

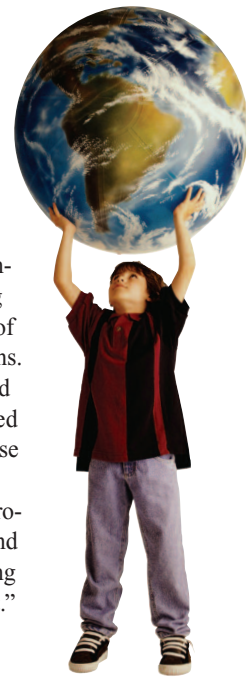
Center bringing
best business
 applications to
nonprofit
 world

Jerry Lindman jokingly refers to those in the Center for Nonprofit Management at Lawrence Technological University as “a bunch of do-gooders.” But there’s nothing funny about the work taking place at the center, which is developing a new generation of nonprofit professionals by teaching the best day-to-day management practices of the private sector and nonprofit organizations. “This is a very significant program,” said Lindman, director of the center. “We created the Center for Nonprofit Management because we wanted to connect with the community. We have been very strategic in developing programs that help nonprofits operate better. And we’re having an impact – whether it’s feeding the hungry or cleaning up the environment.”

The center was launched in the College of Management in 2002 with the arrival of Robert Inskip from the Charles Stewart Mott Foundation. Inskip received a major grant to help establish a program that would educate nonprofit managers at a traditional business management school.

“There’s an interesting synergy between for-profit and nonprofit businesses,” Inskip said. “We’re striking a chord with all sorts of students who are interested in nonprofit issues.”

Inskip and Lindman, another longtime leader in the nonprofit industry who came on board in 2003, developed the course work and



classes that eventually focused on three areas: education, community outreach, and research.

“This program recognizes that charitable organizations need to be run by professionals,” Lindman said. “We train people to be nonprofit CEOs. Nonprofit management is very unique. We want to learn from business organizations and share certain competencies because there’s real value in that. But there also are very significant differences.”

The center attracts people from all walks of life and backgrounds, including nonprofit employees, students and alumni, retirees from business and government, and individuals considering career changes into the nonprofit sector. And their numbers are increasing.

“We’re growing because the nonprofit sector is growing much faster than the profit-making sector,” Lindman added. “There’s been dramatic growth in the number of nonprofit programs, the number of people who work in nonprofit sectors and the financial revenues they deal with.”

The College of Management’s Center for Nonprofit Management has designed a number of programs to help professional fund raisers conduct research, plan, and carry out strategies to convince

individuals, companies, foundations, and governments to donate money to their nonprofit organizations, including:

- A graduate certificate in nonprofit management and leadership – In partnership with the Mott Foundation, the center offers a 12-credit graduate certificate designed to provide a comprehensive understanding of what it takes to lead and manage a charitable nonprofit organization in today’s environment.
- An MBA concentration in nonprofit management and leadership – This new MBA concentration provides candidates with a blend of business and nonprofit competencies in a dynamic, community-focused learning environment.
- Nonprofit courses such as Leading Change and Building Capacity for Nonprofits, Strategic Nonprofit Management, and Comprehensive Fund Development for Nonprofits.
- Principles and Techniques of Fund Raising 101, a special five-day course that earns credit toward a Certificate of Fund Raising Management from the Fund Raising School at Indiana University’s Center for Philanthropy.

The center also offers seminars, training programs, and resources, as well as projects and partnerships that enable students and faculty

to get involved in service to their community (see pages 12–13).

“This program is all about human development,” Lindman said. “We didn’t just create a degree. We’re training and educating people and attracting students who want to participate. Our education today is being integrated into the community. That’s why we created the College of Management’s Center for Nonprofit Management. We want to connect with the community.”



Volunteers assemble dinners for an organization that delivers food to senior citizens.



Habitat for Humanity volunteers build low-cost housing.

