ARNOVA's Catalog of Current Research

48th ANNUAL ARNOVA CONFERENCE
Nonprofits and Philanthropy in a Polarized World: Speaking Truth to Power and Using Power to Speak Truth

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The 2019 Catalog of Research includes authors and abstract summaries from ARNOVA's 48th Annual Conference; Nonprofits and Philanthropy in a Polarized World: Speaking Truth to Power and Using Power to Speak Truth.

Each year ARNOVA gathers more than 800 of the best scholars, researchers and teachers interested in nonprofits, voluntary action, philanthropy and civil society at its Conference. The panoply of presentations, from these scholars and students examining the realm of voluntary / nonprofit / nongovernmental /civil society organizations and action, offers a wide-ranging vista – with some significant detail – of the most pressing subjects, topical emphases and methodologies of the latest research in this field. This catalogue is presented for those interested in questions about and developments in philanthropy, fundraising, nonprofit management, voluntary action, social enterprise and civil society, from the local to the international scale.

This catalog can be searched by key words, including author's names or paper titles, as well as by field or subject of interest. If you want to search this document, just hit 'Ctrl f', and a box in which you can enter search terms should appear in the upper right-hand corner of your screen.

The work referenced here belongs to and is best understood by the authors, so we leave it to you to contact the authors to request copies of their papers and seek conversations, as you wish. Authors' email addresses are found in parentheses next to each author's name and affiliation. **Please note: ABSTRACTS were pulled directly from submitted papers.**

What we know is that dialogue among scholars and practice-leaders around these presentations of research is critical to building knowledge and improving practice. So we hope publishing this will encourage those conversations and further collaboration; and we hope you find this a useful tool for your own work.
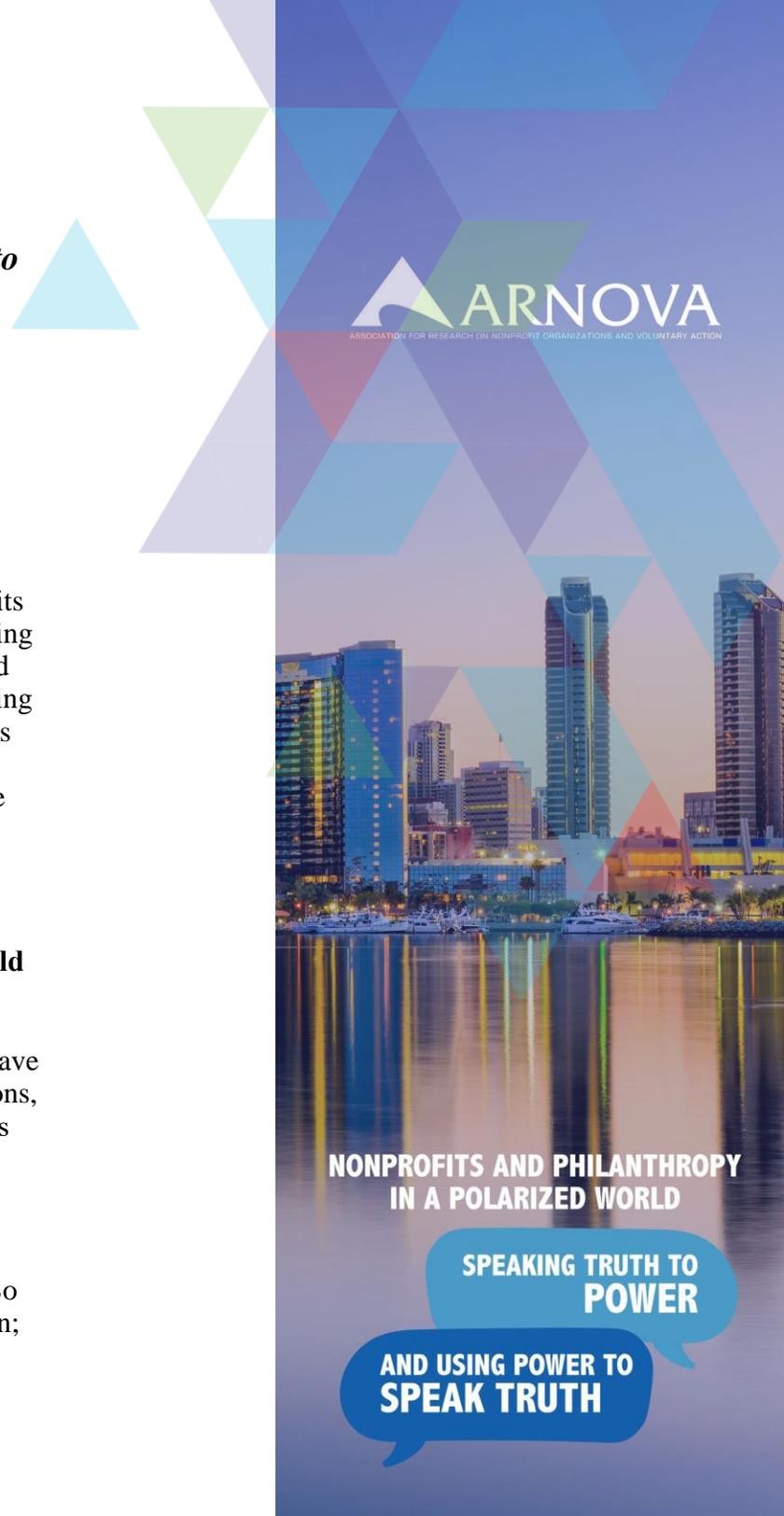
ARNOVA
ASSOCIATION FOR RESEARCH ON NONPROFIT ORGANIZATIONS AND VOLUNTARY ACTION

NONPROFITS AND PHILANTHROPY IN A POLARIZED WORLD

SPEAKING TRUTH TO POWER

AND USING POWER TO SPEAK TRUTH

501(c)(4) Tax Policy Advocacy Organizations: Where Charity Goes to War

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This study examines the finances, governance, and communication strategies of 501(c)(4) U.S. tax policy advocacy organizations. 501(c)(4)s may lobby and advocate freely to influence policy. Comparing 33 advocacy organizations with their 33 affiliated 501(c)(3) think tanks, the tax policy 501(c)(4)s sometimes had questionable governance structures, such as having fewer than three independent (unpaid) board members. Right-leaning 501(c)(4)s in the sample were more numerous and attracted significantly more grants and contributions per organization. Social media strategies also showed differences across party lines, with right-leaning 501(c)(4)s having roughly three times the Facebook presence of left-leaning 501(c)(4)s.

60 Days to Wrap-up: Shutting Down of INGOs in Pakistan

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The paper discusses the segregation of Pakistan's non-profit sector in local and foreign funded non-profits (also referred as NGOs) and the challenging landscape in which International NGOs operate in particular. While the environment for NGOs has always been hostile, recently several INGOs were asked to close down their operations and leave the country. The events, which were triggered with involvement of Save the Children in capturing of Bin Ladin in 2011, finally saw its climax in 2018. The paper aims to offer insight into ground realities that led to closing down of some INGOs in Pakistan.

Accountability Building and Civic Engagement by Environmental Grassroots Organizations in China

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This research focuses on how environmental grassroots organizations are navigating the narrative and mechanisms of neoliberalism and activating participatory democracy in China. Through qualitative case studies with the methods of observation and in-depth interview, this research aims to gain a comprehensive understanding regarding how environmental social organizations build their accountability and activate civic engagement at the intersection of neoliberalism and socio-political context of China. The examination offers a valuable perspective for the cross-context comparison with the existing literature regarding the formation and development of civil society and democratic practice within various contexts.

Accountability Practices of Nonprofit Arts Organizations

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This paper presents the results of a survey of accountability practices of nonprofit arts organizations in five Midwestern states. The purpose is to explore how arts organizations cope with "multiple accountabilities disorder" (Koppell, 2005) resulting from the need to answer "to everyone for everything." How do arts organizations demonstrate accountability to funding stakeholders and audiences? What policies and processes do they follow to ensure accountability? And what are the barriers to accountability? These questions are explored along the three dimensions of accountability: financial, organizational, and mission (Reiser, 2010).

Accountability to Beneficiaries: An Empirical Examination of Nonprofit Evaluation Capacity for Downward Accountability

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This study investigates the extent to which individual-level and organizational-level capacity factors influence a nonprofit's ability to demonstrate downward accountability to clients, beneficiaries and the community. Survey results (n=243) indicate individual-level factors predict downward accountability to greater extent than organizational-level factors. The results suggest that further developing individual evaluation competencies around the importance of downward accountability can shape organizational views on clients. Other implications are discussed.

A Comparative Study on Organizational Behavior of WISE in Japan
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The purpose of this study is to clarify the current situation and management of WISE in Japan through case study and comparative study. We focus on employment transition support for disabled persons in Japan. Firstly, we point out that this industry in Japan is not only difficult to growing sales but also prone to generate moral hazard. Next, we propose two hypotheses in relation to the organizational behavior including entrepreneurship, strategy and management in Japanese WISE companies.

A Comprehensive Measure of Diversity in Nonprofit Organizations
*Kerry Ann Kuenzi, University of Wisconsin Green Bay (kuenzik@uwgb.edu); *Jessica E. Sowa, University of Baltimore - Review of Public Personnel Administration (ROPPA) (jsowa@ubalt.edu)*

Recognizing the importance of representation of different groups within organizations, the public sector has extensive scholarship dedicated to representative bureaucracy. While the nonprofit sector values representation, diversity, and inclusiveness, the nature of the sector makes it difficult to address these issues in a complex way. This analysis builds a new model of nonprofit representation. This theoretical attempt will focus on advancing a complex way of "doing" diversity in nonprofits by identifying how existing dimensions of representative bureaucracy may operate in nonprofits, what aspects are missing, and what larger normative questions may have been ignored when considering meaningful representation in nonprofits.

A Counter-Revolution of Billionaires: Disingenuous "Disruption" and the Revolt Against the Regulation of Philanthropy
Norman I. Silber, Yale Law School/Hofstra Law School (norman.i.silber@hofstra.edu)

The emergence of the limited liability company (LLC) as a vehicle for philanthropic activity is nothing less than a disguised counter-revolution against a long history of the regulation of philanthropy. Many of those interested in reforming the flawed regulatory regime governing charitable activity have been seduced by the rhetoric of "disruption," and have implicitly endorsed the virtual deregulation of philanthropy by embracing the use of the LLC device.

A Critical Examination of University -Community Engagement Via Academic Service-Learning: Positives and Potential Pitfalls
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Academic services learning is an increasingly expanding type of collaboration between academic institutions and the community. Looking at this

partnership from the perspective of the community organizations, this research identifies the costs, and the social and economic benefits of service learning to nonprofit organizations and academic institutions. The findings of this research indicate that more emphasis should be given to the setting up of academic learning projects and to their management.

A Cross-Country Comparative Analysis of Institutional Power in Local Social Enterprise Ecosystems
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This paper undertakes a cross-country comparative analysis of local social enterprise ecosystems to better understand meso- and micro-level power differentials that influence the broad direction of social enterprise. While there are studies on social enterprise ecosystems, none have attempted a comparative analysis of institutional power dynamics involved. By comparing divergent ecosystems in Zambia, Australia, Spain, China, and India this paper finds similar underlying trends as well as differences in dominant local institutional influences on social enterprise. Implications include improved knowledge of system dynamics that help certain actors maintain power in the social enterprise discourse in a given country context.

Activist Entrepreneurship – Articulating Political and Disclosive Voices.
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This study of Activist Entrepreneurship reaches beyond the creation of an organization. It is based on entrepreneurial initiatives that opposes dominant actors' norms and values as well as resistance towards organizational boundaries in relation to other societal settings. Activist Entrepreneurship challenge entrepreneurship theories and contextualize the analysis in a framework in which theories of non-profit organizations are combined with theories on social movements. But Activist Entrepreneurship does not only oppose. Through the entrepreneurial process, new stories are articulated and thereby giving voice to new, or renewed, voices.

A Dream Deferred? How People with Work Devotion and Family Aspirations Experience and Navigate Career Decision-Making
*Carrie Oelberger, University of Minnesota (coelberg@umn.edu)

I examine career decision-making for people who are extremely devoted to work, but who also desire richer personal relationships, what I come to call family aspirations. Using rich longitudinal case studies following 82 international aid workers over seven years, I analyze how respondents experienced and coped with a clash between their work devotion and their family aspirations. I find that, even after a protracted process of deep reflection, many people with strong family aspirations choose to prioritize work. Respondents fear losing the sense of purpose that meaningful work provides in their lives without a highly probable alternative.

Advancing Religion: The Legacy of Chief Baron Palles on Irish Charity Law and Its Influence Abroad
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Irish law provides a statutory rebuttable presumption of public benefit for gifts that advance religion, in contrast to English law which requires demonstrable proof of public benefit before charitable status is countenanced. Ireland's more lenient approach originates with the seminal judgments of Chief Baron Palles, which in the centenary of his death, are now explored for the first time in light of new access to his judicial

library. This paper examines the influences on Palles whose decisions in turn have influenced Irish, Australian and Malaysian charity law and formed part of the judicial debate on religion in the UK.

