



ENTERPRISING NONPROFITS

A TOOLKIT FOR SOCIAL ENTREPRENEURS

J. GREGORY DEES JED EMERSON
PETER ECONOMY

WILEY

Enterprising Nonprofits A Toolkit For Social Entrepreneurs

Rachel Mosher-Williams



Enterprising Nonprofits A Toolkit For Social Entrepreneurs:

Enterprising Nonprofits J. Gregory Dees, Jed Emerson, Peter Economy, 2002-03-14 A hands on resource that shows nonprofits how to adopt entrepreneurial behaviors and techniques The rising spirit of social entrepreneurship has created all kinds of new opportunities for nonprofit organizations But at the same time many are discovering more than their share of challenges as well This essential book will help anyone in the field gain the necessary skills to meet these challenges Written by the leading thinkers and practitioners in the field Enterprising Nonprofits offers concise and engaging explanations of the most successful business tools being used by nonprofits today The authors clearly describe all the concepts so you ll be able to embrace the methods of social enterprise for your organization With this book you ll learn how to use practical business techniques to dramatically improve the performance of your nonprofit Praise for Enterprising Nonprofits I can t imagine a better team to bring powerful insights and practical guidance to social entrepreneurs Readers will be inspired by the examples and then they will roll up their sleeves to apply the many useful management tools in this engaging book Rosabeth Moss Kanter Harvard Business School Author of Evolve Succeeding in the Digital Culture of Tomorrow In one book Enterprising Nonprofits does for social entrepreneurs what countless volumes have done for entrepreneurs in the business sector A wonderful mixture of analysis practical advice and inspiration Paul Brest President William and Flora Hewlett Foundation All of the royalties from this book will be used by the Ewing Marion Kauffman Foundation to support continuing work on social entrepreneurship

Strategic Tools for Social Entrepreneurs J. Gregory Dees, Jed Emerson, Peter Economy, 2004-01-30 A complete set of tools for applying entrepreneurial strategies and techniques to your nonprofit As a follow up to their book Enterprising Nonprofits the authors of Strategic Tools for Social Entrepreneurs provide a full set of practical tools for putting the lessons of business entrepreneurship to work in your nonprofit The book offers hands on guidance that helps social sector leaders hone their entrepreneurial skills and carry out their social missions more effectively than ever before This practical and easy to use book is filled with examples exercises checklists and action steps that bring the concepts frameworks and tools to life Detailed explanations of all the tools and techniques will help you personalize and apply them to your nonprofit organization making it stronger healthier and better able to serve the needs of our communities Praise for Strategic Tools for Social Entrepreneurs I search constantly for resources that can help provide insight and guidance to take Teach For America to a higher level Strategic Tools for Social Entrepreneurs does this and more The book takes the best practices of for profits and social enterprises and adapts them to the needs of entrepreneurial mission driven nonprofits Strategic Tools for Social Entrepreneurs is a tremendous contribution to social entrepreneurs and to the nonprofit sector many thanks to the authors for identifying this need and filling it Wendy Kopp Founder and President Teach For America All of the royalties from this book will be used by the Ewing Marion Kauffman Foundation to support continuing work on social entrepreneurship

Social Entrepreneurship Constant Beugré, 2016-11-03 Social entrepreneurship differs from

traditional forms of entrepreneurship in that the primary goal of the social venture is to address social problems and needs that are as yet unmet The driving force of such ventures is social value creation This new textbook aims to provide a comprehensive cutting edge resource for students introducing them to the unique concerns and challenges that face social ventures through a comparison with the principles of traditional entrepreneurship The book consists of fourteen chapters covering all aspects of venture creation and management from writing a business plan to financing people management marketing and social impact measurement Social Entrepreneurship uses real life examples and sources to expose students to contemporary developments in the field encouraging them to think critically about the issues faced by social ventures across the globe and experiential exercises and assignments are included to provide students with hands on experience in creating and managing their own social ventures Also containing review and application questions illustrative cases definitions of key terms and a comprehensive companion website Social Entrepreneurship is the essential guide to this rapidly emerging field Visit the companion website at www.routledge.com/cw/beugre to find For Instructors PowerPoint slides Multiple choice questions For Students Extra illustrative cases Web links Links to video

Enterprising Nonprofits J. Gregory Dees, Jed Emerson, Peter Economy, 2001-04-12 This title seeks to help nonprofits embrace the methods of social enterprise the adoption of entrepreneurial behaviours and techniques by nonprofit community oriented organisations

