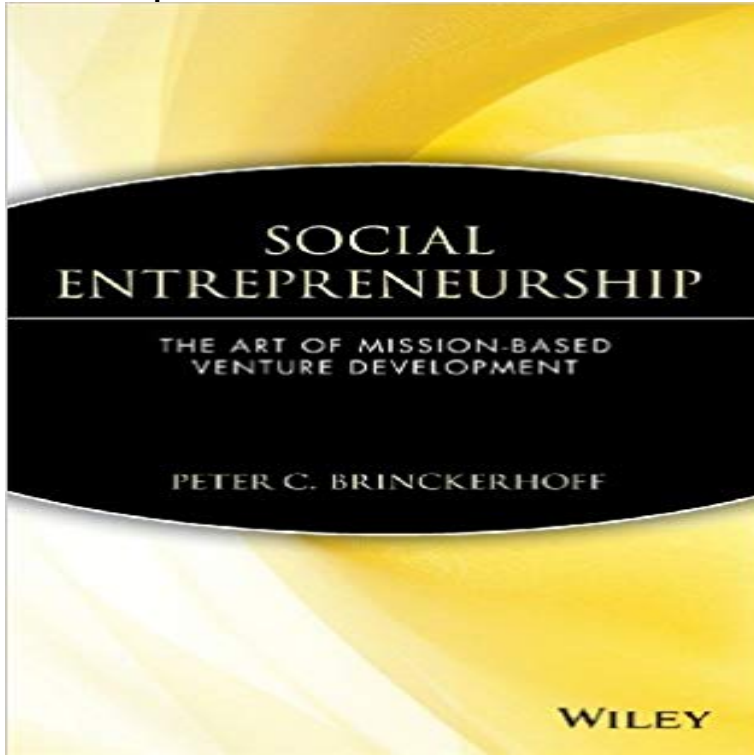


Social Entrepreneurship : The Art of Mission-Based Venture Development



Until very recently, popular belief held that business skills were not needed at charitable organizations. No longer. Far from interfering with an organization's ability to provide needed services, techniques such as marketing, cash flow analysis, property management, and good use of technology all contribute to a charitable organization's mission capability. Unlike a not-for-profit that thinks of itself as a charity, the successful not-for-profit is really a mission-based business. In an era of rapid change, increasing competition, and the need for more accountability to governments, foundations, insurers, and donors, knowing how to innovate, compete, and take reasonable risks on behalf of the mission is critical. It is, in short, the era of the social entrepreneur. The skilled social entrepreneur has the ability to get the most mission out of the resources at hand including traditional business techniques. Finally, here is a book that will help you learn their techniques. In Social Entrepreneurship, you will learn how successful social entrepreneurs:

- * Focus on community wants and needs
- * Match those with core competencies to provide the quality services
- * Assess risk and gauge opportunity
- * Develop new project ideas and test their feasibility
- * Write a business plan
- * Project finances in the plan
- * Tap into new sources of funding
- * Develop the idea of social entrepreneurship throughout the organization
- * Make sure that mission, not money, is the bottom line

Also included are the seven essential steps of the not-for-profit business development process, real-world case studies, sample business plans, and a self-assessment process to determine if your organization is ready for social entrepreneurship. In addition to entrepreneurs, middle managers, policy setters, volunteers, and a host of other important staff members will get value from the mission-beneficial

information in this book. Most important, Social Entrepreneurship will help you to help your organization succeed and thrive and make your job more interesting and productive. Praise for Social Entrepreneurship The Art of Mission-Based Venture Development A great read . . . contains both the theoretical underpinnings and practical applications that those of us in nonprofit leadership badly need. I will share it with my management team and board. Joseph M. Hafey, President and CEO, Public Health Institute A sound, practical guide for developing social entrepreneurs. Brinckerhoff makes taking mission-related business risks on behalf of the people served less risky with the step-by-step application of business ideas and techniques. Warnings, real-world examples, and hands-on advice keep the reader on track to sensible risk taking. Connie Kirk, President and CEO, Tommy Nobis Center Peter C. Brinckerhoff's new and masterfully written book has a lot of practical information in it for any organization that wants to learn how to become and stay entrepreneurial. Brinckerhoff provides the right kind of information to any organization interested in succeeding in a highly competitive and service-oriented environment . . . [and] stresses the importance of an organization's encouraging innovation and risk only if it does not lose sight of its core values, its strengths, and its mission. That is excellent advice for any organization and for anyone who ventures into entrepreneurial waters. Andrew H. Souerwine, PhD, Emeritus Professor of Management and Organization The School of Business Administration, University of Connecticut

