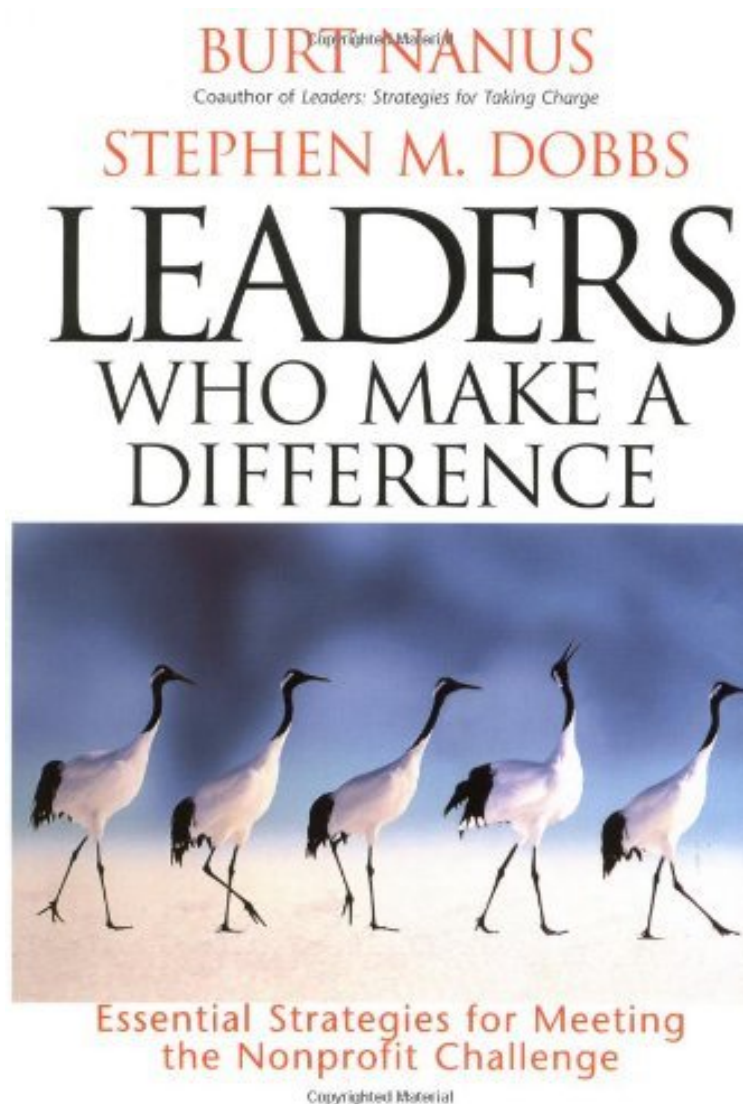


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## Leaders Who Make a Difference: Essential Strategies for Meeting the Nonprofit Challenge (J-B US non-Franchise Leadership)

*Burt Nanus, Stephen M. Dobbs*

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**Burt Nanus, Stephen M. Dobbs : Leaders Who Make a Difference: Essential Strategies for Meeting the Nonprofit Challenge (J-B US non-Franchise Leadership)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised *Leaders Who Make a Difference: Essential Strategies for Meeting the Nonprofit Challenge (J-B US non-Franchise Leadership)*:

0 of 0 people found the following review helpful. Great Overview By RosannePI was very impressed with this text. I

needed it as a text for a required course in a certificate in non-profit administration and it was perfectly suited for the certificate. It was a discarded book from a library, however, it was in great condition with no disturbing markings anywhere. It is a very easy and quick read for those who need a great overview of non-profit leadership. 0 of 0 people found the following review helpful. Great Service By LMRI received the book in just a few days and it was as described. The cover and most pages were clean. It had just a couple of highlighted pages and they were mentioned before I purchased. 0 of 1 people found the following review helpful. A must read for a new Executive. This is a great how to book in getting started in a new non-profit. Wish I would have had it earlier in my career.

