

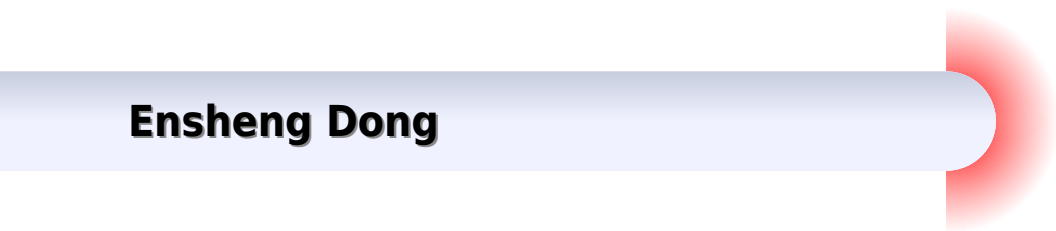
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LEADERSHIP EDUCATION AND ADVANCEMENT PROGRAM



New Look At Managing The Small College Advancement Program

Ensheng Dong



New Look At Managing The Small College Advancement Program:

A New Look at Managing the Small College Advancement Program Wesley Kenneth Willmer, 1987-01-01
Information about advancement programs at 190 small colleges is provided with attention to recruitment admissions executive management institutional relations alumni and fund raising The 190 colleges which responded to a survey of members of the Council of Independent Colleges are described according to enrollment size geographic location years in existence educational and general budgets and titles of responding person Comparisons are made to a similar 1981 survey of small colleges The findings which are presented in 66 tables and narrative explanations can be compared to advancement programs of other small colleges A conceptual framework that gives standards for comparison is included based on the professional literature on higher education and institutional advancement The theoretical framework contains five major elements institutional commitment authority and organizational structure personnel resources advancement activities and functions and evaluation Recommendations for small college advancement programs are presented along with the survey questionnaire and list of responding institutions and their location state region SW Resources in Education ,1998

Winning Strategies in Challenging Times for Advancing Small Colleges Wesley Kenneth Willmer, 1993 This volume contains nine papers on advancement issues and strategies for small colleges in the context of this decade s economic and social challenges Chapter 1 Setting the Stage Wesley K Willmer reports on a study of the advancement programs of smaller colleges in 1990 91 the third in a series of studies beginning in 1977 78 Chapter 2 Executive Management Coordinating the Process Wesley K Willmer lays out benchmarks gleaned from a 1990 91 study of advancement functions and operations advancement funding advancement staffing and characteristics of the executive advancement manager It concludes with 10 specific suggestions for success Chapter 3 Development Winning Strategies for Fund raising Success G Blair Dowden describes 10 key strategies which can be tailored to meet individual characteristics of an institution Chapter 4 The Advancement Roles of Small College Presidents Daniel A Felicetti argues that small college presidents may live or die by their institution s advancement success and that they should expect to play at least eight roles in advancement Chapter 5 The Trustees Critical Role in Small College Advancement Robert W Neff considers the vital role of trustees in institutional advancement and describes several specific strategies for trustees Chapter 6 Effective Public Relations and Communications Strategies Carol P Halstead outlines 16 steps for developing a successful public relations program Chapter 7 Alumni Fanning the Commitment Fire Charles G Rodriguez suggests alternative approaches for serving and using alumni Chapter 8 Cost effective Enrollment Management A Cornerstone of Institutional Advancement Steven J Henderson applies lessons learned in the past decade as strategies for the future Chapter 9 Glancing Back Briefly to Move Forward Confidently Wesley K Willmer and Adam J Morris takes a longitudinal look at institutional advancement through review of three surveys from 1977 78 1983 84 and 1990 91 The book includes a list of survey respondents and a copy of the survey instrument References are listed for

some individual papers and a general bibliography contains 133 references JB *The Campus Green* Barbara E. Brittingham, Thomas R. Pezzullo, 1990 In depth guidance for college and university fundraising The U S education system has long relied upon the support of private donors and fundraising plays a major role in academia even today The Campus Green Fund Raising in Higher Education offers robust guidance for all aspects of this critical task from cost and ethics to donor behavior program evaluation and beyond Rich with supplementary references and timeless advice this guide provides the analysis and depth of information professional fundraisers need to counter the increasing costs of higher education

Institutional Advancement Professional Area Guide Jane M. Unkefer, Paul B. Chewning, 1992 **Environmental Conditions and Institutional Characteristics which Enhance Fund Raising Potential at Private Liberal Arts Colleges** Mark G. Pavlovich, 1993 **The Advancement President and the Academy** Mary Kay Murphy, 1997 They also offer important insights into the leadership characteristics of an effective advancement president as well as the overall goals and functions and this position The Advancement President and the Academy will serve as an important how to guide for those who aspire to positions in university leadership Air University Library Index to Military Periodicals , 1974
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