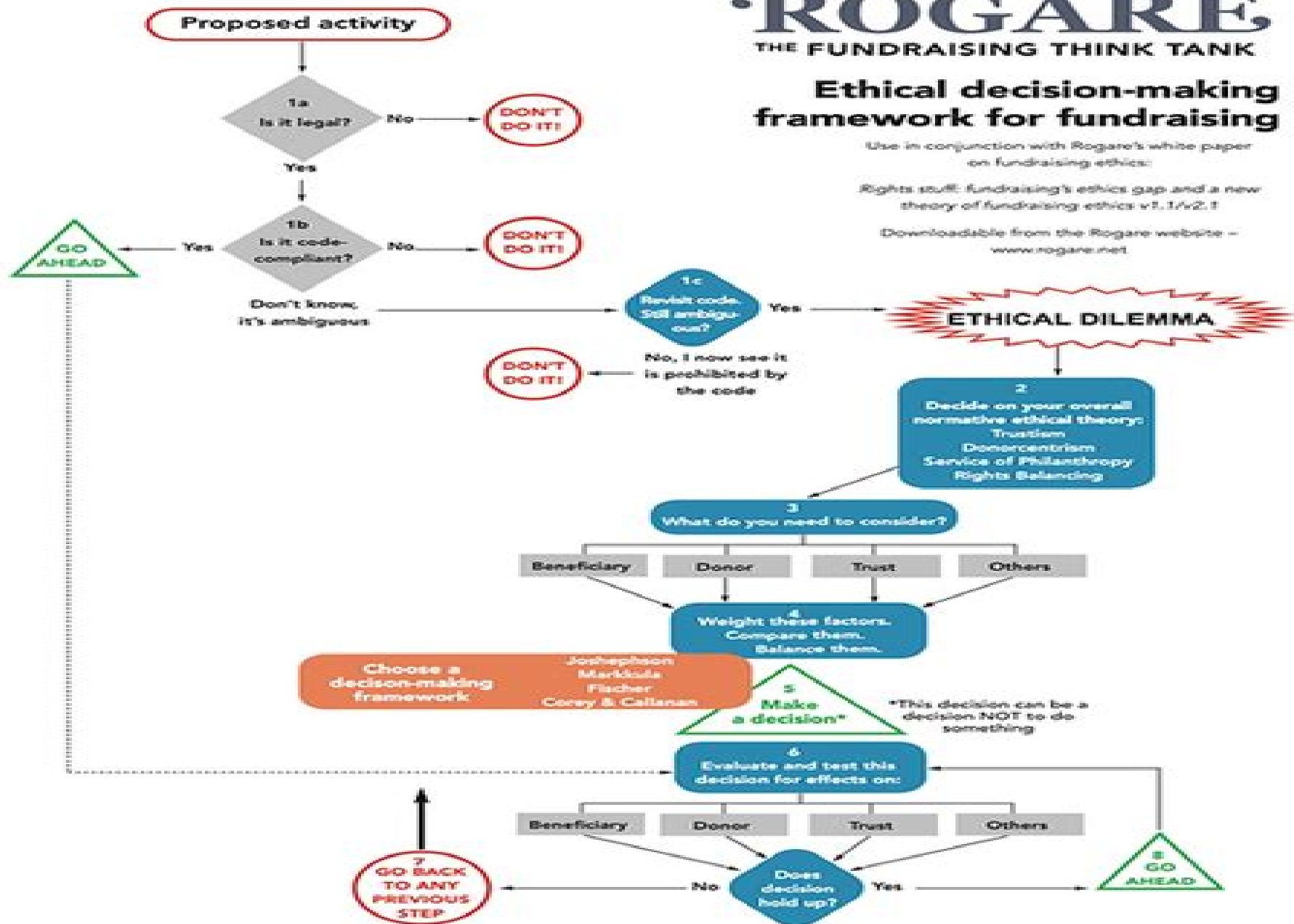


## Ethical decision-making framework for fundraising

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*Rights stuff: fundraising's ethics gap and a new theory of fundraising ethics v1.1/v2.1*

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# Ethical Decision Making In Fund Raising

**Ying-Ying Zheng**



## **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      **Ethical Fundraising** Janice Gow

Petty,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 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      **Principles of Fundraising:**

**Theory and Practice** Wesley E. Lindahl,2009-03-06 Principles of Fundraising Theory and Practice provides readers with an overview of the theory and practice of fundraising for nonprofit organizations It approaches fundraising from a marketing position yet incorporates concepts from the law economics accounting history sociology psychology theology and ethics While many fundraising textbooks are heavily geared toward practice this textbook balances the approach and provides a basis for further study in the field of fundraising      **Leading the Fundraising Team: A Practical Guide to Effective Leadership**