Leadership in Nonprofit Organizations Kathryn A. Agard, 2011 Leadership in Non Profit Organizations tackles issues and leadership topics for those seeking to understand more about this dynamic sector of society A major focus of this two volume reference work is on the specific roles and skills required of the non profit leader in voluntary organizations Key features include contributions from a wide range of authors who reflect the variety vibrancy and creativity of the sector itself an overview of the history of non profit organizations in the United States description of a robust and diverse assortment of organizations and opportunities for leadership an exploration of the nature of leadership and its complexity as exemplified in the non profit sector availability both in print and online this title will form part of the 2010 Encyclopedia Collection on SAGE Reference Online The Handbook includes topics such as personalities of non profit leaders vision and starting a nonprofit organization nonprofit law statutes taxation and regulations strategic management financial management collaboration public relations for promoting a non profit organization human resource policies and procedures

Community Action Leaders Beverly Bunch, Dalitso Sulamoyo, 2016-08-05 Examines what leaders view as their major roles responsibilities and challenges and offers ideas about how leaders can motivate and guide their employees and prepare for leadership succession Direct quotes from the local leaders make the book more interesting to read and help convey what the leaders view as important Case studies illustrate the resiliency of these leaders in addressing the needs of their communities while building a sustainable agency Evaluates different perspectives regarding whether nonprofit organizations should engage in for profit activities to generate unrestricted revenues Explores advancements and challenges in assessing the performance of organizations and

programs that are designed to help low income people become self sufficient Promotes discussion with questions at the end of each chapter that are designed to encourage the readers to reflect on the material in the chapter and think about the pros and cons of different policy options and actions These questions could serve as the basis for a class discussion among students or could be incorporated into training or staff meetings for human service professionals Written in a nontechnical manner and includes a chapter on the history and evolution of Community Action agencies for readers who are unfamiliar with Community Action and the War on Poverty

Social Entrepreneurship for the 21st Century: Innovation Across the Nonprofit, Private, and Public Sectors Georgia Levenson Keohane, 2013 ARE YOU READY FOR THE SOCIAL ENTREPRENEURSHIP REVOLUTION In her book Social Entrepreneurship for the 21st Century Georgia Levenson Keohane provides a great insight into the emergence of social business and entrepreneurship Her work provides a clear sighted analysis of the many different dynamics at play as we test new models and solutions for global economic change

MUHAMMAD YUNUS 2006 Nobel Peace Laureate author of Banker to the Poor Entrepreneurship and venture thinking don't reside only in Silicon Valley they can be found in the nonprofit sector and they are changing the social fabric of nations and cultures around the world Just how the nonprofit sector has evolved into a powerful agent of social change is the story expertly told by Georgia Levenson Keohane in Social Entrepreneurship for the 21st Century This is a hugely important book for those who want to understand the nonprofit world and its evolving role

ELIOT SPITZER former governor of New York and host of Current TV's Viewpoint A timely comprehensive and well written perspective on one of the most powerful positive forces for social change in our world today Keohane's book not only synthesizes her state of the art knowledge of the field but brings new insight into impact investing the growing role of the social capital markets the essentiality of valid performance measures and the blurring of the lines between the social public and private sectors

WILLIAM F MEEHAN III Raccoon Partners Lecturer in Management Stanford Graduate School of Business and Director Emeritus McKinsey and Company There's been much talk of a social entrepreneurship movement over the past decade But what is it How new is it How has it influenced nonprofits as well as the private and public sectors What are its virtues and its limitations What risks are there in its embrace Georgia Levenson Keohane has provided the most comprehensive deeply researched critical examination of social entrepreneurship to date

PHIL BUCHANAN president of the Center for Effective Philanthropy Modern social entrepreneurship is transforming the way we invest our money and change the world Within 10 years investors will channel hundreds of billions of dollars to achieve positive social and environmental impact in housing health education energy and financial services across the globe While there are extraordinary financial and social gains to be made many unanswered questions remain What's the best way to harness markets to promote social change And what kinds of investments can we make across the nonprofit private and public sectors to achieve a more shared prosperity This book demystifies the complex world of social entrepreneurship providing all the information you need to understand social

investment and innovation whether you're a private investor policymaker nonprofit manager or passionate and engaged donor In clear and straightforward language former McKinsey executive Georgia Levenson Keohane charts the development of what the New York Times calls the emerging hybrid of philanthropy and private equity In *Social Entrepreneurship for the 21st Century* a must read for anyone interested in innovative solutions to social problems Keohane Shows how social entrepreneurship has radically transformed the nonprofit private and public sectors Explores the promise of impact investing what it really is and how it works Illuminates the challenges of bringing billions of dollars in private capital to bear on social problems Identifies smart public policies that promote social innovation at the local and national levels Recommends specific investment opportunities you can act on now With in depth coverage of cutting edge social programs and philanthropic initiatives *Social Entrepreneurship for the 21st Century* provides the knowledge and tools you need to be a responsibly engaged investor and citizen in the coming decades **Social Entrepreneurship** Robert Gunn,Chris Durkin,2010

