

2020 Planned Giving Day Philadelphia

The Power of Love: Best Practices in Business and Psychology in Generating Legacy Gifts

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Bibliography (in order of topics from the presentation/slide deck)

1. Positive Organizational Scholarship

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Collins, J. (2005). *Good to Great and the Social Sectors: A Monograph to Accompany Good to Great*. HarperCollins.

Crutchfield, L.R., and McLeod Grant, H. (2012). *Forces for Good: The Six Practices of High-Impact Nonprofits*. San Francisco, CA: Jossey-Bass.

2. The 5 Love Languages®

<https://www.5lovelanguages.com/> Includes free online quiz (singles, couples, children, teens, military, etc.), books, etc.

3. Give and Take by Adam Grant

<https://www.adamgrant.net/#!selfgivertaker/c10x3>

<https://www.adamgrant.net/quizzes/give-and-take-quiz/> Free online quizzes (for *Give and Take* and several other books), articles, newsletters, podcasts, etc.

Grant, A. M. (2013). *Give and Take: A Revolutionary Approach to Success*. Viking Press.

Grant, A. M. (2011). *How customers can rally your troops: End users can energize your workforce far better than your managers can*. Harvard Business Review, June: 2103.

4. High Quality Connections

Dutton, Jane. (2003). *Energize Your Workplace: How to Create and Sustain High-Quality Connections at Work*. San Francisco, CA: Jossey-Bass.

5. Appreciative Inquiry

Cooperrider, D., Whitney, J.M., & Stavros, J.M. (2008). *The Appreciative Inquiry Handbook: for Leaders of Change* (2nd Edition).

Stoltzfus, Tony. (2008) *Coaching Questions: A Coach's Guide to Powerful Asking Skills*. Pegasus Creative Arts, Virginia Beach, VA.

Additional resources

Meredith Myers, PhD. Organizational Behavior, University of Pennsylvania, Building Nonprofits that Thrive (2016 course)

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