Pasquale De Marco,2025-03-07 Leading the Fundraising Team A Practical Guide to Effective Leadership empowers fundraisers at all levels to excel in their roles and drive positive change This comprehensive guide provides a wealth of practical strategies insights and tools to help you cultivate the leadership skills and mindset necessary to thrive in the dynamic field of fundraising Within these pages you ll embark on a journey of self discovery and growth as you explore the

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*Fundraising Fundamentals* James M. Greenfield,2004-03-15 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

**Achieving Excellence in Fundraising** Eugene R. Tempel, Timothy L. Seiler, Eva E. Aldrich,2010-11-04 The third edition of this acclaimed resource *Achieving Excellence in Fundraising* explains the fundraising profession s major principles concepts and techniques With contributions from noted experts in the field and filled with illustrative examples this book demonstrates why fundraising is a strategic management discipline and clearly defines each step in the fundraising cycle Praise for the Third Edition of *Achieving Excellence in Fundraising* *Achieving Excellence in Fundraising* brings together the voices of leaders in the field with the research expertise of the Center on Philanthropy at Indiana University This winning combination makes the updated

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Achieving Excellence in Fundraising Genevieve G. Shaker, Eugene R. Tempel, Sarah K. Nathan, Bill Stanczykiewicz, 2022-03-22 Strategies and concepts for mission based fundraising From the world s first school of philanthropy Achieving Excellence in Fundraising is the leading fundraising textbook based on research and steeped in practical expertise It has long been the go to reference for fundraising principles concepts and techniques Topics include donor motivations and behaviors engaging donors at all levels inclusive and ethical fundraising and more with contributions from noted experts in the field You ll gain insight into the practice of fundraising and the fundraising cycle reinforced by discussion questions application exercises and research based recommendations This 5th edition of Achieving Excellence in Fundraising is reimagined to meet the needs of today s fundraisers their nonprofit employers and the causes they serve while maintaining key concepts that stand the test of time Compelling and timely topics new to this edition include donor advised funds crowdfunding raising money in challenging times fundraising for social advocacy and more The needs of fundraising educators are also a central consideration in the book s organization and contents Discover why Achieving Excellence in Fundraising is the leading textbook and reference in the field Learn the key principles and techniques of philanthropic fundraising from the experts at the Indiana University Lilly Family School of Philanthropy Consider today s most pressing issues in fundraising using research and data to inform practice engaging a diversity of donors expressing gratitude effectively and much more Utilize research based fundraising strategies to enhance the success of your organization s efforts and to achieve your professional goals Chapters are written by faculty alumni and associates of the prestigious Lilly Family School of Philanthropy The newest edition of this trusted work is an essential source of information for anyone in the

fundraising space      **Facilitating Higher Education Growth through Fundraising and Philanthropy** Alphin Jr., Henry C., Lavine, Jennie, Stark, Stormy, Hocker, Adam, 2015-12-02 Many institutions facing dwindling state and government funding often rely on the patronage of others in order to establish monetary security These donations assist in the overall success and development of the institution as well as the students who attend Facilitating Higher Education Growth through Fundraising and Philanthropy explores current and emergent approaches in the financial development and sustainability of higher education institutions through altruistic actions and financial assistance Featuring global perspectives on the economics of philanthropy in educational settings and subsequent growth and development within these environments this book is an exhaustive reference source for professors researchers educational administrators and politicians interested in the effects of altruism on colleges and universities      **Fundraising Management** Adrian Sargeant, Jayne George, 2021-09-14 Applying the principles of marketing to nonprofit organisations and the fundraising sector is vital for the modern fundraiser who wants to increase profitability and diversify their fundraising efforts in this challenging industry This comprehensive how to guide provides a thorough grounding in the principles underpinning professional practices and critically examines the key issues in fundraising policy planning and implementation This new edition of Fundraising Management builds on the successful previous editions by including an integrated theoretical framework to help fundraisers develop a critical and reflective approach to their practice Also new to this edition are how tos on budgeting and making a strong and compelling case for investment two vital core skills as well as comprehensive coverage of digital fundraising and fundraising through social media The new edition also accounts for recent changes in the fundraising environment notably in the UK the introduction of a new fundraising regulator and new thinking on professional ethics Combining scholarly analysis with practical real life examples Fundraising Management has been endorsed by the Chartered Institute of Fundraising and is mapped to the Certificate and Diploma in Fundraising making it the definitive guide to best practice both in the UK and globally This is a clear problem solving guide that no fundraising student or professional should be without      *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

