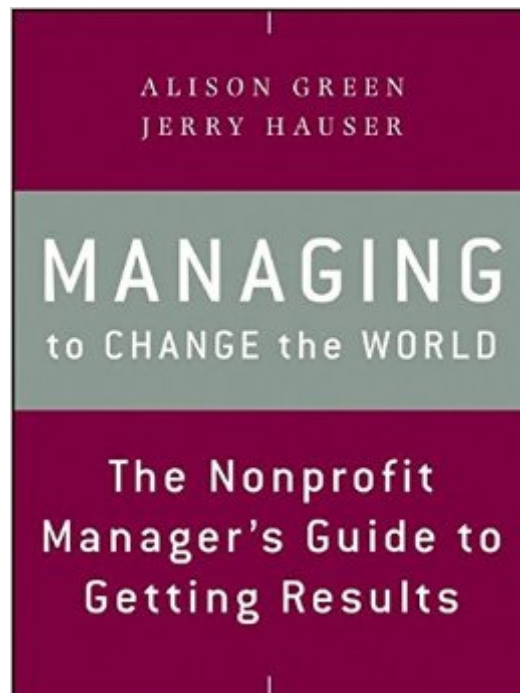


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# Managing To Change The World: The Nonprofit Manager's Guide To Getting Results



## Synopsis

Why getting results should be every nonprofit manager's first priority A nonprofit manager's fundamental job is to get results, sustained over time, rather than boost morale or promote staff development. This is a shift from the tenor of many management books, particularly in the nonprofit world. *Managing to Change the World* is designed to teach new and experienced nonprofit managers the fundamental skills of effective management, including: managing specific tasks and broader responsibilities; setting clear goals and holding people accountable to them; creating a results-oriented culture; hiring, developing, and retaining a staff of superstars. Offers nonprofit managers a clear guide to the most effective management skills Shows how to address performance problems, dismiss staffers who fall short, and the right way to exercising authority Gives guidance for managing time wisely and offers suggestions for staying in sync with your boss and managing up This important resource contains 41 resources and downloadable tools that can be implemented immediately.

## Book Information

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## Customer Reviews

I'm a big fan of Alison Green's blog, *Ask a Manager*, where she doles out thoughtful advice and tough love to readers. Though I've never worked at a nonprofit, I decided to read the book and see what I could learn about management in general. Trust me, whether or not you work for a nonprofit, if you currently manage people or aspire to be a manager, this book is a great resource. I have managed people before, but I tend to care more about the people than the business. Not the worst trait in the world to have, but not always effective, either. When I became a manager, there wasn't

any sort of training available to me at my company. As I've progressed through other companies in the role of instructional designer charged with creating management training, I've found that to be the norm. We promote people because they're really good at their jobs, when we should be looking beyond that to see if they will make effective leaders who can motivate others. Alison and co-author, Jerry Hauser, present information in a very accessible way. I had never thought of management as getting things done through others. After I read that, I thought, of course! I knew that, as a manager, the buck stopped with me, but my first management experience was in a company where managers still carried the full workload of a regular team member and sort of had power over their direct reports. Sort of? Yes, we could try to enforce rules and such, but the company was always so afraid of being sued, consequences were rarely imparted and almost never upheld. The book is divided into three parts: Managing the work, managing other people, and managing yourself. There's clear guidance on how to balance being hands-on while being hands-off.

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