Advocacy, Civic Engagement, and Social Change
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Suarez draws our attention to the social change activity of organizations that have received comparatively little attention in the broader literature on advocacy – those that are formally chartered as tax-exempt 501c3 organizations (service-providing public charities). He argues that advocacy is developing into a core component of the tactical repertoire of 501c3 public charities, becoming a legitimate tool or strategy for pursuing mission in the nonprofit sector. In addition, he suggests that public charities are increasingly well positioned to blend organizational advocacy with civic engagement, a dynamic and powerful approach for achieving social change.

Advocacy Organizations and Organizational Incentives: Reactions and Responses to the 2016 Presidential Election
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Scholars argue that advocacy organizations with public benefit missions can overcome free rider problems by offering purposive incentives (e.g, social justice) to motivate support. Participation in collective action organizations can also be facilitated by crises as they increase public attention to issues. The purpose of this study is to identify the types of incentives advocacy organizations offer and assess the effects of focusing events, especially the election of Trump and what ensued after. Our findings suggest that these events led to notable increases in public support for advocacy organizations and enhancement of the purposive incentives they provide.

Advocate for Survival? Will Lobbying Activities Contribute to an NGO's Survival and Financial Stability?
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The association between lobbying activities and an NGO's survival as well as its financial stability remain unclear. Some scholars argue lobbying, which can be perceived as a confrontation with the government, endanger an NGO's survival while other scholars claim that lobbying contributes to an NGO's survival through advocating for policies that protect the NGO's interests. In this paper, the authors test the association between the number of lobbying expenses (such as grassroots lobbying expenses and legislative body lobbying expenses) with the NGO's financial performance and survival rate using fixed-effect models and event history analysis and 2009-2016 IRS tax return data.

Advocating for What? The Nonprofit Press and Models of the Public
Mike Ananny, USC (ananny@usc.edu)

Mike Ananny draws our attention to the role of nonprofit media in helping to envision and create conditions for collective, communicative self-governance. Starting with a tour of U.S. journalism's historical orientations to news organizations and proceeding through a discussion of the financial and technological forces shaping contemporary nonprofit news, he introduces a typology that maps press funding techniques onto normative models of the public. The typology provides a tool for scholars and reflective practitioners alike to think about how nonprofit funding gives rise to networked publics.

A Framework for Collaborative Goal Pursuit: Evidence from International NGOs

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While a vast literature has established dependence and trust as major drivers of collaborative goal pursuit, research on how these two drivers interact is nascent. Using qualitative observations from interviews with 22 U.S.-based international NGOs in the field of children and youth services, this study explores how different levels of leader-perceived dependence and trust suggest a framework for different models of collaboration. The study contributes to management theory and practice by elucidating how organizational leaders consider dependence and trust together in their risk-benefit assessments of collaboration

A Genealogy of "Nonprofitness:" A Critical Examination of Nonprofit Management Education Programs

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Drawing on genealogical methods, we develop a counter-narrative to the dominant discourse in the field today. Towards this end, we trace the historical roots of "nonprofitness," exploring and exposing the contradictory pasts, suggesting how the field might have been constituted had power relations been altered.

A Global Initiative for Working with Faith Actors on Social and Behavior Change Communications

Olivia Wilkinson, Joint Learning Initiative on Faith and Local Communities (olivia@jliflc.com)

UN agencies regularly partner with national and local faith actors to implement behavior change programs that aim to shift attitudes and practices that hinder advancement towards the Sustainable Development Goals. In partnership with UNICEF, we undertook a study of their and others' work with faith actors on social and behavior change. After reviewing the literature and examining 17 UNICEF country programs, our findings demonstrate the main strategies for engaging faith actors, as well as many of the challenges for balancing interests across varied partnerships in which barriers and risks to engagement, instrumentalization, religious hierarchies and training methods are key concerns.

A Grassroots Approach to Influencing Urban Policy: A Case Study Analysis of One DC

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One DC, a grassroots level organizing-based nonprofit located in the heart of Washington D.C., is a prime example of how grassroots organizing, and building sustainable community capacity and leadership can help shape urban policies that serve equitably. This study assesses and analyzes the role that One DC has played in preventing low-income minority communities from facing the consequences of racially-infused urban policies such as gentrification in D.C., and how such approaches can be adopted in other similar contexts nationally and internationally to tackle key urban policy issues.

A High Quality Volunteer Experience in Singapore: From Compulsory Community Service in the School to Voluntary Community Service in the Community

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Singapore – where school-based volunteerism is compulsory for all primary and secondary school students – has a strong tradition of school and community-based volunteerism, but little is known about how contribution or volunteerism is generally understood by young adults, or the voluntary and civic activities they are engaged in. Guided by constructivist grounded theory, personal, in-depth interviews were conducted with 50 young adult Singaporeans between the ages of 25 and 34 years in December 2018, to describe how young adult Singaporeans understand contribution or volunteerism, and how their perceptions may have changed as they moved from school and thereafter into their communities.

Algorithmic Pricing in the Performing Arts: Examining the Congruence of Patron Concerns and Executive Decision-Making

Joshua Adam Gerlick, Case Western Reserve University (jag312@case.edu)

This paper describes a two-phased qualitative study to illustrate whether lived experiences of senior performing arts executives reflect patron concerns about the use of algorithmic techniques to make personalized price-setting or price-changing decisions. Preliminary findings suggest that legal frameworks of data privacy and antidiscrimination are tethered to the ethical frameworks of deception, fairness, and social justice to form a foundation of organizational factors considered by performing arts executives in the pricing decision. The primary contribution of this paper is to catalyze practitioner discussion and spur empirical research into the implications of personalized pricing in performing arts organizations using algorithmic models.

All Talk and No Action? Moving from Engagement to Mobilization Within Nonprofit Social Media Communities

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Using the pyramid model of social engagement as a framework, this quantitative content analysis examines and compares messages from two separate tweet chats sponsored by the nonprofit advocacy group Moms Rising during National Breastfeeding Month. Messages from both tweet chats are reviewed and categorized by type based on prior research. The study's findings deepen knowledge about hashtags in mobilization efforts and contribute to a more complete understanding of the second level of the engagement pyramid, keeping the flame alive. Ultimately, the study's focus on dialogue among members of an engaged social media audience advances the research literature about how nonprofit organizations can activate online communities.

Altruism, Tool or Rule? The Motivations for Having a Corporate Foundation in China

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China has witnessed a rapid growth of corporate foundations in the past ten years, from 139 in the year 2008 to 1000 in 2018, which accounts for 15% of all the foundations in China. This study tries to understand the motivations of establishing corporate foundations in the context of China. A three-level motivations framework (namely individual, organizational and institutional levels) based on literatures of CSR study and interviews with 10 foundations will be used to develop hypothesises, and the charity fund flow for a sample of about 300 foundations will be carefully analyzed to examine the motivations.

American Muslim NGOs and the Language of Critique

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This paper investigates the discourses--defined as "language in use" (Gee, ix, 2011)--associated with two subsets of nonprofits affiliated with the religion of Islam. Through Critical Discourse Analysis, we aim to excavate historical roots of oppression being addressed by Muslim organizations while highlighting the potential connections from ostensibly discrete, incorporated nonprofit organizations to broader, multi-faceted social movements.

A Meta-Analysis of US Nonprofit Use of the Internet

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The article presents a literature review and meta-analysis of studies of United States' nonprofit use of the internet as reported in major nonprofit studies journals in the twenty year period from 1998-2018. Answering calls to determine what exactly we know about US nonprofit internet use, this study analyzes what the nonprofit scholarly journals have published on the topic and identifies questions for future research.

Amplifying the Voices of Immigrants: Voting Participation of African Immigrants in the United States and Nonprofit's Involvement

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Contemporary Africa immigrants account for nearly 40 percent of all foreign-born blacks in the United States. They have steadily increased in number and have become an integral part of American society with equal rights to voting, once naturalized. Their voices can and should be amplified, especially with over one million registered 501(c)(3) nonprofit organizations, which serve and engage millions of people typically in underrepresented communities. Drawing from theoretical perspectives on the nonprofit sector, I examined the voting participation of African immigrants in the U.S and analyzed nonprofits' involvement in enhancing the electoral participation of African Immigrants.

Analyzing the Role of Institutional Donors Among NGO Revenue Portfolios in Ghana

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Since the 1990s, the role of institutional donors in nongovernmental organizations (NGO) revenue portfolios has increased, raising questions of resource dependence and accountability of NGOs. This study examines the revenue portfolios of Ghanaian NGOs to analyze the concentration of institutional donors and the organizational attributes of NGOs with and without institutional donors. Data is drawn from 2014-2016 NGO financial statements submitted to the Ghanaian government, encompassing over 100 domestic and international NGOs operating in Ghana. Findings show that NGOs are highly reliant on institutional donors and there are common organizational attributes among the NGOs that are reliant on these donors.

Analyzing the Role of Institutional Support: An Analysis of NGO Revenue Portfolios in Ghana

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Since the 1990s, the role of institutional support in funding Global South nongovernmental organizations (NGOs) has increased. In particular, the

concentration of international institutional support in revenue portfolios has raised questions of resource dependence and its effects on recipient NGOs. This study uses financial statements of NGOs registered in Ghana to analyze the concentration of institutional support in revenue portfolios, the diversity of institutional support by type (domestic, Sub-Saharan African, and international), and the correlation between reliance on institutional support with other financial characteristics (i.e., revenue concentration and financial capacity). Data is drawn from 2014-2015 NGO financial statements submitted to the Ghanaian government, encompassing 137 domestic and international NGOs operating in Ghana. Findings show NGOs are highly reliant on international institutional support and there are positive relationships between reliance on institutional support, financial capacity (measured by total revenue), and revenue concentration.

An Analysis of Motivations for Giving Among Giving Pledge Individuals Versus Couples

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The Giving Pledge, begun in 2010, is a platform for people with net worths exceeding $1 billion to publicly commit to give away at least half of their wealth. While wealthy individuals play significant roles in philanthropy, few studies examine their motivations to give. This study builds on prior work examining Giving Pledge signatories, seeking to understand whether differences exist between those who sign as individuals or who sign as couples. Additionally, the study examines if intended recipients of Giving Pledger generosity differ for couple versus single male pledgers.

An Epistemology of Methodology

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This paper examines the processes behind developing, proposing, funding, and publishing research in the nonprofit sector. My contention is that our field normatively exaggerates the differences between qualitative fieldwork in the sector and quantitative measures at both the organizational and sector levels. The impacts of this artificial separation are: (1) bodies of related research that do not communicate with each other; (b) limited methodological approaches to most questions; (c) a dearth of convincing causal arguments; (d) long delays in work getting into print; and (e) over-reliance on corporate-type (for-profit) data to measure the health of the sector.

An Examination of Corruption in Nonprofit Organizations: Types, Frequencies, and Narratives

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Once deemed as relevant primarily to the for-profit marketplace, corruptive behavior and its potential impacts are an increasing concern in the nonprofit sector. Past research on wrongdoing by charities is informative, but limited in scope. By relying on Charity Navigator advisory system to identify misconduct cases (N=168), our study explores the types and nature of corruption taking place in the sector. Our findings suggest that embezzlement, fake nonprofits, and abuse of position are most common types observed. This study contributes to the literature by exploring a broader range of issues than before and reporting results from the latest data (2018-2019).

An Examination of Fundraising Ethics and Compensation Structures in Higher Education

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The recent U.S. college admissions scandal has renewed discussion of the importance of fundraising codes of ethics, including the relationship to fundraiser compensation. This study examines current state of knowledge about compensation ethics among fundraisers within higher education and the organizational and individual factors influencing such understanding. Findings suggest general knowledge of ethics surrounding fundraiser compensation practices but also indicate confusion around nuances of pay-for-performance compensation.

An Examination of the Implications of Major State-level Lobbying Regulatory Reforms on Nonprofit Lobbying Expenditures

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While nonprofit organizations have become increasingly engaged in political activities, at the same time, several states have adopted progressively stringent lobbying regulations. To date, nonprofit scholars have yet to examine the relationship between state level lobbying regulations and lobbying activity among nonprofit organizations. Using newly updated IRS Form 990 data of e-filers, as well as data compiled from the National Conference of State Legislatures, we build a panel dataset to better understand how various lobbying reforms affect nonprofit lobbying expenditures.

An Experimental Test of Online Entrepreneur Mentoring Programs

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Entrepreneurship plays an important role in economic development, however most entrepreneurs lack social networks, social capital and other resources that support success. Mentors can help provide those resources, but little is known about interventions that can help entrepreneurs connect to mentors. This study makes use of a randomized controlled trial at an international nonprofit organization running a mentorship program for emerging entrepreneurs to test two strategies to support mentor-mentee matching. It has important implications for policymakers and practitioners seeking to drive economic develop through entrepreneurship.

An Exploration of the Impact of Public-Nonprofit Collaboration in Community Health Needs Assessment on Local Health Outcomes

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In recent years, scholars have been recognizing that we must find ways to address the broad health issues and improve community health through collaborative, cross-sector efforts. The Affordable Care Act (ACA) requires that nonprofit hospitals must conduct a community health needs assessment (CHNA) least once every three years, and the CHNA must consider input from community stakeholders. Using data from NACCHO, AHA, IRS 990 forms, and CHRR, we explore how nonprofit hospitals' collaboration with public health agencies on conducting the CHNA could affect local health outcomes. This study attempts to deliver empirical insights into the government-nonprofit or policymaker-practitioner relationship.