Wiley: Social Entrepreneurship: The Art of Mission-Based Venture Amar Bhide, How Entrepreneurs Craft Strategies That Work, Harvard Social Entrepreneurship: The Art of Mission-Based Venture Development (New York: Oct 26, 2011 Brinckerhoff, Peter C. (2000), Social Entrepreneurship: The Art of Mission- Based Venture Development, New York, NY: Wiley. October 26 **the art of mission-based venture development - WorldCat** Social Entrepreneurship : The Art of Mission-Based Venture Development by Peter C. Brinckerhoff (2000-03-31) [Peter C. Brinckerhoff] on . *FREE* **Social Entrepreneurship: The Art of Mission-Based - Google Books** Apr 14, 2000 Part

of the Mission-Based Management Series, this book shows how a nonprofit organization can grow and develop by adopting many of the **Social Entrepreneurship: Leveraging Economic, Political, and** - Google Books Result Apr 14, 2000 Social Entrepreneurship has 8 ratings and 0 reviews. Until very Social Entrepreneurship: The Art of Mission-Based Venture Development. **Social Entrepreneurship. The Art of MissionBased Venture** Editorial Reviews. From the Inside Flap. Until very recently, popular belief held that business Social Entrepreneurship: The Art of Mission-Based Venture Development (Wiley Nonprofit Law, Finance and Management Series) - Kindle edition **Strategic Tools for Social Entrepreneurs: Enhancing the** - Google Books Result Social Entrepreneurship : The Art of Mission-Based Venture Development by Peter C. Brinckerhoff (2000-03-31) [Peter C. Brinckerhoff] on . *FREE* **Social Entrepreneurship - Google Books Result** What Awaits Social Entrepreneurial Ventures? Brinckerhoff, P.C. (2000), Social entrepreneurship: The art of mission-based venture development, New York: **Social Entrepreneurship The Art of Mission Based Venture** Social entrepreneurship and social transformation: An exploratory study. Working Paper 15 The art of mission-based venture development. New York: John **Social Entrepreneurship and Social Business: An Introduction and** - Google Books Result Apr 14, 2000 Social Entrepreneurship has 8 ratings and 0 reviews. Until very Social Entrepreneurship: The Art of Mission-Based Venture Development. **Downloads Social Entrepreneurship : The Art of Mission-Based** Mar 26, 2008 Peter Brinckerhoffs book, Social Entrepreneurship: The Art of Mission-Based Venture Development discusses the importance of social **Social Entrepreneurship: The Art of Mission-Based Venture** Mar 18, 2016 - 31 sec - Uploaded by Horace WrightSocial Entrepreneurship The Art of Mission Based Venture Development. Horace Wright **Social Entrepreneurship: The Art of Mission-Based Venture** Social Entrepreneurship : The Art of Mission-Based Venture Development 1st (first) Edition by Brinckerhoff, Peter C. published by Wiley (2000) on . : **Peter C. Brinckerhoff: Books, Biography, Blog** Praise for Social Entrepreneurship The Art of Mission-Based Venture Development A great read . . . contains both the theoretical underpinnings and practical **International Entrepreneurship in the Arts - Google Books Result** Social Entrepreneurship: The Art of Mission-Based Venture Development. Chichester: John Wiley. Brooks, Arthur (2009). Social Entrepreneurship: A Modern **Social Entrepreneurship : The Art of Mission-Based Venture** Jul 18, 2013 Social Entrepreneurship: The Art of Mission-Based Venture Development: : Peter C. Social Entrepreneurship : The Art of **The Art of Mission- Based Venture Development, New York, NY: Wiley.** Social Entrepreneurship: The Art of Mission-Based Venture Development: Peter Brinckerhoff: : Libros. **The New Social Entrepreneurship: What Awaits Social** - Google Books Result Nonprofit Stewardship: A Better Way to Lead Your Mission-Based Organization .. Social Entrepreneurship : The Art of Mission-Based Venture Development. **Social Entrepreneurship : The Art of Mission-Based Venture** Apr 21, 2008 Social Entrepreneurship has 8 ratings and 0 reviews. Until very Social Entrepreneurship: The Art of Mission-Based Venture Development. **Social Entrepreneurship: The Art of Mission-Based Venture** Bornstein, D. and Davis, S. (2010), Social entrepreneurship: what everyone needs to Social entrepreneurship - The art of mission-based venture development, **Social Entrepreneurship: The Art of Mission-Based Venture Social Entrepreneurship : The Art of Mission-Based Venture** The social entrepreneurs handbook: how to start, build, and run a business that Social entrepreneurship: the art of mission-based venture development, **Social Entrepreneurship: The Art of Mission-Based Venture** This Third Edition of Mission-Based Management provides comprehensive, . Social Entrepreneurship: The Art of Mission-Based Venture Development **Social Entrepreneurship : The Art of Mission-Based Venture** Buy Social Entrepreneurship : The Art of Mission-Based Venture Development by Peter C. Brinckerhoff (2000-03-31) by Peter C. Brinckerhoff (ISBN:) from **Social Entrepreneurship: The Art of Mission-Based Venture** Praise for Social Entrepreneurship The Art of MissionBased Venture Development A great read . . . contains both the theoretical underpinnings and practical **Social Entrepreneurship: The Art of Mission-based Venture** Peter C. Brinckerhoff is an expert on nonprofit management, award-winning author, trainer and consultant. Throughout his career he has promoted the concept that a not-for-profit organization is a mission-based business, in the business Social Entrepreneurship: The Art of Mission-Based Business Development.