"--