An Institutional Approach to Understanding the Development of CSO Regulatory Regimes: An Historical Analysis of 19 Countries

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CSO regulatory regimes are the laws that regulate civil society, and research on these political institutions has been a growth industry since the mid-2000s. Many analyses begin at the end of the 20th-century, however, and presume policymaking occurs "in the wild" with no preexisting laws in place. Informed by existing theory, I test domestic, international, and historical factors of institutional change using original data of 19 countries beginning in 1960. Results indicate that policy diffusion from geographic neighbors is mostly insignificant compared to the influence of U.N. Security Council members, and both domestic politics and the preexisting institutions strongly influence policymaking.

Anticipating the Future in Macarena, Colombia: A Community's Struggle for Sustainable Development and Peace

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This article ask how do civil society actors coordinate future action in a "post-conflict" context? Building on sociological theories of "anticipation", we answer this question by analyzing interviews and hearing transcripts from a controversy in Macarena, Colombia. We are interested in understanding the implications of the social constructions of the future and how they coordinate collaborative action or fail to do so.

Are Community Based Nonprofits Integrators or Segregators: A Look at Who Nonprofits Serve in the Phoenix Metro Area

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We address the question: Do all children have equal access to organizational resources in their neighborhoods? Does this vary by social class, gender, or race/ethnicity? Is there a division of labor among businesses, government/tribal agencies, and charities where each serves different segments of the community? Using diary data on children's activities on Saturdays in the Phoenix-Mesa-Scottsdale metropolitan area, the authors describe the different types of venues (households, businesses, public space, associations, charities, congregations, and government/ tribal agencies) that served different types of children. We discuss the implications of this organizational division of labor for exacerbating and/or ameliorating divisions within communities.

Arts at Work: Investigating the Impact of the Arts on Self-Reported Health in U.S. Counties

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This paper contributes to the literature on the social impact of the arts by presenting the results of the empirical investigation of the arts and culture sector's effects on community-level health outcomes. Drawing on the sample of over 3000 U.S. counties, we investigate the effects of the presence of arts infrastructure (measured as the number of arts nonprofits per capita) on self-reported individual health. The results confirm the generally positive effect of the arts on public health – both independently and via the interaction with the social capital.

Assessing Congregations' Economic Practices and their Role in Social Impact and Building Capacity in Communities

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For many people in the U.S., religious faith is a key component of their charitable giving. Almost one-third of all charitable dollars given in the U.S. go to religious congregations. Therefore, we conducted the National Study of Congregations' Economic Practices (NSCEP) to better understand how congregations receive, manage and spend their finances. We present an overview of the key findings from a survey of 1,234 congregations and highlight how congregations build capacity and make a social impact. We conclude with a discussion about how the state of the economic health of religious organizations influences the impact of religion on broader society.

Associations Between Transition-Age Foster Youth Outcomes and County-Level Service/Training Availability, Inter-System Collaboration, and Youth's Satisfaction

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Transition-age foster youth remain in a vulnerable position in domains such as education, employment, housing, mental health, and substance use. To meet their needs across critical domains, state/county officials and service providers have revamped services/supports. However, little is known about the effectiveness of these initiatives and collaborations and how transition-age foster youth perceive these efforts. This study assesses whether county-level factors and youths' experience are associated with youth outcomes across key domains. Findings suggest that differences between counties in service availability, cross-system collaboration, and youth satisfaction are associated with youths' outcomes in later years.

A Study of Collaborative Networks in a Home-Visiting Program: Based on the Nurse-Family Partnership Program in Pennsylvania

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The Nurse-Family Partnership home visiting program has been implemented by different organizations including government agencies and nonprofit organizations in local areas. The purpose of this research is to explore how the structure and relationship of collaborative networks are different depending on the organizational types of the implementing agencies. In addition, this research examines the relationship between the characteristics of networks and organizational performance in different organizational types of agencies. This research will analyze the collaborative networks of the six NFP agencies in Pennsylvania by using ego-centric network analysis. This research will contribute to developing network management in the public sector.

A Study of Cross-Sector Collaboration for Homeless Medical Services: Effective Collaboration Measured and Tested

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This research examines Continuum of Care homeless networks and explores factors affecting effective cross-sector collaboration to address the medical service needs of homelessness. Since federal resources have been largely concentrated on housing related services, medical service provision is often left to the responsibility of local entities such as local governments, hospitals and shelters. Hypotheses are developed based on theories of institutional collective action, and collaborative governance and tested by using national CoC network data. The preliminary results inform networks that have more members and members from health care industry, and maintains better data and information exchange system

achieve effective collaborations.

A Study on Effective Conditions for Creation of Diverse Social Values through Public Private Partnership

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The purpose of this research is to demonstrate how Non-profit organizations (NPOs) effectively created diverse social values based on their missions through a Public Private Partnership (PPP) based on a longitudinal case analysis. With focus on institutional logics underlying the strategic conduct of each NPO, we attempt to analyze how NPOs succeeded in aligning their logics to that of the PPP in accordance with changes in external environments while developing their own organizational capacities. Following this, effective conditions for creation of diverse social values through the PPP are to be demonstrated from the perspective of NPO managers.

A Tale of Two Impulses: Downward Accountability in the International NGO Sector

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Based on an in-depth case study of a large global NGO, the paper poses the following research questions: How did this agency decide to adopt downward accountability? How is downward accountability being implemented? What challenges are encountered in implementation, and how are they addressed? Findings suggest the agency has experienced greatest progress in beneficiary feedback and complaints (as opposed to in consultation, participation, or information provision). This has typically occurred within humanitarian relief rather than development projects. However, downward accountability seems at risk of devolving from a way to restructure INGO-beneficiary relations, to a technical component for meeting donor requirements

A Theoretical Exploration: Citizens, their Disappearance and Engagement in the Era of Privatization of Public Services

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It is possible that the government's use of market-based vendors, including nonprofits, for public service delivery has led to not just a downsizing of government, but also an associated reduction of citizenship and citizenship behaviors. This paper seeks to examine how the claimed passive citizenship stems from the privatization of public services, focusing on the different political and social implications of "customers" from "citizens". This paper then considers the policy solutions to promote citizenship in the current contract regime. Specifically, this paper focuses on the role of nonprofit contractors that have strong ties to politically disconnected groups of citizens.

Balancing Public Value and Efficiency: The Role of Nonprofit organization in Coproduction

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Abstract: Nonprofit organizations play important roles in coproduction, providing public service together with the government. How do they make balances between public value and efficiency? This paper demonstrates a case study of coproduction from China, describing how a nonprofit effectively participates in the process of service delivery of providing public financial supports for small and micro enterprises, during which process it managed to achieve the dual goals of public value and efficiency through flexible mechanism design. Unlike large-scale enterprises, who

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are privileged to get loans from the bank in contemporary China, small and micro enterprises have much weaker ability to withstand risks, and they are in a very unfavorable position in the credit screening market. They often encounter difficulties in both financing and transferring loans, and have to borrow from underground banks and borrowers. This has led to a serious problem to local financial environment. To solve this problem, the Yinzhou Bank Foundation collaborated with local government establishing a nonprofit re-lending platform. This platform has three characteristics: first, relevant collaborators share common goals on solving public problem; second, tailored mechanism designs strengthen responsibility and incentive structure; third, professional risk prevention secures fund security. These mechanism designs promote governmental decentralization and reduce administrative intervention. Through market-oriented mechanisms, this platform can promote efficiency in providing inclusive financial services. In this way, it balances the public value and the efficiency of service delivery.

Barriers to Collaborative Nonprofit Advocacy

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Scholarship on nonprofit advocacy recognizes that while nonprofits benefit from collaborative advocacy many do not participate in the collaborations. To clarify mechanisms of nonparticipation, this study examines nonprofit engagement in interest associations, with attention to low-resourced actors as well as to other factors such as collective action problems and policy disagreements. The qualitative study of 32 associations in the American charter school sector identifies 19 explanations and four are discussed in depth. Comparison of mechanisms leads to concluding that free rider problems and policy disagreements, both, substantially reduce nonprofit participation in collaborative advocacy and eclipse the low resource factor.

Before 1969: Donor Intent, Tax Avoidance, and America's Great Foundations

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In 1936, Henry Ford had a problem. Congress had increased the tax on large estates to 70 percent. If he died, Ford's family would have to sell his company to pay the taxes. Instead, Ford established the Ford Foundation and endowed it with enough stock to control his company. Hundreds of entrepreneurs subsequently followed Ford's strategy. They gave little attention to the charitable purposes of the foundations they created. The Tax Reform Act of 1969 ended this practice. This paper sheds light on this history and reevaluates at the idea of donor intent from the perspective of the late 1960s.

Being Business-Like and Still Serving Society? Investigating the Relation of NPOs Being Business-Like and their Societal Roles

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NPOs increasingly use business-like management methods and funding sources because they expect this to help them better fulfill their societal roles. Yet there are indications that when NPOs imitate businesses, this may cause them to focus on service provision and neglect societal roles such as community building, advocacy, and promoting civic engagement. We investigate this issue with survey data from a representative sample of Flemish NPOs. Preliminary results suggest that being business-like is independent from the extent to which these NPOs provide services, and only weakly but in some ways surprisingly associated with the uptake of other societal roles.

Beyond Bridging and Bonding: A Multilevel Approach to Describing Social Capital

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Social capital has been touted as a potential tool to assist economically distressed communities. Though the literature indicates there is a relationship between leveraging different types of social capital and improving economic development, the mechanisms are ambiguous. In this paper, insight from network theory is used to examine the capacity of a network to generate and mobilize social capital. To do this, we examine how social capital is used to promote local economic improvements by North Carolina's community development practitioners. Initial findings indicate low levels of bonding and linking social capital. Implications for network theory are explored.

Beyond Collaboration: Affiliated Nonprofits Supporting Local Public Parks

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Local governments in the United States are fiscally constrained to sustain and grow public services. Increasingly, this has meant turning to philanthropy. The purpose of this research is to identify and then understand the extent to which philanthropy supports local parks.

Beyond the Curriculum: Exploring the Impact of Two Novel Classroom Programs on Prosociality Among Youth

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Children spend the majority of their wakeful hours in school learning valuable skills such as addition and writing, but the formal curriculum provides little opportunity for students to consider and develop a "prosocial purpose", an awareness of how one's actions impact others and the desire to improve others' well-being. Given the value of nurturing prosociality, how can educators make the most of their classroom time? This paper describes two new initiatives – and initial pilot data – designed to encourage prosociality among youth through (1) monthly conversations and classroom donations, and (2) an intergenerational classroom conducted alongside seniors in a care home.

Blockchain-Based Charity Mode Research: Function, Organization Operation and Influencing Factors

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The development of blockchain technology contributes to trust-building on the Internet. Applied blockchain technology in philanthropy could reconstruct the trust mechanism between charitable organizations and the public, which will bring essential changes for charities and increase the public participation. This article argued that blockchain technology will push China philanthropy into a new era with innovative philanthropic development mode. The "decentralization of charitable organizations", caused by distributed ledger and peer-to-peer network of blockchain, might change the role played among the donors, the recipients and the charitable organizations. From the perspective of philanthropic culture change, this article analyzed the function of blockchain-based philanthropy, the change of charitable organization operation, and the multiple-level factors influencing the development of blockchain-based philanthropy. In the end, theoretical future research directions and practical coping suggestions

for charitable organizations were provided, to promote, encourage and guide the development of blockchain in philanthropy.

Board Member Emotional Intelligence and Nonprofit Performance

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In this proposal we use the case of nonprofit Minnesota charter schools to model the relationship between board member emotional intelligence and organizational performance. Specifically, we will use a unique dataset of nonprofit board members to test the link between an emotional intelligence index, and school-level test score performance. The results will advance theories of nonprofit board governance, and provide practical lessons related to nonprofit board development and member recruitment.

Board of Director Diversity: Comparing the Composition of Nonprofit & For-Profit Boards

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The rationale for organizations to diversify their boards of directors is multi-faceted. However, it is unclear whether nonprofit organizations and for-profit firms significantly differ in the demographic diversity of their boards of directors. As such, the purpose of this study is to compare the ethnic and gender diversity of the boards of directors between a sample of Fortune 1000 firms and nonprofit organizations. Preliminary findings suggest that nonprofit organization average significantly greater levels of ethnic and gender diversity on their boards of directors than Fortune 1000 firms.

Bringing Clients into Nonprofit Management Research and Education: Insights from Coproduction, Cocreation and Co-Membership

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This paper considers the role and contribution of clients in nonprofit organizations and what this suggests for nonprofit management research and education. The paper starts by pointing to the overall inattention to clients, and offers an explanation for this oversight based on a historical analysis of the literature. The paper then summarizes what we know about clients based on a review of research published in three nonprofit journals between 1998-2018 and hypothesizes three dimensions of the nonprofit organizations that shape clients' roles in ways that matter for managing nonprofits and their social impact that can inform future research.

Building Civil Society in Interwar Germany: Germany's First School of Public Affairs and the Vulnerability of Liberal Civility and Nonpartisanship.

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The polarization of political discourse renewed scholarly interest in the limits and potentials of an inclusive civil society. These questions are no novelty, as historians have analyzed the pillarization of civil society in many European countries in the decades surrounding World War One. This study analyzes discourses and practices of civil society in interwar Germany, against the background of the Nazi seizure of power. It compares two contrasting civil society conceptualizations and practices and details why a liberal conception of civil society based on civility, compromise, and

inclusion was unable to resist antidemocratic forces.

