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FUND DEVELOPMENT SERIES

Ethical Decision Making *in* Fund Raising

MARILYN FISCHER

Ethical Decision Making In Fund Raising

Janice Gow Pettey



Ethical Decision Making In Fund Raising:

Ethical Decision Making in Fund Raising Marilyn Fischer, 2000-02-22 A handbook for ethical reasoning and discussion Ethical Decision Making in Fund Raising provides resources with which fund raisers can analyze ethically troubling situations and make choices for their organizations **BOOK JACKET** *Nonprofit Fundraising Strategy, + Website* Janice Gow Pettey, 2013-04-01 Practical tools and techniques to incorporate ethical standards and practices in nonprofit fundraising Nonprofit Fundraising Strategy is a helpful and inspiring resource for nonprofits large and small young and mature local and international The insightful guidance and case studies found within these pages will help you understand how to address specific ethical issues within your nonprofit and leave plenty of food for thought and discussion Adds new materials on new business practice codes the Ethics Assessment Inventory coverage of new ethics standards Now includes an ethics assessment tool on the Ethical Fundraising Second Edition companion website Considers essential topics including appearance of impropriety rights of donors tainted money using donations as intended choosing a leadership role ethical decision making restoring public confidence in the nonprofit sector and the ethics of grant making and grant seeking Written by luminaries in the field of ethics in fundraising Explores a topic that all professional fundraisers must engage with in order to build the trust and confidence of the giving public Offers an invaluable collection of essays based on the rich experience of philanthropic leaders Presents wise reflections on the central role of ethics in fundraising Featuring contributions from a host of well known and respected senior level fundraising professionals several of whom are members of the AFP Ethics Committee Nonprofit Fundraising Strategy features a wealth of practical tools to help fundraising practitioners board members and governing boards implement these essential concepts into their own organizations **Fundraising Principles and Practice** Adrian Sargeant, Jen Shang, 2017-02-06 The complete guide to fundraising planning tools methods and more Fundraising Principles and Practice provides a unique resource for students and professionals seeking to deepen their understanding of fundraising in the current nonprofit environment Based on emerging research drawn from economics psychology social psychology and sociology this book provides comprehensive analysis of the nonprofit sector The discussion delves into donor behavior decision making social influences and models then uses that context to describe today s fundraising methods tools and practices A robust planning framework helps you set objectives formulate strategies create a budget schedule and monitor activities with in depth guidance toward assessing and fine tuning your approach Coverage includes online fundraising major gifts planned giving direct response grants corporate fundraising and donor retention with an integrated pedagogical approach that facilitates active learning Case studies and examples illustrate the theory and principles presented and the companion website offers additional opportunity to deepen your learning and assess your knowledge Fundraising has become a career specialty and those who are successful at it are among the most in demand in the nonprofit world Great fundraisers make an organization s mission possible and this book covers the essential information

you need to help your organization succeed Adopt an organized approach to fundraising planning Learn the common behaviors and motivations of donors Master the tools and practices of nonprofit fundraising Manage volunteers monitor progress evaluate events and more Fundraising is the the nonprofit s powerhouse It s the critical component that supports and maintains all activities and forms the foundation of the organization itself Steady management clear organization effective methods and the most up to date tools are vital to the role and familiarity with donor psychology is essential for using these tools to their utmost capability Fundraising Principles and Practice provides a comprehensive guide to all aspects of the field with in depth coverage of today s most effective approaches

Principles of Fundraising: Theory and Practice Wesley Lindahl,2010 Providing readers with an overview of the theory and practice of fundraising for nonprofit organizations this guide approaches fundraising from a marketing position yet incorporates concepts from the law economics accounting history sociology psychology theology and ethics

