

PLAY TO WIN

THE NONPROFIT GUIDE TO
COMPETITIVE STRATEGY



DAVID LA PIANA

WITH MICHAELA HAYES

Competitive Guide Nonprofit Play Strategy Win

David La Piana



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Play to Win David La Piana, 2004-12-20 Play to Win offers nonprofit leaders the help they need to develop their organization's unique competitive advantages and to use the power of competitive strategies to build their organization's capacity for advancing its mission. This book offers a clear description of competition and discusses its practical ethical and political ramifications within the nonprofit sector. It demonstrates how by being a more effective competitor a nonprofit can enhance its chances for both programmatic and financial success. Play to Win is filled with practical tools for assessing a nonprofit's position in the marketplace and developing winning competitive strategies. Read a Charity Channel review <http://charitychannel.com/publish/templates/a4864-z25-2006-Terry-McAdam-Award-Honorable-Mention-http-www-allianceonline-org-publications-mcadam06-page>

The Nonprofit Strategy Revolution David La Piana, 2018-08-07 Turner Publishing proudly presents a fully updated edition of *The Nonprofit Strategy Revolution*. FINALIST Ben Franklin Awards Independent Book Publishers Association Business Category. The world changes continuously and rapidly. It's foolhardy to believe that strategies should not do so as well. Nonprofit leaders already know this, but traditional strategic planning has locked them into a process that's divorced from today's reality. That's why plans sit on the shelf and why smart executives are always seeking workarounds in between planning periods. *The Nonprofit Strategy Revolution* offers a nimble and powerful alternative. In this groundbreaking book, strategy expert David La Piana introduces Real Time Strategic Planning, a fluid organic process that engages staff and board in a program of systematic readiness and continuous responsiveness. With it, your nonprofit will be able to identify, understand, and act on challenges and opportunities as they arise. At the heart of this practical book is the Real Time Strategic Planning Cycle. Based on four years of research and testing with a variety of nonprofits, this proven process guides you through the steps to sound strategy. You'll find tools for clarifying your competitive advantage, generating a strategy screen, criteria for evaluating strategies to be able to respond quickly, handling big questions, developing and testing strategies, and implementing and adapting strategies. This useful guide also includes exhibits and case examples showing how concepts play out in real life, a total of 27 tools, 10 of which are essential for forming strategies. Theory to Action sidebars tell you which tool to use for a given task, and a link to downloadable content with all the tools and interactive worksheets you'll need, as well as a Facilitator's Guide to Real Time Strategic Planning that gives you everything you need the day's agenda, instructions for preparing flip charts, prework to be done, handouts, and worksheets. Use *The Nonprofit Strategy Revolution* and get the clarity and direction you need for maximum mission success.

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