



Educational Fund Raising: Principles And Practice: (American Council on Education Oryx Press Series on Higher Education)

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This book is more than the war stories and anecdotes of seasoned practitioners, but it is far from a statement of some general theory of educational fundraising. Some chapters are basic introductions to the topic, suitable as orientation for the beginner, while others assume a more sophisticated understanding of both development and higher education. By analyzing all aspects of fundraising through formal, research-based approaches, Educational Fundraising is an excellent handbook outlining the complex discipline of fundraising which provides something for almost any reader.



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