Built to Last: Endowment Building Strategies and Repercussions for Charitable Nonprofits

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Endowment building is a strategy to promote nonprofit organizational sustainability, but our understanding of the strategies by which true endowment is established depends largely on anecdotes and assumptions. Similarly, we know little about how true endowment changes a charitable organization. This study moves beyond financial data to uncover 1) how nonprofits have successfully built endowment over the past two decades, 2) how the presence of true endowment changes an organization's behavior, and 3) what constitutes a material endowment according to practitioners. Interviews and surveys are conducted with a random sample of nonprofits that successfully built endowment since the late 1990s.

Burden of Debt: Investigating the Role of Student Debt in Nonprofit Sector Commitment

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Evidence about millennial work motivations questions the durability of the donative labor hypothesis in explaining employee commitment and compensation. Nonprofit graduate education offers an employment pipeline into the sector, but we do not know if the burden of debt accrued from the education contributes to choices about work and commitment to the nonprofit sector. Using a sample of nonprofit education alumni, we inquire about their sector commitment in light of their student debt and compensation expectations. The findings offer a more nuanced perspective of how a rising generation of nonprofit professionals view career opportunities in the nonprofit sector.

Can Isomorphic Institutionalism Explain Nonprofit Leaders' Use of Best Practices to Meet Legal Accountability Demands? An Exploratory Study.

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Nonprofit leaders meet legal accountability demands by adhering to federal and state regulations and guidelines in the carrying out of their fiduciary responsibilities. However, given the lack of a standardized system that ensures nonprofit leaders have the appropriate knowledge to fulfill their fiduciary duties, a wide variety of best practices are utilized by nonprofit leaders to support their governance function. Given the external demands and pressures for accountability, isomorphic institutionalism provides some insight. In this study, 186 nonprofit leaders (board members and executives directors) were surveyed about what types of internal and external best practices they access to learn about their fiduciary duties related to care, loyalty, and obedience. Results show that nonprofit leaders prefer to access informal, socialized learning opportunities more than other formalized sources such a board orientation or board manual, regardless of role and the amount of board service experience. With regards to external sources, the findings show some differences between board members and executives. When analyzed by role, board members tend to utilize webinars, websites, print media and academic and certification programs more than executives. However, when analyzed by board service, there is a slight increase in reliance on websites for nonprofit leaders who have served on six or more boards in the past 15 years. These results contribute to the development of nonprofit leader trainings that suggest a more interactive, personable approach may be what is needed in order to ensure that nonprofit leaders have the necessary knowledge to fulfill their fiduciary duties.

Can Machine Outperform Human? Assessing Text Mining Methods in Public and Nonprofit Research

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This study assesses the increasing use of text mining methods in public administration and nonprofit management research. The study examines the quality of word clustering of themes of experimental public management literature, topic modeling of textual responses to open-ended questions, and sentiment analysis of nonprofit organizations' mission statements by comparing the text mining results with results generated by professionals. The study not only showcases how various text mining methods can be used for public administration and nonprofit management research but also provides evidence that text mining methods can be helpful. However, it is too early to conclude that machine programs outperform human professionals.

Capacity Development for Local Non-Governmental Organizations in Nigeria

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Some scholars (Bratton, 1989; Diamond, L 1994; and Young 1994) have examined the role of civil society sector also known as non-governmental organizations (NGOs) in a state as it relates to democracy, governance, and social capital. However, other scholars such as Mercer (2002) posit that NGOs are far more complex than the literature has suggested and advocated for a more contextualized understanding of the political role of NGOs. Nonetheless, NGOs are key stakeholders in responding to social and political issues across Africa. For example, they played an important role in education, gender, environment, and health care issues.

Capturing Cross-National Variation in a Sophisticated Fashion

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Andrew researches how international NGOs operate in authoritarian countries and the impact of shifting regulatory environments on NGOs funding and location decisions. His research draws on cutting edge quantitative analysis and data science.

Catalysts of Change or Conduits for Corruption? The Good and Bad Sides of Government and Civil Society Collaboration in the Philippines

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Today, it is estimated that there are 60,000 registered nongovernmental organizations (NGOs) in the Philippines. While NGOs have had a long history in the country, they came into prominence during the period of re-democratization in the late 1980s to the early 1990s. The 1987 Constitution encourages the establishment and operation of NGOs, while the country's devolution law, the Local Government Code of 1991, is replete with provisions on NGO participation in local governance. Various other laws put emphasis on the need for government-NGO collaborations to promote good governance in general and efficient service delivery, transparency, and accountability in particular. These have led to the proliferation of NGOs in all shapes and size. Many still fall under the traditional definitions of operational and advocacy NGOs, but majority of them lie in between. They concern themselves on every aspect of human and social life, and therefore almost as pervasive in society as the government itself. Yet, there had been much confusion on the proper role of these NGOs in Philippine society. Despite the benefits that they bring especially to the underprivileged members of society, critics point out that many NGOs in the Philippines are results of perversions of the very laws that allowed their propagation. Worse, there had been persistent allegations that NGOs were being used as conduits to siphon government funds to private pockets. One such case blew out of proportion to become a national scandal that involved some of the country's highest government

officials. This study will trace the development of government-NGO collaborations in the Philippines from the 1980s up to the present, identify their successes and failures, and explore the issues and challenges that they confront. The study also aims to come up with recommendations that the Philippine government may adopt to optimize the benefits that it can get from government-NGO collaborations and minimize the risk of negative interactions between the two. Along the way, it is expected that the study will also be able to produce lessons that might be of interest to the international community. The study will adopt the competing lenses of "New Public Governance" and the "Dark Side of Civil Society and Nonprofit Sector" as its main research frameworks. The former dwells on the idea that governance requires the collaboration of many actors from within and outside the government, while the latter concedes that despite positive normative values usually ascribed to civil society, their intentions and actions could also lead to negative outcomes. Historical analysis, content analysis, and hermeneutics will be the primary analytical methods that will be used in the study

Caught in a Web: How Networks of Transnational Actors (Un)Do LGBTI Rights
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With a rise in explicitly anti-LGBTI international non-government organizations (INGOs), such as the World Congress of Families, religious activism, and right-wing politicians, does this new global network put the advancement of LGBTI rights at risk? Using social network analyses, I assess the extent to which a country is embedded within INGO networks supportive and hostile toward LGBTI communities explains LGBTI policy adoption from 2009-2018. Results demonstrate how these polarizing networks pull countries in opposing directions. As anti-LGBTI networks grow, though, this runs the serious risk of undoing advancements made over recent years.

Caught in, or Creating, the Feedback Loop? Examining the Role of Nonprofits in Complex Adaptive Systems
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This research focuses on the dynamic role of nonprofit organizations that participate in health and social service networks over time by examining patterns of emergent and system-wide complexity. By building an agent-based model, this study addresses strategic vs. incremental decision-making processes, resource availability within an organization vs. across a network domain, and the effects of network domain saturation vs. structure. Findings suggest that nonprofit organizations are a key aspect of feedback and feedforward processes in networks that serve dynamic communities over time.

Changing Welfare Mix in Social Services in Croatia: Can TSOs Answer to New Social Demands and Challenges?
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The aim of the paper is to first, explore the contribution and current role that third sector organizations play in provision of social services and in answering to the new social demands and risks in Croatia and, second, the characteristics of environment in which they operate. Unfavorable environment, undeveloped cooperation of TSOs with the government and other stakeholders in service provision result in welfare mix arrangements characterized by dualism in social service system, which questions potentials and contribution of TSOs to lowering inequalities in access to social services.

Charitable Children: How Young Children Perceive and Experience Charitable Giving

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This paper presents qualitative evidence from an in-depth, participative action research project with 150 young-children aged 4-8 years old exploring their perceptions and experiences of charity. Most young children positively engage in charitable giving through home, school and their community, however less than 20% are aware of the cause area they are being asked to support, and most have little decision making in their giving. Children's willingness to give increases when they critically engage in the cause area and are facilitated to lead on giving decisions, coupled by increased and sustained efforts to support cause areas that matter to them.

Charitable Giving After the Tax Cuts and Jobs Act: Ramifications and Potential Alternatives

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There has been significant interest across the nonprofit sector with regards to how the Tax Cuts and Jobs Act (TCJA) will affect charitable giving in the United States. While some studies have predicted significant negative ramifications for the nonprofit sector, little is known about what is actually happening. This presentation will provide a preliminary understanding the short-term effects of TCJA on charitable giving and nonprofit organizations as well as analyses of potential changes to the current policy that might benefit charitable giving.

Charitable Nonprofits and the Business of Health Care

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Jill Horwitz examines both the roles that nonprofits play in the health sector and those that health care entities play in the nonprofit sector. Despite their dominance and lengthy pedigree as charities under the law, health care has presented a challenge to popular, legal, and aspirational understandings of nonprofits. In part, this may be due to the status of health care charities as financial giants in the contemporary nonprofit sector.

Charity in Prison: The Social Foundations of a Charitable Gift Program Created by Prison Inmates

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This paper reports an ethnographic study of a group of prisoners called The Lifeline Association that carries on charitable fund raising among other prisoners that has allowed them to make significant gifts to support programs in low-income communities close to the prison. The leaders of this group are all men with life sentences, and they have spent decades in prison. The paper will tell how the men do their fundraising, explore why prisoners give, and discuss the strategies of social action and personal improvement that motivates them.

Charity Pursuing Extended Growth in its Life Cycle from a Declining Phase

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Abstract This research aims to understand the evolution of charities over its lifecycle. The researchers examine the entry and exit of charities in UK (Kent) using data from Charities Commission and Companies House. This research explores key challenges encountered by the charity at different phase of the lifecycle that contributes to its decline. The researchers also investigate how some charities deploy turnaround strategies to escape from a declining phase, moving into the extended growth phase of the lifecycle.

Children are About to Change: Nonprofit Community-based Organization Moving the Public Participation Forward

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Compared with democratic countries, authoritarian regime lack institutional and organizational support for citizen's daily public participation. As a more vulnerable group, children's voice is more likely to be ignored. NCBO became the key actor in resource integration and strategic service providing to promote children's public participation. Based on ethnographic fieldwork, we adopt the five levels of participation theory as analysis framework. We find NCBO adapt the different strategies to put the children's public participation into the high level. This research may well stand at the forefront of broader changes in the landscape of positive youth development and developing civil society.

Choosing When and How: Exploring Nonprofit Closure in Canada

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The empirical definitions of nonprofit organizational vulnerability and death vary by study due to U.S data limitations. Using panel data techniques such as fixed-effects and logistic regression, this study tests the usefulness of the U.S. Tuckman-Chang (1991) vulnerability predictors on population data for Canadian charities. Then, the authors improve on the model using both conventional variables better suited to the model and characteristics unique to the Canadian context. Finally, the authors provide insights on how the characteristics differ between types of closure, thereby contributing to definitional clarity, practical managerial knowledge in preventing closure, and improved comparative knowledge of social sectors.

Civic Engagement in Times of Rising Inequality: How Socioeconomic Inequality Affects Charitable Giving, Volunteering and Nonprofit Membership

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The question of how socioeconomic inequality affects civic engagement is increasingly pressing in the light of rising inequalities in many countries, spawning a growing body of corresponding literature. We conduct a systematic literature review focusing on empirical findings, moderating and mediating mechanisms. Based on 44 articles examining this relationship, we find that higher levels of inequality are most often negatively related to civic engagement. Individual generalized social trust, awareness of need and status anxiety mediate this relationship, and numerous moderator mechanisms are at work. This article contributes to the literature with a comprehensive overview and framework about this relationship.

Civic Infrastructure and the Community Context of Parental Involvement in Education Across Diverse Racial/Ethnic Groups

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Theories of education and human development emphasize the likely role of the community context in parents' relationships with their children's schools, particularly parents from historically marginalized communities such as Latinx families. This study measures that community context through the lens of civic infrastructure, highlighting both its organizational and socioeconomic dimensions that promote parental involvement across diverse groups of families. Integrating zip code-level data from the American Community Survey, IRS data, and child-level data from the Early Childhood Longitudinal Study–Kindergarten Cohort 2011, child-level fixed effects modeling reveals few aspects of the community or family contexts associated with parental involvement.

Civic organizations that promote diverse participation in American democracy: A study of midsized 501(c)(4) organizations
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Civil Conflict as a Driver of the Size of the Nonprofit Sector in Middle-Income Countries: Evidence from Colombia
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This paper looks into the effect of the civil conflict as a factor that helps determine the size of the nonprofit sector in middle-income countries. It uses municipality-level data from Colombia to look at how former presence of illegal groups, attacks on civilians, and presence of internally displaced people (IDP) have an effect on the number of local nonprofit organizations registered across the country. The paper finds that the attacks on civilian population have a strong positive effect on the number of nonprofits. This finding echoes some evidence from related literature pointing to prosocial behavior in post-conflict settings.