"Nanus and Dobbs have written a seminal book about a long-neglected and key area of American life: the leadership of not-for-profits.... It's a first and should be read by all those concerned about not-for-profits: board members most especially, but volunteers, executives, benefactors, and academics as well." --Warren Bennis, University Professor, Marshall School of Business, University of Southern California, and coauthor of *Organizing Genius* "These authors have made a remarkable contribution to social sector nonprofit leadership. It's a valuable resource by two great authorities on a critical need." --Frances Hesselbein, chairman of the board, The Peter F. Drucker Foundation for Nonprofit Management "If there's one thing that today's nonprofit sector needs more than anything else, it's leadership.... Burt Nanus and Stephen Dobbs illustrate the qualities that do 'make a difference' by telling real-life stories of exceptional nonprofit leaders--few of them household names--and examining the lessons these men and women learned the hard way." --Dorothy S. Ridings, president and CEO, Council on Foundations There are many books on leadership, but few that focus specifically on the unique role of nonprofit executives. For the CEOs and directors of more than one million U.S. social sector organizations--as well as those who aspire to these positions--best-selling author Burt Nanus and colleague Stephen M. Dobbs have written the first comprehensive and authoritative book on nonprofit leadership. The authors show how leaders build successful nonprofit organizations by developing key relationships to improve their performance and move them toward a greater good--such as much higher levels of service to their clients and community. They describe the six key roles that effective leaders must play--Visionary, Strategist, Change Agent, Coach, Politician, and Fundraiser--and present inspiring examples of how their actions in these roles have been crucial to the success of large and small nonprofits flourishing across the nation. *Leaders Who Make a Difference* offers proven lessons on strategy, team building, fundraising, advocacy, board relations, and much more. Grounded in real-world practice, the book champions the potential of all nonprofit leaders to greatly improve the performance of their organizations and realize their visions of better communities.

From Booklist Few books have addressed the topic of leadership--as opposed to management--in the nonprofit sector. Nanus is already known for his work on leadership, and with leadership guru Warren Bennis, he coauthored *Leaders: The Strategies for Taking Charge* (1985), and he wrote *Visionary Leadership: Creating a Compelling Sense of Direction for Your Organization* (1992). Dobbs was president of the \$800 million Marin Community Foundation when he and Nanus met at a conference of the Larger Community Foundations Group in 1997 and mutually acknowledged the lack of material on nonprofit leadership. As a result, they collaborated on this book, which defines leadership and identifies its qualities and explores the leader's roles as a visionary, strategist, change agent, coach, politician, and campaigner. The authors conclude with an examination of the issue of accountability and the question of how results are measured in nonprofit organizations. Each of the 11 chapters begins with a profile of someone who has successfully exemplified nonprofit leadership. David Rouse "Nanus and Dobbs have written a seminal book about a long-neglected and key area of American life: the leadership of not-for-profits. The examples and concepts, written in a marvelously down-to-earth and lucid manner, will, I promise, double--at the very least--the effectiveness of these increasingly important institutions. It's a first and should be read by all those concerned about not-for-profits: board members most especially, but volunteers, executives, benefactors, and academics as well." (Warren Bennis, University Professor, Marshall School of Business, University of Southern California, and coauthor of *Organizing Genius*) "These authors have made a remarkable contribution to social sector nonprofit leadership. It's a valuable resource by two great authorities on a critical need." (Frances Hesselbein, chairman of the board, The Peter F. Drucker Foundation for Nonprofit Management) "This book is grounded in relevant theory and in practical experience. It is clear, comprehensive, and convincing. I'd recommend it to anyone who has entered the nonprofit arena." (Howard Gardner, professor of cognition and education and adjunct professor of psychology, Harvard University, and author of *Leading Minds: An Anatomy of Leadership*) "*Leaders Who Make a Difference* captures the essence of nonprofit leadership in a clear and comprehensive approach. Nanus and Dobbs have shown nonprofit leaders the way to organization building, strengthening relationships that effect change, and most importantly, enable the nonprofit to make a vital difference." (Eileen W. Goldblatt, president and chief executive officer, "I Have a Dream" Foundation) "Leaders of nonprofit organizations will find no better book to understand their leadership. This will be a text for students, a guide for practitioners, and a reminder for experienced leaders. The authors combine insightful theory with case studies of some of the finest nonprofit leaders today. A winning combination." (Lovett H. Weems Jr., president, Saint Paul School of Theology, and author of *Church Leadership*) "If there's one thing that today's nonprofit sector needs more than

anything else, it's leadership. In *Leaders Who Make a Difference*, Burt Nanus and Stephen Dobbs illustrate the qualities that do 'make a difference' by telling real-life stories of exceptional nonprofit leaders--few of them household names--and examining the lessons these men and women learned the hard way." (Dorothy S. Ridings, president and CEO, Council on Foundations) "This well researched book is written to help current CEOs, as well as to develop and motivate individuals now emerging from all segments of our society to lead with confidence and competence into and through the next century." (Clark A. Blasdel, president and CEO, Northbay Ecumenical Homes) About the Author BURT NANUS is professor emeritus of management at the University of Southern California, where he was also founder and director of the Center for Futures Research and research director of the Leadership Institute. The author or coauthor of nine other books, including the classic *Leaders: Strategies for Taking Charge*, he is a noted speaker and consultant on visionary leadership. STEPHEN M. DOBBS is executive vice president of the Bernard Osher Foundation and former CEO of the Koret Foundation and Marin Community Foundation. He is a former professor at San Francisco State University and has been a visiting scholar at Stanford, Harvard, University of London, and The Carnegie Foundation for the Advancement of Teaching. Dobbs has been a community volunteer and leader with many nonprofit organizations.