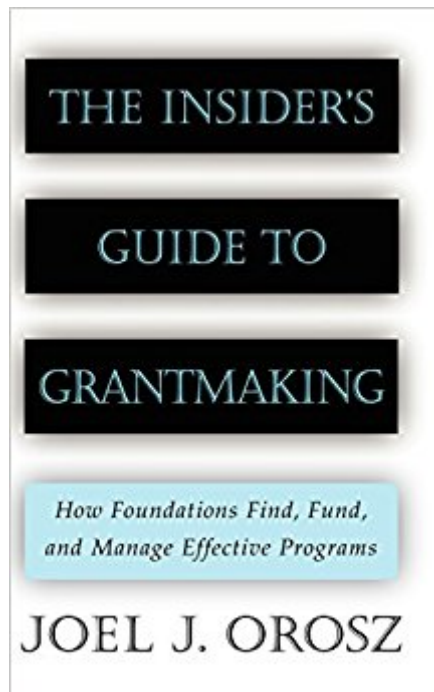




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The Insider's Guide To Grantmaking



Synopsis

Unlike many formal professions, foundation grantmaking is a calling with no training programs and little definitive literature on the latest and best practices. Written for program officers and of considerable value to grantseekers, this volume is the first and only practical guide to making foundation grants and developing essential skills for effective and ethical grantmaking. Author Joel J. Orosz provides: The history, structure, and function of foundations in society. The complex role that program officers play in their day-to-day activities. Real-world advice on a myriad of tasks--from meeting with applicants and reviewing their proposals to assisting the funded project and managing foundation initiatives. A useful overview for those new to the field, helps more experienced program officers to think more deeply about their work, and shares rich insights for the thousands of nonprofit leaders who pursue foundation grants.

Book Information

Hardcover: 288 pages

Publisher: Jossey-Bass; 1 edition (April 2000)

Language: English

ISBN-10: 0787952389

ISBN-13: 978-0787952389

Product Dimensions: 6.3 x 1 x 9.4 inches

Shipping Weight: 1.1 pounds (View shipping rates and policies)

Average Customer Review: 4.8 out of 5 stars 5 customer reviews

Best Sellers Rank: #299,859 in Books (See Top 100 in Books) #73 in [Books > Business & Money > Job Hunting & Careers > Volunteer Work](#) #168 in [Books > Politics & Social Sciences > Social Sciences > Philanthropy & Charity](#) #355 in [Books > Business & Money > Small Business & Entrepreneurship > Nonprofit Organizations & Charities](#)

Customer Reviews

"Joel Orosz has given us a rare gift at a critical moment. His book is a wise guide not only for the new program officer but also for the experienced grantmaker." (Frances Hesselbein, chairman of the board of governors, The Peter F. Drucker Foundation for Nonprofit Management) "A book on grantmaking with the name of Joel Orosz attached to it has instant credibility in the foundation world. Joel is an enormously creative grantmaker, exemplified by his leadership of one of the largest and most successful programs in the history of the Kellogg Foundation: the \$63-million Michigan Community Foundations' Youth Project, which energized more than six thousand young people

around the arts of fundraising and grantmaking. Every grantmaker can learn from his example." (Dorothy S. Ridings, president and CEO, Council on Foundations) "Foundation program officers inhabit a mysterious world that grantseekers strain constantly to understand. Joel Orosz has finally given us a glimpse into a world that may not be as strange and distant as we thought." (Robert K. Goodwin, president and CEO, Points of Light Foundation) "It is amazing that a book like this had not been written until now, for it has certainly been much needed. Grantmakers and grantseekers will now have a valuable resource--written by a seasoned, effective grantmaker--that will make their work easier and may well contribute to the improvement of relations between them." (Sara E. Melendez, president and CEO, INDEPENDENT SECTOR)

Unlike many formal professions, foundation grantmaking is a calling with no training programs and little definitive literature on the latest and best practices. Written for program officers and of considerable value to grantseekers, this volume is the first and only practical guide to making foundation grants and developing essential skills for effective and ethical grantmaking. Author Joel J. Orosz not only introduces readers to the history, structure, and function of foundations in society but also explores the complex role that program officers play in their day-to-day activities. He provides real-world advice on a myriad of tasks—from meeting with applicants and reviewing their proposals to assisting the funded project and managing foundation initiatives. He also asks critical questions about this growing and evolving profession, such as "What kind of person should become a grantmaker?" and "How does one avoid the seven temptations of philanthropy?" Throughout the book, Orosz informs his lively, thoughtful discussions with his own considerable experience in grantmaking. *The Insider's Guide to Grantmaking* allows readers to observe the world of foundations closely. It provides a useful overview for those new to the field, helps more experienced program officers to think more deeply about their work, and shares rich insights for the thousands of nonprofit leaders who pursue foundation grants.

I started working at a foundation 10 months ago. This book was very helpful in outlining the components of my job and handling difficult situations with grantees. It is thoughtful, comprehensive and right on target. It should have been handed out at my orientation!

I've been a grantmaker for approximately five years now. During the course of my on-the-job training, I've heard certain maxims over and over again until they've become ingrained in my mind and in my responses to applicants for grant funds -- now, after reading this book, I actually

understand the philosophies behind them. Every grantseeker who bemoans the fact that foundations don't want to fund ongoing operating expenses should read this book simply for the explanation of the difference between charity and philanthropy and where foundations fit in. Likewise, the tips on meeting etiquette, attributes of a good grant proposal, and top four reasons proposals are denied will benefit professionals on both sides of the proposal. Had the opportunity to see the author speak -- if you get the same opportunity, don't pass it by.

Dr. Joel Orosz continues his tireless efforts on behalf of philanthropy and those interested in philanthropy in his current book. *The Insider's Guide to Grantmaking* is an invaluable resource for anyone interested in seeking funds from a foundation, or anyone interested in a career in a foundation. His years of experience give both experienced and inexperienced readers a window into a sometimes-shadowy world. Orosz lets the light shine in a way that is understandable and justifiable. This long over due body of work is a must have for everyone in the third sector and especially should be required reading for those working in and leading foundations.

This is a much needed look at life in foundation grant making. As a retired executive director of a corporate foundation, books such as *The Corporate Contributions Handbook* and *Corporate Social Investing* were extremely helpful to the corporate grant maker. This book is a well-thought out look at foundation reality. While it is not meant to help those seeking grants, it certainly gives the donor a window on the inside process. It will serve as a good reference for those who wish to enter this field and provides sage advice to those who have been there for some time. The historical research was a plus.

It's an art, it's a science, and it doesn't need to be a mystery -- since there's no academic training for a career in philanthropy (it's harder than you think!) Insider Orosz bridges the gap with this warm and rewarding *User's Guide*. Outsiders will read it for its clear-cut description of philanthropy worklife and practice; insiders will find themselves affirmed or inspired. Both will enjoy the author's mix of humor and scholarship. Sure to be a classic in its field.

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