The Fundraising Reader Beth Breeze,Donna Day Lafferty,Pamala Wiepking,2023-04-17 The Fundraising Reader draws together essential literature establishing a one stop body of knowledge that explains what fundraising is and covers key concepts principles and debates The book shines a light on the experience of being a fundraiser and answers an urgent need to engage with the complexities of a facet of the non profit sector that is often neglected or not properly understood This international compilation features extracts from key writing on fundraising with a comprehensive contextualising introduction by the editors Uniquely this Reader shares conflicting positions relating to age old and current debates on fundraising Is fundraising marketing Should donors or the community be front and centre in fundraising How can fundraisers deal with ethical dilemmas such as tainted donors and money Best practice and future trends are also covered including the impact of new technologies and responding to demands for greater diversity inclusion and equity in fundraising teams This Reader is for those who seek to further develop their own understanding of fundraising and it provides an invaluable resource for academic courses and professional training

THOUGHTFUL FUNDRAISING, MORDAUNT Jill Mourdaunt,Rob Paton,2013-10-31 Comprehensive and edited by leading names this book takes a critical and discursive approach to the various forms and contexts of fundraising Fundraising is a maturing profession but one that is becoming increasingly controversial Media reports of poor practice have contributed to concerns about the integrity of fundraisers and the uses which have been made of the resources they raise As a result a consensus now exists among senior figures in the industry about the changes that are required Technique is no longer enough Many more of the next generation of practitioners must be capable of considered reflection organizational and inter organizational strategic thinking and value based leadership Exploring new developments taking place in the area of fundraising the specially commissioned articles by experts in the field move the thinking in the profession beyond its familiar formulae and assumptions opening up critical debate about the nature contribution and limitations of fundraising This volume is essential reading for anyone who aspires to work at senior levels in fundraising or is currently engaged in studying

this challenging area **Ethics for Fundraisers** Albert Anderson,1996-03-22 Invoking a variety of classical and contemporary models Albert Anderson examines what it means to think and act ethically Proceeding from the views of Immanuel Kant and John Stuart Mill who created perhaps the two most influential albeit competing ethical frameworks Anderson poses the choice between what we understand to be our moral duty and what will likely result in the greatest good for the majority He applies these notions to a wide range of situations familiar to nonprofit development officers volunteer and organizations His goal is to help readers rethink decision making and the principles that guide their decisions

Ethical Fundraising Janice Gow Pettey,2008-06-30 Ethical Fundraising A Guide for Nonprofit Boards and Fundraisers is a practical helpful and ultimately inspiring resource for nonprofits large and small young and mature local and international The insightful guidance and case studies found within these pages will help you understand how to address specific ethical issues within your nonprofit and leave plenty of food for thought and discussion *The Complete Guide to Fundraising Management* Stanley Weinstein,2002-03-13 Include sample forms checklists and grids on accompanying CD ROM

Fundraising Fundamentals James M. Greenfield,2002-03-25 FUNDRAISING FUNDAMENTALS Fundraising Fundamentals is a practical and valuable resource for fundraising professionals trustees philanthropists and nonprofit executives who aspire to raise substantial monies for worthy causes I have utilized Jim Greenfield s literature in various fundraising courses my students have benefited from the theory and substance that Jim so clearly conveys along with real life models that can be applied to their respective organizations Stephen M Levy CFRE President of Levy Philanthropic Counsel Former Chair of the Association of Professionals Foundation Board Adjunct Professor of Philanthropy Columbia University Proven methods and techniques for running a successful annual giving campaign Learn how to carry out winning annual giving campaigns that will help your nonprofit organization grow and increase its financial resources with Fundraising Fundamentals Complete with the essential basics of fundraising and comprehensive enough to help experienced fundraisers improve their campaigns this up to date Second Edition features key material on How to find likely first time donors Membership organizations and donor clubs Methods of donor renewal upgrading and reward Recruiting and training volunteer solicitors Multimedia and Internet soliciting techniques Hank Rosso's Achieving Excellence in Fund Raising Henry A. Rosso,Eugene R. Tempel,2003-03-06 This thoroughly revised and updated edition of the classic book in the field provides a conceptual foundation for the fund raising profession Hank Rosso s Achieving Excellence in Fund Raising examines the profession s principles strategies and methods and is filled with practical examples Guided by the enduring philosophy of fund raising master Henry A Rosso contributors explain the reasoning behind the planning and selection of strategies for all fund raising activities including building your case for support approaching donors managing campaigns and demonstrating stewardship The greatest compliment a master teacher can be paid is to have his students carry on in grand fashion his work His students learned well and many have achieved excellence Hank s work lives on in their words

