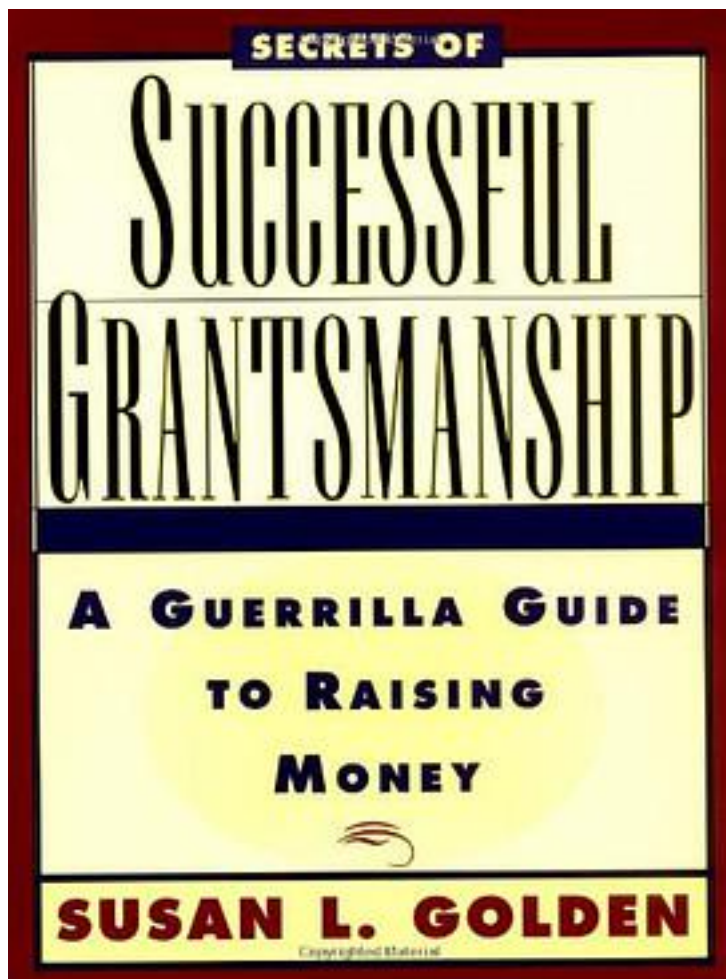


Secrets of Successful Grantsmanship



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著者:Golden, Susan L.

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Susan Golden provides not just another book on proposal writing, but one which provides a realistic view of proposal writing with practical step-by-step guidance

towards success - useful for both novice and experienced grantwriters. ?Patricia F. Lewis, ACFR, president and CEO, National Society of Fund Raising ExecutivesDrawing on more than 20 years of experience with more than 100 organizations, Golden arms fundraisers with the grantsmanship skills they need to successfully navigate the grantmaking process. From conducting effective prospect research and making initial conversations count to preparing, submitting, and following up on grant proposals, Susan Golden offers a focused, step-by-step method for reliably achieving success in any fund raising activity.

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