Collaborative Governance in a Transnational Faith-Based Association: Principled Engagement and the Management of the Unity-Diversity Tension
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Collaborative governance requires principled engagement in order to develop shared motivations and manage the unity-diversity tension. However, we know little about how this process unfolds and what factors can contribute to the break-down of this process. Through content analysis, I trace a five year deliberative process within the Seventh-day Adventist denomination leading to a worldwide vote in 2015 not to allow women in leadership and a subsequent vote in 2018 outlining a new process for sanctioning noncompliance. Initial findings suggest that underlying ontological, epistemological and pedagogical differences among participants went unaddressed resulting uniformity being enforced rather than achieving unity.

Collaborative Immersive Learning Projects: A Pedagogical Path to Nonprofit Management Education
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Collaborative, experiential learning is a growing pedagogical practice in higher education today. This practice has pervaded undergraduate and graduate nonprofit and voluntary sector curricula in recent years. However, little is known about how experiential learning in the nonprofit and voluntary sector should be linked to the understanding of the social process of collaboration and co-production. Using three immersive learning projects implemented in a nonprofit management course, we will examine how community-based immersive learning project foster development of students' collaborative problem-solving skills and instill a broad understanding of the role of community organization in our society.

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Collecting Data in International Nonprofits Organizations: Smokes or Mirrors?

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Data on the nonprofit sector is now widely available to the public. Nonprofits have disclosed on their websites an unprecedented amount of information about their activities through different channels. This information is collected in various ways and aims to communicate the work, impact and influence of these organizations. However, we know very little about how nonprofits select the data they collect, that which they disseminate, or use to demonstrate their impact. In this research project, we use a grounded theory approach to explore the methods and functions of data collection, analysis, and dissemination strategies in international nonprofit organizations.

Collective Action as an Instigator of Entrepreneurship: Towards a Conceptual Model

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This paper seeks to develop a model to explore the potential impact collective action events might have on entrepreneurship through normative influences related to the act of organizing, the availability of human capital due to skills learned through organizing, and networks which activists develop by engaging in collective action. Specifically, I propose that social movements in a region will likely lead to an increased level of entrepreneurship. Additionally, I consider the potential moderating impact of the intensity of the event and the level of collectivism of a community on the decision whether to start a for-profit or a for-social enterprise.

Collective Co-Production in English Public Services – The Case of Voluntary Action in Primary Education

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This paper explores the extent and distribution of collective co-production across the single policy area of primary education in England. Focusing on collective co-production efforts, we present voluntary income data from over 300 primary schools and their respective parent teacher associations. 70 headteachers completed in-depth questionnaires exploring volunteer support in schools. Our data reveals three significant findings: the extent of collective co-production in primary education is increasing; this activity is driven by fiscal challenges resulting in schools feeling coerced into co-production and; this is resulting in increasing inequalities. We conclude with what this means for wider policy.

Collective Knowledge Generation and Policy Influence in Cross-Sector Knowledge Communities in China

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Knowledge communities, such as epistemic communities and communities of practice, have the potential to impact policy and governance. Drawing on longitudinal field research across six sub-national units between 2010 and 2018, and focusing on China's growing NGO sector, this study finds evidence of knowledge generation and diffusion in loosely defined communities. The paper addresses three issues in the conceptualization of knowledge that currently problematize the study of knowledge communities and then identifies aspects of the broader Chinese policy environment that enable influence. The paper then discusses cases of cross-sector collective knowledge generation and policy influence within the Chinese context.

Commercialism and Pay in the Nonprofit Sector: An Efficiency Paradox

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Whether the nonprofit sector pays more than the for-profit sector has important policy and practical implications but the findings are mixed. Major theories on nonprofit pay predict contradictory results. Using Cross-Classified Random Effects modeling approach, I decompose variances associated with industry, occupation, and state levels to analyze American Community Survey data from 2000 to 2016. With harmonious alignment of theories, my findings show that nonprofit workers donate their labor to the sector by accepting a lower wage, and commercialism not only increases employees' income but also widens the gender-pay and manager-staff pay gaps in the nonprofit sector.

Common Cause: Identifying Clusters of Volunteers by Motivational Profiles
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Specific motivations have been extensively researched to better understand why individuals volunteer. However, research on volunteerism has not explored how multiple motivations interact to influence the experience and outcomes of service. The proposed paper uses Latent Class Analysis, a methodology that creates groupings based on similarities between patterns of responses, to examine volunteer motivational profiles and their relationships to a variety of volunteer characteristics and service outcomes. The paper is based on data collected from surveys conducted with more than 1,000 volunteers at 19 non-profit organizations in the metropolitan New York area.

Communication for Coproduction: Theory and Evidence
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Public organizations need to communicate with citizens in order to reduce information asymmetry and thus coproduce better outcomes. The paper proposes a "communication for coproduction (CC)" model, which assumes that Type I individuals are unwilling to bear costs for additional information and Type II individuals are willing to acquire additional information at their own costs. The paper hypothesizes that additional information has positive effects on Type II individuals, but no effects on Type I individuals. Two different studies are used to test the effects of additional information on the two types of individuals empirically. The findings confirm the CC model.

Community and Organizational Antecedents of Revenue Diversification in Nonprofit Organizations
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This study examines the community and organizational factors that shape the degree to which nonprofits diversify their revenues across multiple sources, using a 10-year panel dataset of arts and cultural nonprofits.

Community Building from 'By Children' to 'With Children': Nonprofit Community-Based Organization's Social Service Innovation in China
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Children's participation and their views upon community and society is of great importance within the development of child-friendly city. However, due to multidimensional factors, children are often marginalized in the reality. This paper looks at the innovative attempts carried out by Nonprofit

Community-based Organization (NCBO) in X community of Guangdong Province in China. By cultivating children's capacities and letting them work together with adults through series of ecological building projects, the NCBO's actions not only brought about positive changes to the whole community, but also built up an effective participation mechanism for a more child-friendly and inclusive society.

Community Driven Board Gender Composition in United Ways
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Community logics rely on local norms, beliefs, and attitudes that may impact organizations in their communities. Gender status beliefs may be transmitted into organizations through these logics and may color recruitment choices for board members. This paper attempts to understand the relationship between community characteristics, the gender status beliefs associated with them, and the number of women sitting on United Way boards of directors over a period of 15 years. This paper uses panel data on 612 United Ways across 23 states to identify community characteristics that may change attitudes and receptiveness to women as members on boards of directors.

Community Foundations and Improving "Quality of Life": An Examination of Grantmaking as Community Leadership
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Community foundations have three distinct operational roles including asset building, grantmaking, and community leadership. While asset building and grantmaking are easy to quantify and measure, community leadership has remained an elusive concept for community foundations for many years. This paper seeks to utilize local and national data to develop a quality of life index and determine whether or not community foundations are making donor driven or data driven decisions, as well as if they actually improve the quality of life in their geographic service area.

Community, Identity and Non-Profits in Stateless Nations: The Development of Parallel Third Sector Ecosystems in Scotland and Quebec
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In this paper, we compare the development of the community/ social economy sectors in Scotland and Quebec, which have developed distinct ecosystems that diverge from the liberal regimes of the UK and Canada. We employ an institutional logics framework to consider how the rules, practices, values, beliefs and identities of each stateless nation have formed unique structures and identities of the third sector that distinguish them from their more powerful neighbours. In so doing, we produce new evidence using a novel institutional logics approach to refine our understanding of the development of sub-state level third sector ecosystems.

Comparative Analysis of Social Media Usage Among Faith-Based Nonprofits in the United States.
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This paper examines whether there are significant differences in social media activity levels in faith-based nonprofits. Six major religious groups in the United States were chosen. We analyzed 360 Facebook pages of Protestant, Catholic, Jewish, Islamic, Buddhist, and Hindu nonprofits over a one-year span, from January 1, 2017, to December 31, 2017. Findings indicate a positive correlation between revenue and the volume of posts and comments, but no correlation between revenue and likes and shares. Overall no significant differences in the coefficient estimates were observed. We, therefore, conclude there was no significant difference in social media behavior among faith-based nonprofits.

Comparing Voluntary Behavior Between Members of the Church of Jesus Christ of Latter-Day Saints in Colombia and the USA

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It is known that members of the Church of Jesus-Christ of Latter-day Saints have high volunteer rates in the United States, but what about other countries? Based on a previous survey of 2,664 Latter-day Saints in the US, we surveyed 1,719 Latter-day Saints in Colombia, asking questions about volunteering, giving, religious beliefs, and attitudes towards serving and volunteering. We tested hypotheses about whether the differences are explained by religious, cultural, or demographic characteristics. We also compare immigrant Latino Latter-day Saints in the US, to see if volunteer behavior is a learned behavior over multiple generations within the membership of the church.

Competencies Among Certified Nonprofit Professionals: Lessons for Curriculum Development

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While evaluation is an important part of managing nonprofit organizations and their programs, there is little consensus on the evaluation-specific competencies that are most relevant to undergraduate and graduate education. To better understand the preparedness and needs for education in program evaluation among nonprofit professionals, this study examines how Certified Nonprofit Professionals (CNPs) in public and nonprofit sector management positions use evaluation-related competencies. In doing so, we seek to identify common gaps between existing curricula and the practical needs of managers. Findings of the survey will be discussed in light of epistemological, pedagogical, and curricular implications for nonprofit programs.

Conceptualizing Venture Philanthropy in Australia

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This research is the first scholarly exploration of venture philanthropy in Australia. Although the practice is growing globally, little is known about how it is implemented outside of Europe and the United States. This paper presents a preliminary analysis of how venture philanthropy is understood and applied in Australia, based on interviews with research and practice experts. This research generates new knowledge about the adoption and adaptation of business practices in Australian philanthropy while providing the stepping stone for further research into its effects. It also makes a practical contribution by providing potential local adopters with information regarding its implementation.

Configurations of Determinants of Contribution to Crowdsourcing for Social Innovation: A Qualitative Comparative Analysis (QCA) Approach

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Contribution to crowdsourced social innovation is key to its quality and subsequent impacts. Yet amount of contribution varies across projects. This paper examines what combinations of project-based factors are necessary and sufficient to attract and not attract members to contribute. Guided by Issue Management theory and Signaling Theory, we identified the following variables: social issue relevance, duration of a challenge, number of partners, and cross-sector partnerships. With data collected from a global crowdsourcing community and the Qualitative Comparative Analysis

(QCA) approach, this study uncovers multiple pathways of conditions leading to high and low contributions.

Congregations and Collaborations: Navigating the Dialectics in the Collaborative Process
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The African American church serves as an anchor institution in disinvested communities providing social services. However, prompted by the retrenchment of government support, and the exodus of resources from these communities, the African American church has engaged in collaborative activity to provide much needed social support. Using critical race theory as the conceptual scaffolding to highlight dialectical tensions, this study seeks to examine the processes by which African American congregations engage in partnerships in Little Rock. Drawing on data from the 2018 Little Rock Congregation Study, we illustrate how race and class interact to shape clergy's dialectical collaborative processes.

Connecting Theory to Practice in the McKnight Foundation's International Program: An Analysis of Theories of Change Across 12 Countries
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Funders regularly require projects to incorporate evaluation in their work. The theory of change, a standard element of evaluation, produces both a product and a process that clarifies a project's thinking about their impact in the world. However, how does one determine if a theory of change is robust? Through the use of the Theory of Change Assessment Tool (ToCAT) and an analysis of 57 agricultural projects across the globe, the McKnight Foundation was able to assess the quality of their projects' theories of change, find opportunities for improvement throughout the system, and refine the ToCAT for future public use.

Consequences of "Leveling Up": Regional Case Study on Program Evaluator Practice of Social Return on Investment
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The study presents the results of a mixed methods case study the use of social return on investment (SROI) methods in Colorado's Pikes Peak Region for program evaluation. Using a new institutionalist frame, the case study focuses on the embedded program evaluator's awareness of SROI within the organization's evaluation process. The case finds regional association efforts led to the adoption of a particular brand of SROI measures, though not widely used, but techniques that create an advantage in philanthropic conversation and distribution games. The paper discusses the ramifications of using SROI to 'level up' in a saturated nonprofit field.

Consequences of School Choice Reforms in Sweden and Milwaukee: An Exploration of Similarities and Differences Using a Social Origins Lens
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We examine the effects of school-choice reforms in Sweden and Milwaukee (U.S.). Our paper depicts how both the ideological and theoretical arguments for choice-reform were similar in the two contexts, yet the results or consequences in terms of the organizational and sectorial disposition of the subsequent population of schools ended up strikingly dissimilar. While the Swedish voucher sector after the reform is dominated

by large-scale non-sectarian for-profit schools, the Milwaukee voucher sector is dominated by small-scale faith-based nonprofit schools. We seek to explicate these differences using the welfare regime- and social origins theory literatures, and organizational and historical institutional theory.

Coproducing Accountability in Community-Based Apprenticeship Mechanisms: A Comparative Study Between Florida, Ohio, and Taiwan

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This paper explores some pressing policy issues for coproducing accountability in the collaborative governance process of cooperative education policy. We present three unique cases by examining the dynamics of community-based coproduction mechanism of apprenticeships in Florida, Ohio, and Taiwan. We conduct secondary data analysis and in-depth interviews with public managers, school administrators, and influential actors of the community-based coproduction mechanism and their major community collaborators. The preliminary results demonstrate the different levels of participation between the governments, employers, and community schools in Florida, Ohio, and Taiwan.

