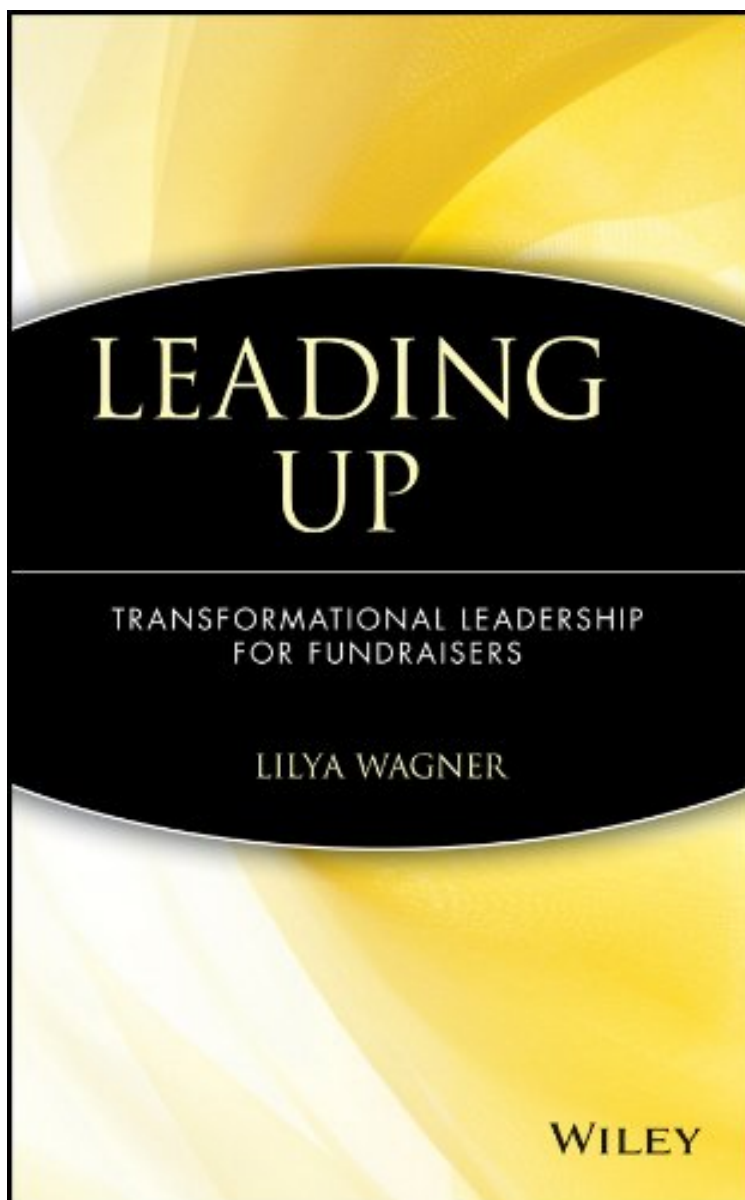


(Download free ebook) **Leading Up: Transformational Leadership for Fundraisers (The AFP/Wiley Fund Development Series)**

Leading Up: Transformational Leadership for Fundraisers (The AFP/Wiley Fund Development Series)

Lilya Wagner

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Lilya Wagner : Leading Up: Transformational Leadership for Fundraisers (The AFP/Wiley Fund Development Series) before purchasing it in order to gauge whether or not it would be worth my time, and all praised **Leading Up: Transformational Leadership for Fundraisers (The AFP/Wiley Fund Development Series)**:

2 of 2 people found the following review helpful. Sneaking up on leadershipBy D. C. DregerThere are few people in positional leadership positions. The hierarchical model - or pyramid - just won't allow more. But how are organizations getting so much done? Through back-door, unsung, take-charge, "lemme see what I can do" individuals who claim mission as the cause and drive to meet its challenges. Leaders still need to access a power structure, but it's not positional any more. It's brought to fruition through relevance to institutional objectives, centrality to success because of special knowledge, willingness to participate rather than spectate, willing to be selfless in serving. Lilya Wagner is one of those people herself, having served at IUPUI in the Center on Philanthropy and director of the Women's Philanthropy Institute. The book starts with a Leadership Assessment Diagnostic tool that gives you a baseline understanding of your predilections in five areas: knowledge, strategy, communication, development and self-awareness. If you keep your assessment in mind as you read the book, you'll come out further ahead than those who don't take the time to scrutinize. I very much appreciate the fact that Lilya is an academic - I know she has thoroughly studied the issues of "leading up." But don't get put off by attributions and footnotes. Her writing is friendly and accessible. What she has done successfully is taken a body of work about "behind the scenes leadership" and organized it into a primer for success.

0 of 0 people found the following review helpful. Ideas for ThinkersBy LoveBooksLeadership is a funny thing...many of us have had those jobs that we dread going into each day. It is usually the dynamics that are generated from the top-down that create the environment that destroys our spirit and willingness to strive harder for the good of the organization. When we move on we often take the very ideas and energy that could have made that organization more successful, but our contribution was not wanted, much less solicited, often due to poor leadership styles. Folks often say, "[y]ou won't get rich working in non-profits", but to some of us that is not why we are there. The richness we seek is registered in many different ways, it could be our excitement at goals reached, often times as a team, or other intangibles that keep up going and the job worthwhile. The very nature of many nonprofits is people helping each other in accomplishing something that they share a belief or stake in. No one author can address all the unique situations that leaders (directors, managers, bosses, etc.) encounter. When an author can introduce and expand on an idea that works towards teaching leadership that helps fulfill the need of the organization and the individual then it is going to be of interest to many of us who believe in that "team" approach. Working relationships becomes symbiotic, and contributing staff help move the success forward to completion of a goal. There are too many well-educated and intelligent people out there that aren't given an opportunity to assist their organization in growth, often because of the style of leadership of the ranking individual who may be called a number of titles that fall under the idea of leading. In this instructive little manual we have a workbook, we have examples, we have ideas and a great bibliography for further reading. I found Dr. Wagner's book a very worthwhile read. If you want some help in learning how to make your ideas heard and count, then I suggest you read this book.