Outstanding social entrepreneurs inspire students transform communities and ignite innovative approaches to solving social needs This timely book has been inspired by the increasing interest around social entrepreneurship scholarship and the practice of delivering innovative solutions to social issues The in depth theoretical study of stakeholder engagement financial options leadership management and organizational challenges is complemented by compelling international case studies of real social enterprise success The book will be essential reading for students academics practitioners and entrepreneurs to expand their knowledge skills and passion and sustainably pursue their social missions to bring about real social change

Research on Social Entrepreneurship Rachel Mosher-Williams,2006 Over the past few decades the nonprofit and for profit sectors have become more alike undertaking mixed commercial and social programming in response to dramatic changes in the cultural and economic context This new landscape includes constantly evolving demographics instant and interactive technology downsized and devolved governments a global marketplace a volatile economy and a commercial presence that reaches into almost every aspect of life Faced with these challenges nonprofit organizations are becoming more market oriented while businesses are working harder to benefit communities as well as stockholders Scholars and practitioners in diverse fields are observing the convergence of market and mission throughout the world and are anxiously trying to find a common language to describe this burgeoning area of activity so that it can be better understood and harnessed This volume sheds light on the most promising new approaches to researching social entrepreneurship from both academics and practitioners and covers the following topics developing an evidence based definition of and theoretical framework for social entrepreneurship research the extent of institutionalization of the social enterprise field methods for assessing the impact of social entrepreneurs work a comparison of social entrepreneurship in the United States and abroad and a case study on a specific social enterprise The volume concludes with recommendations for several promising areas of social entrepreneurship research including new legal forms for hybrid organizations capitalization of enterprise activity the

state of education for the next generation of social entrepreneurs and international comparisons of social enterprise models
Hitotsubashi Journal of Commerce and Management ,2008 From Idea to Success: The Dartmouth Entrepreneurial Network Guide for Start-Ups Gregg Fairbrothers,Tessa Winter,2011-07-19 Turn Your Great Idea into a Thriving Business A guide that sets first time entrepreneurs feet in the right direction Geoffrey Moore author Crossing the Chasm There are many books on entrepreneurship but this is one of the few that will convert individuals to entrepreneurs Desh Deshpande founder Deshpande Center for Technological Innovation MIT chairman A123 Systems cochair National Council for Innovation and Entrepreneurship About the Book Are you among the many Americans who dream of starting a business but think you don t know how Help has arrived For generations Dartmouth College and the Tuck School of Business have influenced and driven global entrepreneurship Dartmouth firsts include the world petroleum industry technological breakthroughs like artificial intelligence and BASIC computer language as well as popular products such as the Nerf football and the game Cranium Today a key resource for the Dartmouth Community is the Dartmouth Entrepreneurial Network DEN which helps anyone from undergraduates to faculty to alumni get their ideas off the ground and into the marketplace In From Idea to Success entrepreneur professor and DEN founder Gregg Fairbrothers takes you step by proven step through the DEN approach showing you how to apply the same principles to make your vision a reality If you have an idea any idea from major technology innovations to consumer products or services to social enterprises From Idea to Success shows you how to bring it to fruition This A to Z guide based on the startup experiences of literally hundreds of entrepreneurs makes the process simple as possible by breaking it down into three distinct parts Step 1 Focusing and Refining Your Idea Define your goals pinpoint your market protect your idea manage the risks in your undertaking Step 2 Business Planning Best Practices Create a business plan build your team learn about the competition raise finances get the important legal issues right the first time Step 3 Managing Your Company Build your negotiating selling and decision making skills manage your finances correct your course manage the transition to a healthy growing business Building a vibrant company based on your own creativity and hard work is one of the most fulfilling human enterprises there is With this book and your own experience you can think and act like a successful entrepreneur from the very start **Managing Think Tanks** Raymond J. Struyk,2002 **Journal of Higher Education Outreach and Engagement** ,2003 Nonprofit Resources Victor Futter,2002 Save hours of research time and effort with this new easy access tool *The Encyclopedia of Social Work* Terry Mizrahi,Larry Davis,2008-04-24 This 20e contains 400 articles which represent a thoroughly updated and expanded look at the entire field of social work The 4 volumes cover all aspects of social work from practice interventions social environments social conditions and challenges to social policy and history Co published by OUP and the National Assoc of Social Workers USA **Nonprofit Board Answer Book II** Robert C. Andringa,Sandra Sabo,2002 **Foundation Fundamentals** Kief Schladweiler,2004 Learn how to identify and cultivate the most receptive foundation funders This edition provides beginners with a thorough overview of the

funding research process including online CD ROM and print tools A popular textbook for nonprofit management courses this volume also includes a concise overview of foundations and their role in the funding community Advancing Philanthropy,2002 *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 *Social Partnering in Latin America* James E. Austin,2004 An American supermarket and a Mexican food bank an Argentine newspaper and a solidarity network a Chilean pharmacy chain and an elder care home the authors analyze why and how such social partnering occurs and provide a compelling framework for identifying key levers that maximize value creation for participants and society

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