Co-Production and Complex Contracts: Lessons from the Transition Coaching Sector

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We examine the relevance of themes from the complex contracting literature to government- nonprofit contracts that lack hierarchical contract arrangements or transfer payments. We interview public and nonprofit executives and staff from the Transition Coaching sector about contracting behavior, then interview them after a series of complex contracts with a large public sector entity. Our findings indicate that pursuit of social value creation drove cross sector collaboration, but we find evidence of opportunism and perfunctory behavior by nonprofits. Bureaucratic structures designed to prevent opportunism were roadblocks to contract completion, and reputation and trust were key to win-win outcomes.

Co-Production and Substance Use Disorder Treatment Clinics' Service Output Patterns

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Health, social, and human service providers are interested in diverse ways to engage service users in service production process. Recent conceptual advancements suggest multiple co-production mechanisms may operate in a service field with unique strengths and weaknesses. Using a nationally representative data of substance use disorder treatment clinics in the United States, this study investigates how clinics' use of co-production mechanisms is associated with organizational service offerings and utilization patterns. More than half of clinics implemented at least one co-production mechanisms to incorporate patient's perspectives into care processes. Regression analysis results highlight potentials and limitations of the co-production mechanisms.

Co-Production of Foster Youths' Transition to Adulthood: Predictors of Transition-Age Foster Youths' Participation in their Independent Living Plan Development Process

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Foster youths' involvement in their independent living plan (ILP) development is a legally mandated process recognized as a potential protective factor during their transition to adulthood. We investigate youth-level and county-level predictors of ILP development in a representative sample of California foster youth (n = 611). Nearly a quarter of the youths were either not involved in or not aware of their ILP at age 19. Results of the ordinal logistic regression analysis find that social support, staying in care past age 18, and county court supportiveness increased the odds of youths' ILP involvement.

Corporate Philanthropy and Firm Value in Africa

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This study sought to investigate if Corporate Philanthropy leads to value creation for a firm's shareholders in Africa using firms listed in Johannesburg Stock Exchange (JSE) as the representative sample. Only 25 firms had data over a short period of 11 years resulting in 255 firm years of data. Panel Ordinary Least Squares (OLS) model results reveal that four variables including CSR index positively influence firm value. The study also investigated the motives for Corporate Philanthropy. Results indicated that book value of a firm, sales revenue size (Total Assets), leverage and CSR reporting significantly influence a firm's decision to donate to charity. These findings reveal that a firm's participation in charity is a long-term strategic commitment for financial returns to all the corporate stakeholders

Creating an Intersectional Feminist NPO/NGO Sector: #Mettoo and #Aidtoo

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This research explores the implications of #metoo and #aidtoo for understanding nonprofit/nongovernmental organization (NPO/NGO) theory and practice. NPO/NGOs are expected to protect the most vulnerable, yet often fail. This requires more than bureaucratic reforms. The broader context and structures must change to end the oppression of women within NPO/NGOs. This study asks: What does a critical feminist NPO/NGO sector look like? An overview is provided of how women have been oppressed. We draw on an intersectional feminist theory lens to highlight the context that enables such corruption and discuss potential avenues for creating change to end such corruption.

Creating Social Innovation in Nonprofits Service Delivery: Fighting HIV/AIDS in the Texas Latinx Community

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The non-profit community is an essential and valuable resource in the US for outreach in the area of HIV/AIDS. HIV and AIDS infections are on the rise within the Hispanic community, especially among new immigrants. This study examines non-profit interventions in the area of HIV/AIDS and how organizations are responding and innovating their service delivery. The Hispanic demographic includes a diversity of racial and ethnic identities, which makes changing attitudes and behaviors challenging. Culture, religion, and community cohesion are beneficial elements and integrating cultural sensitivity into the outreach effort will be vital for innovation and change.

Crisis on the Border and Discord at Home: Examining Donor Support for Nonprofits Working on Latin American Immigration Issues

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Economic and political crises are leading to outmigration from Latin America to the United States. While nonprofits are working hard to provide shelter, food and other help to these migrants, some US news outlets depict them in negative terms. Given these conflicting narratives, we conduct a survey experiment (1,500 individuals in the United States) to explore whether information about immigrant characteristics influences survey participants' willingness to donate to a charity helping them. To our knowledge, this is one of few studies examining whether recipient characteristics other than need make a difference in people's decision to donate to charity.

Current Model for Managing Companion Pet Overpopulation through Multi-Stakeholder Collaboration

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The modern-day companion pet overpopulation situation is a human-driven problem (Frank, 2004). Improvements achieved over the past 20 years with U.S. Animal Welfare Organizations (AWO) are commendable and driven by low-cost sterilization programs, foster programs, community engagement, and marketing innovation. Yet, companion pet overpopulation persists, contemporaneously, on a regional level(ASPCA; Count, 2016). Existing knowledge with the emergence of companion pets seen as family members belongs in the foreground (Melson, 2001). Examination of relinquishment reasons and efforts to assist household retention of resident pets remains underserved. Key W

Data Science Curriculum in Nonprofit and Public Affairs Programs

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This study examines the inclusion of data science in the {public administration/public policy or nonprofit curriculum. Data Science is generally considered to include statistics, computer science (particularly machine learning), mathematics and content knowledge about problems and issues. The study examines (1) current and future offerings, (2)staffing (3) interorganizational arrangements that are used and (4) future plans. It will also look at what technology is used.

Data Science Use by State Level Child Advocacy Organizations

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This study examines data science adoption in a national group of state level organizations engaged in advocacy for policy issues involving children who are part of the Kids Count Networks.

Dear Cousin: Testing a Pedagogical Strategy to Develop Students' Critical Perspective Taking Skills

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This paper examines the effectiveness of a pedagogical strategy designed to increase students' perspective taking capacity, which is both a core capacity for critical studies and a practice known to increase leadership effectiveness. Students read one of six memoirs of nonprofit leaders, met in mini book clubs, and wrote a two to three-page letter from the perspective of a community member in which the author worked. Preliminary findings suggest that students are highly engaged in the leadership book project and have various levels of difficulty attempting to write a letter

from the perspective of the community member.

Decision-Making in Collaborative Governance Networks: Distinguishing Between Input, Throughput, and Output Legitimacy

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Collaborative governance (CG) networks are intended to bring "multiple stakeholders together in common forums with public agencies to engage in consensus-oriented decision making" (Ansell & Gash, 2008:543), which suggests that the degree to which stakeholders find decision-making processes legitimate is essential to their functioning. But how should we assess whether decision-making is "legitimate"? We develop theory about legitimacy in CG and assess that theory using data from a comparative case study of 18 US Continuum of Care networks that are responsible for homeless services. Using qualitative comparative analysis (QCA), we find multiple, non-overlapping pathways to legitimate decision making.

Deconstruction of 'Third World Woman': Critique of Fundraising Representations by International Nongovernmental Organizations in the U.S.

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This paper aims at answering how are beneficiaries from developing countries represented by large International Nongovernment Organizations (INGOs) based in the U.S in their fundraising material. I answer this question using semiotics to construct overall meaning of 320 images from 32 largest INGO's based in the U.S. and content analysis of open-ended survey responses from 750 participants. The findings suggest INGOs portray an overwhelmingly single woman and children as weak and dependent on western donors whereas western women as confident. Also, stereotyping developing countries men as not responsible as if they have abandoned their families.

Defining Coproduction:Deriving Lessons from the Worlds of Research and Practice

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Privatization and coproduction have become popular approaches to deliver better and more cost-effective public services. However, the literature has not yielded adequate understanding of the relationship between these approaches. Based on the 2017 International City/County Management Association Alternative Service Delivery survey of U.S. cities and counties (N = 2,344), this study aims to contribute to the existing literature by exploring the links among privatization, coproduction, and the nonprofit sector. As governments cross-nationally look for new ways of providing public services, this study should offer practical significance in seeking innovative approaches with respect to citizen participation, privatization, and the nonprofit sector.

Deliverance: Doula Micro-Entrepreneurs are Disrupting the Bleak Birth Outcomes of African American Babies in Cleveland

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There is a group of women in Cleveland, Ohio working through systemic and community barriers to achieve equitable birth outcomes for African American babies. This 501(c)3 community-based nonprofit is a self-proclaimed village of birth workers formally known as perinatal support workers (or Doulas). Unlike a midwife, these are micro-entrepreneurs are non-medical persons providing social support to pregnant women. Doulas

are also highly trained in essential health needs that affect quality of life. As a result, the Doulas not only provide necessary health and wellness guidance, but can also relate to their clients from both a community and cultural standpoint.

Designing Volunteering Appeals Based on the Functional-Motives Theory: A Choice-Based Conjoint Approach

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This study tests the effectiveness of various design elements of volunteering appeals. Unlike previous research, the current study estimates the design features' effects simultaneously in a conjoint-based approach. Besides slogans that are based on functional motives, guilt vs. pride arousal induced by pictorial representations, and performance and accountability certificates, the study considers the time expense of volunteering. The empirical findings indicate that functional motives are the most important design feature, followed by time effort, guilt vs. pride arousal, and performance and accountability certificates.

Developing a Framework of Social Impact Capacity in Grassroots Nonprofits

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This study examines social impact capacity in nonprofit community sport organizations (CSOs). CSOs are broadening the scope of their efforts beyond sport provision to address wider social issues and promote social engagement in their communities. The paper presents results from a multiple methods study which outlines the key dimensions of social impact capacity as well as a new scale to measure the extent to which various dimensions of social impact capacity predict an organization's engagement in specific types of social impact initiatives. The results will aid grassroots nonprofits in building capacity and focusing their social impact agenda.

Developing and Validating a Capacity Instrument for Chinese and U.S. NGOs

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The proliferation of international research on NGO capacity raises questions about the degree to which existing NGO capacity instruments, which usually drew data from U.S. NGOs, can apply to the study of NGO capacity in other countries. To allow meaning comparisons of NGO capacities across countries, we examine the measurement equivalence of Shumate and colleagues' (2017) 8-factor 45-item NGO capacity instrument across a matched sample of Chinese and U.S. NGOs. Findings suggest that a revised 7-factor 28-item capacity instrument better accounts for the capacity of both Chinese and U.S. NGOs. Implications for the comparative study of NGO capacity are discussed.

Developing the Critical Nonprofit Educator/Scholar

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The goal of this paper is to identify the core capacities required of the critical nonprofit educator/scholar and to create a research and professional development agenda related to the exploration and development of these capacities among ARNOVA members. To identify the core capacities, we

will synthesize research across multiple disciplines, including leadership studies, psychology, critical theory, queer theory, feminist theory, sociology, political theory, and cultural studies.

Diaspora Philanthropy in Higher Education in Sub-Saharan Africa

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The concept of diaspora philanthropy is not new; emigrants worldwide often provide monetary and other resources to their countries of origin. This paper focuses on diaspora philanthropy as it relates to higher education in Sub-Saharan Africa. The Sub-Saharan African diaspora has created intellectual and financial resources globally, and diaspora communities have become recognized as a developmental asset for their countries. In higher education, diaspora philanthropy is expressed through financial and in-kind donations, institutional partnerships, and exchange. The authors examine the current shape and scope of Sub-Saharan African diaspora philanthropy in higher education using both qualitative and quantitative approaches.

Differences in Job Satisfaction Between Public and Nonprofit Sector: Evidence from Public and Nonprofit Charter Schools

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Public service motivation (PSM) literature shows that the intrinsic motivation of employees in public and private employees differs suggesting that people in public sector tend to have higher PSM than those in private sector, and it makes a clear distinction between the two sectors (Perry & Rainey, 1988; Perry & Wise, 1990). However, little is known whether there is any difference in job satisfaction between public and nonprofit sector given that their motivation seems similar. In this regard, I probe whether teachers in nonprofit charter school have different job satisfaction or goals for education from public school teachers and also whether their satisfaction is driven by school performance. The results suggest the importance of contemplating the gap of job satisfaction between the public and private sectors. However, the gap in motivation is not attributed to school performance. Even after controlling for various administrative factors and time-varying trends, job satisfaction in the nonprofit sector is remarkably lower than that in public sector.

Different Standards: Nonprofits are Penalized More Harshly than Commercial Organizations for Ethical Transgressions

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We tested whether nonprofits committing organizational transgressions are treated more leniently (moral shield hypothesis) or more harshly (disillusionment hypothesis) by consumers. In three experiments (collective N = 1294), participants were told that an organization had engaged in fraud (Study 1), sexual exploitation of women (Study 2), or exploitative labor practices (Study 3). Consistent with the disillusionment hypothesis, decreases in consumer sentiment (trust, consumer intentions) post-transgression were greater for a nonprofit (vs commercial) organization, mediated by expectancy violations. Results confirm that, although nonprofits benefit from their moral reputations, they are penalized more harshly

than commercial organizations when they breach consumer trust.

Digging Deep Into Quantitative Indicators
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Anthony DeMattee discusses the benefits of an institutional approach that uses "institutional statements" to improve the conceptual comparability of laws from unique legal contexts; incorporates both "constitutional rules" and "collective-choice rules" into historical, large-N analyses of institutional change and development; and through fieldwork, underscores the important difference between rules-in-form and rules-in-use (or "working rule").