2 of 2 people found the following review helpful. An ideal beginning for a successful fundraising careerBy Nyaradzo MadzongweAs a brand new fundraising professional, I am glad I kicked off my career with the insight of "Leading Up." Taking up an entry level position, the last place I would have looked for books to guide me in my new career would have been the "Leadership" aisle...I still had quite a bit more to learn before I jumped into any "leadership" materials...so I thought. I particularly appreciated "Leading Up" because it did not leave me hanging; wondering what to do next with all sorts of brilliant principles in leadership stacked up in my head. The book gives the reader a complete circle--from presenting the concept of leading from any level--to how to actually apply the theories to one's day-to-day tasks. The extensive bibliography provided is an added benefit to the reader. The book is a one-stop-shop for the best leadership literature by today's renowned authors. Wagner extracted from this literature some of the most effective leadership concepts and applied them specifically to the fundraising profession. Wagner's message to individuals in this professional field that is still developing is clear--it does not take a "hot seat" to practice leadership!

Fundraisers at all levels discover the art of leading up Fundraisers know that in order to be successful in their demanding profession, they have to get things done. And to get things done, they need to exercise leadership from whatever rank or position they hold--often from the middle. This concept is called "leading up." Recognizing that all fundraisers must be leaders, Leading Up teaches professionals the skills and traits they need to be successful in their philanthropic roles. Leading Up centers around author Lilya Wagner's unique model, which exemplifies the concept of leading up. Here, fundraisers will discover: how to get things done when they're not in charge; how to motivate others when they don't have formal authority; how to convince or persuade their colleagues and superiors about their need for action and involvement; and how to lead when they're not recognized leaders by virtue of power or position. Focusing on problem-solving concepts, Leading Up is packed with thought provoking questions, exercises, and practical application steps that allow professionals to practice and implement the principles they've just learned. The book also includes inspirational quotes on leadership from recognized and successful professionals and leaders. Leadership qualities have to be learned and practiced by all who wish to achieve success in fundraising, whether boss or not. Leading Up provides readers with the groundwork they need to not only build up their causes and organizations, but also influence a professional field that is still developing.

From the Inside Flap Fundraising professionals must accomplish goals and meet expectations, and yet they also need to be creative in managing their programs because of the dynamic state of the profession. They have to get things done, but they need to exercise leadership from whatever rank or position they hold in order to motivate others. Leading without authority is not easy, but it is essential for the successful fundraising professional. Leading Up shows fundraisers how to develop and hone these vital leadership skills regardless of their job or position. Real leadership has never been about authority, positional power, or dogmatic dictatorship. It's about listening, valuing ideas, following advice, and bringing people together for a common goal and vision. Lilya Wagner, author and Vice President for Philanthropy at Counterpart International, explains how everyone in the fundraising profession can be a leader. Filled with thought-provoking commentary, exercises, and practical applications to help readers apply the principles discussed and develop their leadership skills, Leading Up covers:

- Desirable traits and characteristics for successfully leading up in the fundraising profession
- A reality check on fundraisers' roles and how to get the job done, and done well, while not being in charge
- How to modify attitudes and actions to become a successful leader
- The challenges fundraisers confront when working with volunteers, donors, colleagues, and others
- Processes that move the organization toward its primary mission
- "They" and "us": the differences between those who have designated power and identified leadership status and those who can and will lead up
- Lilya Wagner's model for leading up
- Concepts fundraisers must have to become leaders, including: leading for loyalty, leading for innovation, leading to build, emotional intelligence, ethical practice, and more
- Tips to transform fundraisers and build their capabilities for meeting the challenges of leading up
- Specific steps to help professionals become effective leaders

The time has come for all fundraisers to be leaders; for the benefit of the donor, the constituents, the organization, and themselves; and Leading Up leads the way. From the Back Cover Fundraisers at all levels discover the art of leading up. Fundraisers know that in order to be successful in their demanding profession, they have to get things done. And to get things done, they need to exercise leadership from whatever rank or position they hold; often from the middle. This concept is called "leading up." Recognizing that all fundraisers must be leaders, Leading Up teaches professionals the skills and traits they need to be successful in their philanthropic roles. Leading Up centers around author Lilya Wagner's unique model, which exemplifies the concept of leading up. Here, fundraisers will discover: how to get things done when they're not in charge; how to motivate others when they don't have formal authority; how to convince or persuade their colleagues and superiors about their need for action and involvement; and how to lead when they're not recognized leaders by virtue of power or position. Focusing on problem-solving concepts, Leading Up is packed with thought-provoking questions, exercises, and practical application steps that allow professionals to practice and implement the principles they've just learned. The book also includes inspirational quotes on leadership from recognized and successful professionals and leaders. Leadership qualities have to be learned and practiced by all who wish to achieve success in fundraising, whether boss or not. Leading Up provides readers with the groundwork they need to not only build up their causes and organizations, but also influence a professional field that is still developing.

About the Author LILYA WAGNER, EdD, CFRE, is Vice President for Philanthropy at Counterpart International, based in Washington, D.C. Previously, she served at the Center on Philanthropy and The Fund Raising School at Indiana University, where she was also director of the Women's Philanthropy Institute. She is a frequent workshop and seminar presenter and speaker. She speaks and writes extensively on many fundraising topics, and is the author of *Careers in Fundraising* (Wiley). She has frequently presented workshops on leadership skills for fundraisers, including at many conferences of the Association of Fundraising Professionals.