

MANAGING THE NON-PROFIT ORGANIZATION

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You need to market even the most beneficial service. The non-profit must be information-based.

Therefore, the first job of the leader is to think through and define the mission. This is the time span in which we do it. Look for a target of opportunity, for somebody in the organization who wants the new, who is convinced of it, who is committed to it. Can we develop the service that satisfies?

Drucker strengthens his arguments with interviews with leading non-profit newspaper or television reporters who interview me are always amazed to learn that I am working with non-profit institutions.