Discourse Positivity and Foundation Competitiveness of Online Fundraising
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One way to generalize the charity giving behavior is to regard it as the purchase of commodity, that is, the willingness of people to give depends on utility and cost. Given online charity provides a competitive fundraising market, we treat donor sentiment satisfaction as intrinsic motivation over traditional egoism or altruism utility, and foundation marketing competitiveness as donors' information access cost over traditional monetary consuming cost. We conclude the "J-type" growth curve by Python nature language learning (NLP), that thousands of online fundraising discourse could map donor's sentimental motivation as empathy rather than sympathy, and a high degree of marketing-fundraising capability in startups rather than traditional giants.

(Dis)Incentives to Strategic Partnerships: Can Alliance Catalyst Funds Help?
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This paper discusses impediments to consolidation activity (i.e., merger, acquisition, strategic partnerships) in the nonprofit sector, highlighting current regulations and economic barriers that decrease the incentive to consolidate. The paper will also present recent pooled funding initiatives called Alliance Catalyst Funds (ACFs) that provide grants to organizations considering meaningful and sustained partnerships. The paper will conclude with recommendations for how such initiatives can improve the overall health of the nonprofit sector.

Do Donors Care About Nonprofits' Revenue Sources? A Conjoint Experiment on the Impact of Revenue Source Information on Individual Giving
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Existing literature investigating the impact of the availability of accounting information on individual giving focused on expenditures. The classic crowding-in and crowding-out model indicates that accounting information on revenue should not be ignored. This study conducts a conjoint experiment to investigate how information on revenue sources of a nonprofit organization affect donors' giving decisions. Several factors that contribute to donors' decision-making are hypothesized, including the information availability, proportions of the major revenue sources (individual giving, government funding, program service income), and revenue diversification. Logit model and OLS model will be used in the analysis.

Does Additional Mandatory Reporting Alter Charity or Donor Behavior? -- Examining the 2006 Pension Protection Act

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This paper examines the charity and donor response to mandatory disclosure of unrelated business income tax filings, the Form 990-T, and evaluates this disclosure's effectiveness as an accountability measure. Doing so contributes to the philanthropy literature on donor and charity response to mandatory disclosure. Following the passing of Section 1225 of the Pension Protection Act (PPA), I find no change in donor behavior towards charities earning unrelated business income after making their Form 990-T public, as total contributions and government grants received do not statistically change after PPA passage. Charities also display no statistical change in gross unrelated business income reported by Form 990-T filers; however, the utilization of taxable subsidiary organizations, not subject to public disclosure. Roughly one in three Form 990-T filing organization create a subsidiary immediately after PPA passage, rendering the accountability measure ineffective.

Does an Emotional Mission in a Rational Space Increase Donations and Volunteers?

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Do nonprofit organizations that use comparatively more emotion in their mission statements than others attract more volunteers and donations? We use IRS 990 e-filer data to perform a sentiment analysis on over 100,000 nonprofit mission statements from 2012-2016. Computational text analysis measures the positive or negative affect of a mission statement. We assess whether the percentage of emotional words (positive or negative) used in a nonprofits mission statement is greater than the average percentage of emotional words across all nonprofits in its NTEE category. We then link greater-than-average positive and negative sentiment to the donations and volunteers reported by nonprofits.

Does Collaboration Lead to Better Outcomes? Exploring the Influence of Networks on Nonprofit Evaluation Capacity

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Nonprofit and public sector collaboration is focused on solving complex and systemic social, economic, and environmental problems. In theory, the network of relationships that form as the result of formal and informal collaboration have powerful effects on capacity, effectiveness and performance of nonprofit organizations. One variation of nonprofit collaboration – inter-organizational networks – are characterized by repetitive and reciprocal exchanges, between two or more semi-autonomous organizations, based on trusting relationships in order reduce the cost of transactions, create value, and ultimately deliver a better product or service. Combining social network analysis and regression modeling, this presentation examines the relationship between inter-organizational networks of nonprofit and public sector organizations and continuous learning through nonprofit program evaluation. Using results of an online survey from a large sample of service providing and policy advocacy health organizations in the Austin, Texas, metropolitan region, we test the effect of network embeddedness on the organization's utilization of data-driven evaluation. Results suggest a social contagion effect among network clusters and that bridging ties are important network drivers.

Does Gender Composition of Nonprofit Boards Influence Adoption of Good Governance Practices? An Empirical Analysis Using IRS 990s

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Because of their tax-exempt status, nonprofit organizations are accountable to the general public, which tends to hold the sector to high ethical expectations. Nonprofits maintain these standards and signal their ethical conduct through board composition as well as the adoption of good governance practices. However, due to the diversity of nonprofits, a universal measure of good governance remains elusive. Drawing on existing governance literature and data from IRS Form 990s, this study first explores ways of conceptualizing and operationalizing good governance, and then analyzes whether the gender composition of nonprofit boards influences the adoption of these practices.

Does Gender Matter? A Feminist Exploration of the Financial Performance of Social Enterprise

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Social enterprises are businesses that intentionally pursue social value creation through earned-income strategies. A growing body of research suggests that women may be prone toward the social aspects of social enterprise such as aiding disadvantaged groups, contributing to local communities, and other mission-driven initiatives. Little is known about the financial performance of social enterprise from a gender perspective. Through feminist methodology, this mixed-methods study uses survey data and semi-structured in-depth interviews to discover the distribution of U.S.-based for-profit social enterprises owned by women or men, whether gender matters to their financial performance, and how gender may matter. Findings reveal far more similarities than differences between the financial performances of women- and men-owned social enterprises, and that gender may not matter to the financial performance of social enterprise as much as commercial enterprise. However, significant differences indicate that gender may matter in three areas: ownership, profits, and priorities; and that women-owned social enterprises perform better than men-owned social enterprises in several areas, including average annual revenue, financial expectations and preferences, and number of employees. Exploration of the gender/business literature suggests that these differences may be explained by gender-related issues such as women's lack of financial resources, work-life balance, and the effects of mentors and role models, among others. The study concludes with potential limitations; implications to policy, practice, and theory; and recommendations for future research.

Does Job Control Influence Job Satisfaction? Moderating Effects of Job Control with Non-profit Employees' Job Satisfaction

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This paper examines the impact of workload demands on job satisfaction at different levels of job control. One thirty-seven non-profit employees in New York City participated in this cross-sectional survey study. Drawing on conservation of resources theory, the study examines whether the hypothesized relationship of workload demands at work with job satisfaction is moderated by job control. This cross-sectional survey research makes a unique contribution to the non-profit literature by uncovering the moderating role of job control for employees in emotionally challenging nonprofit settings.

Does Marketing Orientation Increase Artistic Innovation in Nonprofit Professional Theaters?

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This study explores the relationship among artistic innovation, marketing orientation, and funding structure. This empirical research uses data from

the SMU DataArts' Cultural Data Profile and the data includes 1,754 nonprofit professional theatres in the U.S. The current analysis demonstrates that marketing orientation and revenue diversification increases product innovation whereas government support and revenue from customers such as ticket buyers and subscribers, decreases artistic innovation in nonprofit professional theatres.

Does Nonprofit Administrative Capacity Obscure the Benefit of Revenue Diversification? A Study of Racial/Ethnic Serving Nonprofits

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Racial/ethnic serving nonprofits, those serving primarily racial and ethnic minorities, play a key role for many minorities as the last resort for their unmet needs. Yet, these organizations are usually at a disadvantage to obtain funding from foundations and governments. Revenue diversification strategy has been celebrated as a way to increase nonprofit sustainability, but it is not clear whether it is applicable to racial/ethnic serving nonprofits given their limited administrative capacity. Based on an original survey of approximately 400 racial/ethnic nonprofits, we examine the impact of revenue diversification on organization financial health and the moderating effect of administrative capacity.

Does Retirement from Volunteering Impact Well-Being? A Longitudinal Analysis Using National Social Life, Health, and Aging Project Data

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In the study of volunteering and well-being, the literature focuses primarily on the benefits accrued by older adults when they volunteer. However, less consideration has been given to withdrawal or retirement from volunteering. In a policy context in which volunteering is increasingly offered as a solution to the "problems" of aging, the question of how the loss of volunteering roles impacts well-being must be investigated to guide organizations who work with older volunteers. Utilizing three waves of the NSHAP, this study considers conceptually and empirically the phenomenon of volunteer retirement and its impact on older adults' well-being over time.

Does Social Media Marketing Enhance Online Users' Positive Attitude and Behavior Towards Non-Profit Organizations?

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In spite of NPOs' increased use of social media marketing, little attention has been paid to its impact on people's attitude or behavioral change. This study examines factors affecting online users' attitudes and behavioral intentions towards nonprofit organizations' social media marketing. This study conducts an online experiment by using fictitious social media pages that include identifiable information on the NPOs' environmental causes combined with an accreditation logo on public charities' accountability as a device to test the signaling effect. This study brings practical implications for nonprofit charities' effective use of online marketing strategies as well as pedagogical implications in incorporating nonprofit marketing strategies with social causes from the double-bottom line perspective.

Does Transparency Matter? The Effect of Foundation Transparency Information on Donation Decision-Making

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The role of transparency in achieving nonprofit accountability has been well recognized. A great deal of research has been conducted on nonprofit transparency. Although the relation between nonprofit transparency and donations to nonprofits has been extensively examined, evidence about how nonprofit transparency influences people's donation decision-making is little. This study sets out to investigate how people use foundation transparency information to make their donation decisions. Specifically, we conducted two studies in China to examine how foundation transparency information in comparison to performance information influences people's donation decisions and how people value different types of information disclosure in their donation decision-making.

Do Nonprofit and For-Profit Social Enterprises Differ in Financing?
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This study is an empirical investigation of the survey data from 109 social enterprises, nonprofit and for-profit, in Illinois. We compare sources of startup funding and revenues of social enterprises by the legal form. Findings reveal that nonprofit social enterprises do not significantly differ from their for-profit counterparts in sources of startup funding. But the types of revenues differ by the legal form of social enterprises. Nonprofit social enterprises are more likely to rely on foundation grants and government grants as their primary sources of revenues while for-profit social enterprises are more likely to reply on revenues through sales.

Donors' Responses to Messages of Commercialization
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The influence of commercialization and commercial activities on nonprofits has been one of major concerns to nonprofit scholars. Among various issues, its influence on donors' charitable contributions draws attention. From conducting two online survey experiments, this study seeks to find out how donors respond to messages about commercialization of a nonprofit in terms of their willingness to make charitable contributions.

Do Tax Credits Actually Benefit Charities?
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Few studies have examined the effect of state tax credits on charitable giving. This paper presents a new framework to help stakeholders understand the potential impact of a tax credit. I formulate a theory of tax credits which states that the effect of a tax credit depends on its scope and cap. Only those tax credits that are capped at high dollar values are likely to induce additional giving. I empirically examine tax credits in two very different states – Michigan and North Dakota. I find that Michigan's tax credits did not increase charitable contributions, while North Dakota's did.

Draft of Native-focused Philanthropy: One Approach to Advancing Equity in Philanthropy
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Historically, much of philanthropy has been driven by grant makers. Currently within the field, funders attempt to find innovative ways to advance equity in philanthropy. This paper explores the relationship between two foundations and Native-led organizations. It offers a conceptual framework and continuum model for understanding a Native-focused philanthropic approach to giving. The paper also recognizes the critical role of community-based intermediary organizations (Native Americans in Philanthropy, ABFE, HIP, AAPIP, and Funders of LBGTQ Issues). I find that long-term relationships between community-based intermediaries and foundations are necessary to advancing equity and to create social

change within philanthropy.

Drawing on Research and Practice to Transform an Organization

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Dr. Aulgur is the Interim Dean, College of eTech, and Department Head and Associate Professor of Professional Studies at Arkansas Tech University. His research focuses on the application of governance theory, nonprofit emergency preparedness, and the influence of Paulo Freire in the online learning environment. Before entering higher education, he served as a nonprofit professional for 17 years in Arkansas' developmental disability community. He will share his current lived-experience research and subsequent practice in guiding the transformation of an informal and unstructured faith-based medical mission into a Grassroots International Non-governmental Organizations (GINGO).

Dust-Whisk Leadership of Chinese Culture: Promote World Peace with Entrepreneurial Spirit Through the Use of Spiritual Method of I-Ching and Feng-Shui

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This study is in relation to a newly-developed religious organization in Taiwan, Weixin Shengjiao. Its founder, Grand Master Hun Yuan, uses Chinese culture's spiritual method of I-Ching and Feng-Shui to create a foundation that enables the organization to rapidly develop its branches. The purpose of this study is twofold: one is to explore how Grand Master Hun Yuan uses dust-whisk leadership to lead a large number of followers and work hard for a harmonious society and country. The second is how Grand Master Hun Yuan is committed to world peace in the spirit of entrepreneurship.

Dynamic Interactions Among Revenue, Saving, and Spending

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This study explores the short- and long-term effects of resource allocation decisions in nonprofit organizations when the nonprofits have unexpected revenues. The authors provide empirical evidence to explain the spending-saving behavior of nonprofit organizations, taking into account contemporaneous effect and feedback effect. The authors conduct orthogonalized impulse response analyses for aggregate and disaggregate level of revenue resource (i.e. earned revenue and donation revenue) to answer two crucial questions: (1) Is saving rather than spending unexpected revenues necessary for better long-term performance? (2) Is spending unexpected revenues on program activities a more effective resource allocation than spending on non-program activities?

