

Name: _____ Date: _____

Non-Profit Organizations

1. What do we call the two sets of goals of a non-profit
A. Transactional Leadership
2. The Act of giving money, food, or other kinds of help to people in need
B. THird Sector
3. Altruistic concern for human welfare and advancement manifested by donations of money, property or work
C. Charity
4. Attempting to influence decisions made by officials in a government most often legislators or members of a regulatory Board
D. Charismatic Leadership
5. Process involve in creating a unique name and image for a product
E. Lobbying
6. Personal statistics that include such information as income level , gender, educational level, gender, educational level, location, ethnicity, race and family size
F. Grant
7. The governing body of a non-profit, responsible for overseeing the organizations activities
G. Mission Statement
8. Written declaration of an organizations core purpose and focus that normally remains unchanged over time.
H. Cultivating
9. Unique and powerful way to combine your company marketing goals with your desire to increase the well-being of mankind.
I. Strategic Philanthropy
10. Non-profit organizations that will typically either donate funds and support to other organizations or provide resources of funding for its own charitable purposes
J. Elevator Speech
11. Range of activities from direct mail, telephone and e-mail contact through to events, personal visits and peer-to-peer networking.
K. Board of Directors
12. Property or money that you promise in your will to give to another person or organizations after you die.
L. Bequest
13. Ability to inspire and motivate followers to perform at a high levels by force of personality and to the committed to the organization or the cause.
M. Branding
14. Occurs when the leader takes a visionary position and inspires people to follow
N. Double Bottom Line

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| 15. Style of leadership in which the leaders promotes compliance of his/her followers through rewards and punishments | O. Advancement Office |
| 16. Sum of money given by an organizations especially a government fo a particular purpose | P. Logic model |
| 17. Tool used by funders, managers and evaluators of programs to evaluate the effectiveness of a program also used for planning and implementation | Q. Demographics |
| 18. short persuasive speech that you use to spark interest in what your organization does. | R. Philanthropy |
| 19. Nmae used to describe all non-profit orgnizations and institutions | S. Transformational leadership |
| 20. Strategic integrated method of managing relationships to increase understanding and support among all constituents | T. Foundations |