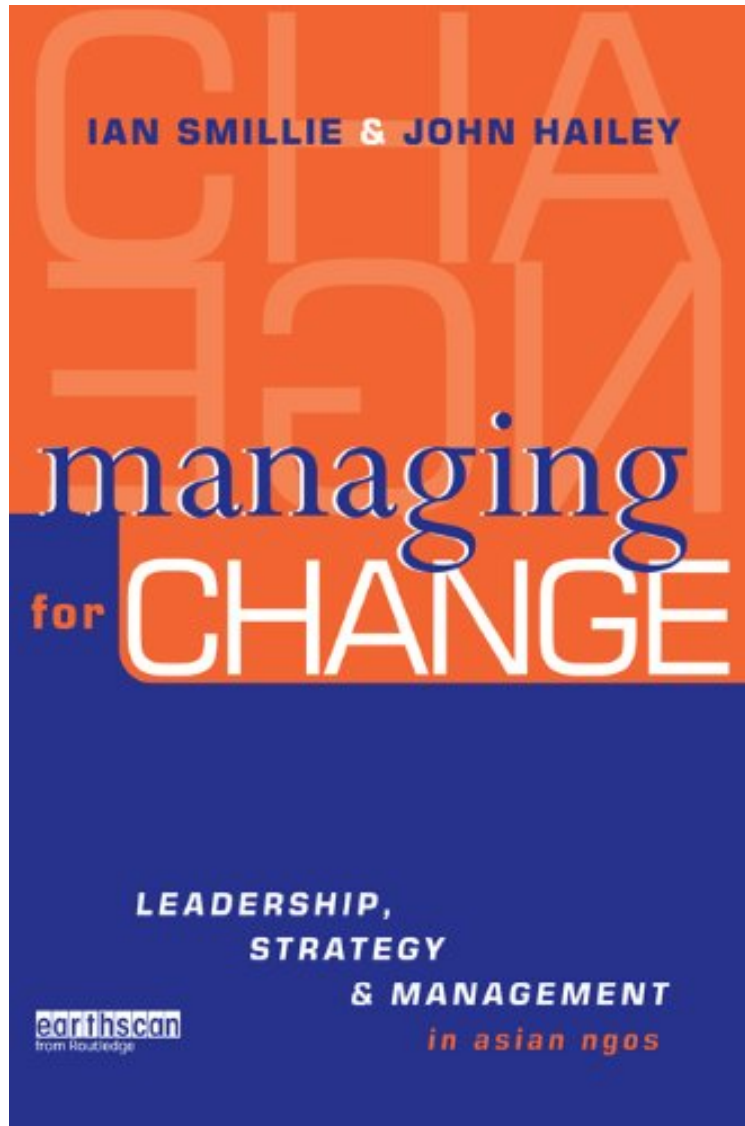


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# Managing for Change: Leadership, Strategy and Management in Asian NGOs

*John Hailey*

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An increasing proportion of the world's poor is dependent on NGOs for the support the state cannot or will not

provide, but little has been written to analyze or guide best management practice, which is so critical to their success. *Managing for Change* addresses the key operational issues facing NGO managers, drawing lessons from the reality of southern NGOs. It explores areas such as the formation of strategy, effective NGO leadership, the handling of donor relations, staff motivation and development, and the management styles most appropriate to crises and change.

**About the Author** Ian Smillie is an Ottawa-based development consultant and writer. He has lived and worked widely in Africa and Asia, and his knowledge of Bangladesh spans more than three decades. Author of several books on international development, he was a founder of the Canadian development organization, Inter Pares, and was Executive Director of CUSO. In addition to his other work, he is associated with the Feinstein International Center at Tufts University and serves as Research Coordinator on Partnership Africa Canada's 'Diamonds and Human Security Project'. He is a participant in the intergovernmental 'Kimberley Process,' which has developed a global certification system for rough diamonds. John Hailey is Deputy Director of the Oxford Brookes Business School, and a founder of INTRAC.