**Fundraising** Michael J. Worth, 2015-07-21 Fundraising Principles and Practice provides readers with a comprehensive introduction to fundraising Taking a balanced perspective bestselling author Michael J Worth offers insights on the practical application of relevant theory The text is designed to engage readers in thinking critically about issues in fundraising and philanthropy to prepare them for careers in the nonprofit sector Worth explores donor motivations and fundraising techniques for annual giving programs major gift programs planned giving and corporate and foundation giving and campaigns Traditional methods including direct mail and personal solicitations are discussed as well as new tools and practices including online fundraising crowd funding and social networks analytics and predictive modeling Written specifically for nonprofit career oriented individuals this book helps readers become successful fundraisers

**Cultivating Diversity in Fundraising** Janice Gow Pettey, 2002-03-12 An important roadmap for fundraising in today's multicultural communities Raising money in today's diverse communities is a growing challenge for fundraisers and philanthropists requiring thoughtful strategies successful collaborations and a respectful understanding of people's differences In this groundbreaking new book the author examines today's four major ethnic groups African American Asian American Hispanic Latino and Native American in terms of their diverse histories traditions and motivations and then applies this information to the proven components of successful fundraising The result is a timely and important look at how fundraisers can use an understanding of ethnic differences to create a vibrant and balanced nonprofit center through both individual and collective efforts In clear easy to understand language Cultivating Diversity in Fundraising answers the following critical questions Who are diverse donors What are their charitable traditions and interests What fundraising methods will be successful in diverse communities What can fundraisers do to include more diversity in fundraising efforts Designed as a guide to fundraising as well as a strategic update for existing fundraisers this book should be required reading for anyone working in today's nonprofit sector

**Charity Marketing** Fran Hyde, Sarah-Louise Mitchell, 2021-12-19 Charities operate within an increasingly challenging environment with competition for public engagement funding and volunteers intensifying High profile scandals have knocked public trust and the recent Covid 19 pandemic has illustrated how important it is for charities to provide support in times of need and fill the gap left by inadequate public sector provision Across 12 chapters a diverse group of academics and deep thinking practitioners present contrasting perspectives and the latest thinking on the challenges within the charity sector The approach of the book contributes to the growing phenomenon of Theory Practice in Marketing TPM presenting different perspectives and theoretical lenses to stimulate debate and future research Charity Marketing provides a bridge between the practice of contemporary nonprofit organisations charity marketing and recent academic insight into the charity sector Using exemplar case studies of nonprofit and charity brands this edited volume will be of direct interest to students academics marketing practitioners and researchers studying and



working in charities public and nonprofit management and marketing      *Fundraising Principles for Faculty and Academic Leaders* Aaron Conley, Genevieve G. Shaker, 2021-03-17 Winner of the 2023 Skystone Partners Research Prize from the Association of Fundraising Professionals AFP This book includes evidence based insights and recommendations to help academicians excel in raising philanthropic support for their institutions and units The book provides historical and contemporary perspectives on core concepts and data research revealing donors giving motivations engagement strategies and tactics for academic units and guidance on management challenges including strategic plans campaigns and measuring performance The authors include case studies in each section as examples of successful fundraising and volunteer driven initiatives The final section contributed by Dean David D Perlmutter reinforces the book s many practical and theoretical approaches to the fundamental responsibilities academic leaders face in raising philanthropic support This book is grounded in the growing academic literature on philanthropy and written by scholars who were successful higher education fundraisers

**Building Strong Nonprofits** John Olberding, Lisa Barnwell Williams, 2010-04-19 A proven strategic plan to help your nonprofit emerge from the 2008 2009 economic storm Utilizing the extensive expertise of leading fundraising consulting firm Skystone Ryan s executive leadership team and managing consultants to explore and illuminate the most timely issues facing the philanthropic community Building Strong Nonprofits New Strategies for Growth and Sustainability identifies new opportunities to define the future of philanthropy Includes notable contributors from the Skystone Ryan leadership team Analyzes the most potent trends and developments and interpret their implications for the future of philanthropy Offers eight to twelve essays each by a different Skystone Ryan consultant with particular experience insight and expertise in the area Building Strong Nonprofits New Strategies for Growth and Sustainability is for you whether you are a nonprofit leader executive director board member or development director and are becoming aware that new organizational strategies are called for if the same old donors are not supportive in the same old ways

**Hank Rosso's Achieving Excellence in Fund Raising** Eugene R. Tempel, 2010-08-31 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 Read a Charity Channel review <http://charitychannel.com/publish-templates-a-293-z>

**Inspiring Potential: Maximizing Revenue in Philanthropy and Fundraising for Nonprofits** Nanette Dougherty, In this informative and uplifting book readers will discover the keys to unlocking the true potential of philanthropy and fundraising for nonprofits With a focus on maximizing revenue this guide offers invaluable insights to inspire individuals and organizations in their mission to make a positive change Written in an easy to understand format this book serves as a

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