



The Chief Development Officer: Beyond Fundraising

Ronald J. Schiller

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Until recently, the chief development officer (CDO) has focused primarily, if not exclusively, on fundraising. In the past two decades, largely in response to greater demand and competition for fundraising revenue, the responsibilities and corresponding required competencies of CDOs have evolved. Today's CDOs play senior, strategic leadership roles in their organizations.

The Chief Development Officer: Beyond Fundraising is a guide to those preparing for the role of CDO and to those charged with selecting, appointing, and supporting CDOs. It includes nine chapters, each presenting a role beyond frontline fundraising and fundraising program management in which today's successful CDO excels.

There are many wonderful development leaders and many wonderful nonprofit organizations, but not always the best 'marriages' between leaders and organizations. The immediate goal of this book is better 'marriages,' supporting an ultimate goal of continued health and growth of nonprofit organizations and the essential contributions they make to a civil society.

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