Kent E Dove senior adviser Indiana University Foundation There are few true classics in the literature upon which any field of practice is based *Achieving Excellence in Fund Raising* serves the nonprofit sector with a distinctive blend of quality leadership and sound guidance Fund development success is built on the strategic integration of the contents of this important publication Robert F Long vice president for programs W K Kellogg Foundation *Excellence in Fund Raising* includes the different cultures of giving with the latest in diversity fund raising a must for any nonprofit leader Rebecca Adamson founder and president First Nations Development Institute As the medical profession has its Gray s Anatomy the fund raising profession now has an equivalent text I have practiced this profession for forty two years and I am confident that there is nowhere else one could or need go beyond *Achieving Excellence in Fund Raising* second edition to gain an understanding of the comprehensive anatomy of fund raising This book should be must reading for all who currently practice as a reminder of all the great and lasting principles that define this calling and for all who aspire to enter this noble and fulfilling profession Charles R Stephens managing partner Skystone Ryan Inc **Direct Response Fund Raising** Michael Johnston,2000-08-08 This book includes scores of real life results related to the things that count like response percentages costs and average dollar returns There is also a CD ROM with dozens of full color samples of successful fund raising packages all of which are backed by the expertise of renowned contributors *Direct Response Fund Raising* is an indispensable tool to plan and execute bold and successful direct response campaigns that will boost donor and membership response rates quickly and consistently **BOOK JACKET** *Advancing Philanthropy* ,2008 *Essential Principles for Fundraising Success* G. Douglass Alexander,Kristina J. Carlson,2005-10-03 The book covers a wide range of topics including information about capital campaigns working with boards and volunteers annual fundraising major gifts planned giving special events and grant seeking *Essential Principles for Fundraising Success* is filled with actual questions from fundraising professionals and practitioners and answers that demonstrate ways to apply sound fundraising principles in real life situations and how to avoid common pitfalls The authors include tools and techniques that you can use to educate others within your organization about all the elements of a successful fundraising program *Ethics for Fundraisers* Albert Anderson,1996 Invoking a variety of classical and contemporary models Albert Anderson examines what it means to think and act ethically Proceeding from the views of Immanuel Kant and John Stuart Mill who created perhaps the two most influential albeit competing ethical frameworks Anderson poses the choice between what we understand to be our moral duty and what will likely result in the greatest good for the majority He applies these notions to a wide range of situations familiar to nonprofit development officers volunteers and organizations His goal is to help readers rethink decision making and the principles that guide their decisions To clarify and test these principles Anderson presents a hypothetical case and concludes with a program for developing and refining through experience a code of ethics for the organization *Public Integrity* ,2002 *The Nonprofit Handbook* James M. Greenfield,2001 The Third Edition of this invaluable handbook provides a

complete overview of the entire development function from management and strategic planning to hands on practical guidance for the various kinds of fundraising Written by leading fund raising professionals and edited by James M Greenfield this volume is a classic in the field of fundraising **The Legislative Labyrinth** Walter Paul Pidgeon,2001-02-26 Readership general postgraduate research professional **BF Bulletin** ,1999 [The Impact of Technology on Fundraising](#) Dwight F. Burlingame,Michael J. Poston,1999 This issue explores how to harness powerful new information technologies particularly the internet to strengthen fundraising and it examines the ethical issues raised by the extraordinary potential of these technologies The contributors argue that nonprofits may have to develop revolutionary new institutional structures in order to take the fullest advantage of these new tools while at the same time taking care not to abuse the expanded information gathering and outreach capabilities now available to them Chapters use a case study to show how to construct a web page that compellingly reflects an organization's mission and purpose and how to avoid common mistakes when choosing fundraising software The contributors draw on current fundraising regulations to offer a model for regulating internet fundraising practices discuss whether existing guidelines for gathering information on donors and potential donors are still applicable in the new technological environment and challenge nonprofits to use technology to bridge the gap between the haves and have nots This is the 25th issue of the quarterly journal *New Directions for Philanthropic Fundraising*

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