Effectiveness in Local Government-NGO Collaboration: Assessing Key Determinants

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The paper looks at how organizations interact across sectors. Specifically, the authors examine the effectiveness of relations between local governments and nonprofit organizations in a turbulent institutional setting. The paper asks: what contextual, organizational, and managerial factors

can shape or explain the degree and type of effectiveness in cross-sectoral collaboration?

Effect of Communication Practices on Volunteer Organization Identification and Retention

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Volunteering has taken on growing significance throughout the world, and it is therefore important to understand the factors driving its success. Studies have found that organization identification has a positive effect on volunteer behavior and retention. However, the antecedents of organization identification have not yet been explored in the volunteer literature. We address this gap using survey data among volunteers at the OUR HOUSE Grief Support Center in Los Angeles. We find that specific communication factors including a relationship with one's supervisor, internal communication, and external social media postings significantly increase the level of organization identification and retention.

Efficiency of Tax Incentives in the Field of Philanthropy: Review of the Recent Literature

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The objective of this paper is twofold. Firstly, it presents the main economic terms and concepts used in scientific literature to analyze the efficiency of tax incentives for charitable giving. Secondly, it reviews recent publications in this field, focusing on the questions that relate to price (and in some cases, income) elasticity of charitable giving. In the end, it summarizes the main findings and highlights policy implications. The selected timeframe of this literature review runs from 2010 to 2019, as the publications that appeared before this period are already subject to several literature reviews regarding different aspects of tax incentives.

Efficient Transitions in Social Organizations in Argentina

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Argentina is home to a growing social sector. However, not much is known about leadership and management practices in local nonprofits. This paper explores the phenomenon of founder transitions in the context of Argentina.

Elite Ecosystem Effects: How the Structure of Elite Philanthropy Shapes the Field of International NGOs

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NGOs are understood to be inextricable from larger organizational ecosystems. An underappreciated part of NGO ecosystems is that they are shaped directly by elite philanthropists. In this paper, we describe the ecosystem of NGOs and how elites select and shape this ecosystem over time. Using a comprehensive, longitudinal dataset of 161,688 grants to 34,177 NGOs in the international grantmaking field, we argue that the ecosystem of elite philanthropy conditions the structure and behavior of NGOs. These findings suggest that if we seek to change the NGO system, we must change the structure of elite philanthropy.

Emergent Impact Measurement Norms for International NGOs: A Mixed-Method Discourse Analysis

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Global standard-setting initiatives seek to regulate behavior for nonprofit organizations with the goal of improving governance and performance. The emergence of standard-setting initiatives among nonprofits and NGOs is reasonably well-studied, but the actual content of codes is less well-understood. This paper investigates the content of 26 global codes, examining the content and rigor of these standards and their potential to affect NGO behavior. Results are derived from a mixed-method examination of standard-setting documents using computer-aided qualitative data analysis software. We find evidence of converging standards around stakeholder engagement and participation, but divergent standards around impact evaluation.

Encouraging Giving to Women's and Girls' Causes: The Role of Social Norms

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This study investigates how social norms can influence giving to women's and girls' causes. It also examines whether social norms may have differing impacts for men and women. Four key findings emerged. First, social norms and charitable giving are strongly linked. Second, there is a gender difference in the link between social norms and charitable giving. Third, people's donation intentions are higher when they receive social norms messages about rising levels of giving. And fourth, social norms messages about rising levels of giving are equally effective for men, who traditionally give less than women to women's and girls' causes.

Endowment for a Rainy Day? An Empirical Analysis of Endowment Spending by Public Charities

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This study explores the spending practice of endowment funds by public charities. Prior literature has offered different insights regarding endowment spending. However, very few empirical studies have explored the actual endowment spending by public charities other than universities and colleges. Using the recently available endowment information from the IRS Form 990 Schedule D, the current study examines what factors might explain the cross-sectional differences and over-time changes in endowment spending.

Enemy of the State: The Marginalization of Left Wing Civil Society by Israeli Governments

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In Israel, the last three governments since 2009 have been increasingly antagonistic to civil society, and particularly human rights and peace organizations. Such actions include legislation meant to restrict the political clout and influence of civil society in the government and in the public sphere, rhetorical assaults against and even demonization of specific civil society organizations perceived as critical of government, attempts to curb international funding of human rights NGOs, differential treatment of NGOs according to political views, limiting the funding of performing arts organizations labeled as anti-Zionist, and more.

Enhancing Self-efficacy Through Volunteering: An AmeriCorps Study

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Self-efficacy may be an important mechanism through which volunteers achieve their instrumental goals. There is limited research on whether volunteering activities enhance self-efficacy and if they could, what program features may lead to an enhancement of volunteers' self-efficacy. Analyses use panel data from surveys of 150 Ohio State AmeriCorps volunteers at the beginning and the end of their service in 2017-2018. This study has both theoretical and practical implications.

Enhancing Volunteerability in the Realm of Episodic Volunteering

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This paper discusses a specific type of episodic volunteering, that is, the adaption of general volunteerability to the episodic volunteering paradigm. Furthermore, we challenge the assumption that episodic volunteering is a second-best type of volunteering. Our model analyzes different aspects of volunteerability on the organizational supply side and the individual demand side. Following this, we propose a set of four opportunities for enhanced volunteerability using episodic volunteers. We test our assumption against data from about 20 countries and conform that many organizations are ill prepared to accommodate the needs of episodic event episodic volunteers.

Entrepreneurial Philanthropy and Venture Growth in Emerging Economy

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Entrepreneurial philanthropy refers to charitable and philanthropic activities of new venture founders and entrepreneurs. Using unique recent data from 2,503 Chinese entrepreneurial firms, we find that entrepreneurs with a higher level of individual effort are more likely to engage in philanthropic activities. But individual effort reduces the effect of entrepreneurial philanthropy on sales growth, suggesting a substitution effect between entrepreneurial effort and entrepreneurial philanthropy in achieving venture growth. By integrating the philanthropy and entrepreneurship literature, this study offers new insights on the non-altruistic value and unique resource derived from entrepreneurial philanthropy in emerging economy contexts.

Environmental Determinants of Subsector Financial Health: Evidence from CA, 2012 – 2016

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Numerous academic studies examine nonprofits' revenue structure, financial health, and sustainability, but few focus on the impact of environmental factors. This study builds on recent research and contributes to a growing body of research examining the relationship between environmental factors and nonprofit financial health, including variations by subsector. This study conducts statistical analyses of data for the years 2012 through 2016 for California from three main data sources: IRS 990 forms, California Employment Development Department, and the US Census. The paper contributes to the literature examining environmental determinants of organizational financial health, including related definitional and measurement issues.

Equitable and Efficient Interagency Collaboration in Policy Implementation: The Case of the Colorado Workforce Innovation and Opportunity Act

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The utility of interagency collaboration and public-private partnerships have been the subject of frequent debate for policy scholars as well as nonprofit and public administrators. Its effectiveness and practicality are often debated while barriers to its success are often analyzed. The question that remains is: should agencies take a network or collaborative approach to policy implementation or is working within a silo sufficient enough to fulfill the public good?

Evaluating the "Glass Cliff" Hypothesis: Are Female Nonprofit Executives Appointed to Precarious Positions?

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For-profit research has confirmed that women are more likely to be appointed to higher-stakes leadership positions, and with calls for the nonprofit sector to be more inclusive, the conditions under which women are elevated to nonprofit leadership should be understood. This study investigates if female nonprofit leaders are more likely to be appointed under precarious conditions. Using a sample of 998 nonprofits, the pre-turnover performance is used to explain the likelihood a female is promoted to an executive position. The findings add to our understanding of boards who appoint executives and the gendered role of nonprofit leadership.

Evaluating the Impacts of Public Attention on the Formation of and the Contributions to Advocacy Organizations

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Olson's collective action problem (free riding) is a prominent challenge in organizing and maintaining advocacy nonprofits. While the extant literature focuses on incentives and strategies organizations employ to mitigate this challenge, we argue that issue salience could play a significant role. By capturing the extent of public attention on issues through indirect (media coverage) and direct (Google trend) measures between 2010-2017, we evaluate the impacts of issue salience on the donations nonprofits receive and the formation of new organizations. Our research contributes to the field of nonprofit studies by incorporating public policy agenda setting theory to explanations of nonprofit advocacy.

Evaluation and Certification: Indicators as a New Technology of Authoritarian Governance Technology

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How does the use of indicator shape nonprofit organizations in the authoritarian context? This paper uses data from a random sample from China to examine how indicator-based evaluation and certification promotes the diffusion of professional values and managerial practices as a formal code of ethics and conducts. The author argues that the adoption of evaluation tools has helped the local government regulation to shift from the previous reliance on control/command and punishments for violations to a new system that works through institutional pressure, competition, and employee training and development in the disguise of apolitical and neutral ways.

Examining Knowledge Management Practices in International Nongovernmental Organizations

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This study examines how leaders of international nongovernmental organizations (INGOs) balance abstract learning and practice-based learning in the workplace. As INGOs position themselves in the global development arena, they are under increasing pressure to identify human capital needs and associated knowledge management programs for their employees. Through the analysis of 152 research interviews with senior INGO executives, this study examines these issues through a knowledge management framework that distinguishes top-down, standardized approaches to learning from bottom-up, context-dependent approaches. The results reveal the learning needs of employees in this context and the ways that leaders address those needs.

Examining the Institutional Factors which Impact Turnover in Rape Crisis Centers
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This research examines the impact of institutional factors on turnover of staff in sexual violence prevention and intervention. The data for this research is being collected via a national survey of rape crisis centers in the United States. The study examines issues related to institutional support, compensation, role complexity, and advancement opportunities and their relationship to rate of turnover for direct service providers in the field.

Examining the Normative Operations of Nonprofit Academic Centers
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This paper summarizes the normative teaching, research and service activities of nonprofit academic centers affiliated with NACC. It includes findings from field visits to nine nonprofit centers, a content analysis of 55 center websites, and follow-up interviews with select center administrators. By comparing the operations of legitimized peer centers across their varied missions, this research helps to articulate norms whereby new and emergent nonprofit centers legitimize their work. Findings also inform the regulatory landscape for nonprofit academic centers and examine the positive and negative implications of using these findings for purposes of legitimacy and regulation.

Examining the Role of Women Leadership in African NGOs
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The role of women has changed significantly in recent times. However, women in Africa are still underrepresented in leadership and decision making positions in organizations, including NGOs. The purpose of this paper is to examine the different roles women play in leadership and decision making positions, the factors that affect their ability to obtain such position and the challenges faced by women in their attempt to climb the leadership ladder in African NGOs.

Examining the Web-Based Accountability Practices of Megachurches in Texas and California
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As megachurches with 2,000 or more weekly attendees grow so do calls for greater accountability. However, the accountability practices of

congregations receive scant attention in nonprofit research. I used the web-based accountability framework of Saxton and Guo (2011) to analyze the websites of 207 Texas megachurches and 217 California megachurches. This study addresses the following research questions: How do megachurches in Texas and California demonstrate web-based accountability on their corporate websites? What methods are they using? How do web-based accountability practices of megachurches vary geographically? Implications for accountability and engagement within religions nonprofit organizations are provided.

Exhibiting Inclusion: An Examination of Race and Museum Participation

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Museum attendance is declining, additionally, the existing museum visitor is not reflective of the diversity present in communities around the nation. In this study, we examine whether museum participants are racially diverse and explore motivations and barriers. Using the 2012 General Social Survey, we conduct a logistic regression analysis to test the effect of race on participation. African American and Hispanic individuals attend museums less frequently than White individuals. This research reflects the urgency in the field to make museums more inclusive.

Explaining Variations of Civil Society: A Configurational Revisit to the Social Origins Theory

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This research aims to revise Salamon and Anheier's "social origins theory" in explaining the variations of civil society cross-nationally. Applying the Qualitative Comparative Analysis (QCA) approach, we ask a key research question: what are the causal configurations that lead to different nonprofit regimes across countries. Focusing on two groups of causal conditions, institutional and cultural, and using data from 193 UN member states, the QCA analysis results confirm our three research propositions which identify the conjunctual, equifinal, and asymmetric causal complexity underlying the variations of civil society. Thus it contributes to the literature with a configurational theory of civil society.

Exploring Civil Society Organizations Through the Lens of Critical Stakeholder Theory and the Gendered Organization Framework

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In this paper we propose a combination of the gendered organization framework and a critical stakeholder theory for context sensitive analyses of gender in nonprofit organizations (NPOs). This conceptual combination enables us to both capture complex organizational structures, such as those characterizing NPOs, and explore how gender is (re)produced in organizations that pursue dissimilar ideologies and missions and that are marked by different ownership arrangements, governance structures, and types of participation. In turn, this opens up for the study of rarely explored processes by which gender and inequalities are reproduced and counteracted.

Exploring Collaborative Forms and Problem Frames: The Collective Impact Model in Public Education

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Situated in the contentious public education policy field, this paper investigates the relationship between the organizational form a collaboration takes and how it frames the problem(s) it addresses. Collaborative governance structures and practices (form) may substantially influence and be

influenced by how partners frame a problem and act on it. Through web site analyses and case studies of partnerships using the Collective Impact (CI) model, we found that aspects of the CI form constrained how collaborations framed problem solutions and outcomes. However, one case study site demonstrated a more dynamic relationship between the CI form and its problem framing processes.

Exploring Corruption in Afghanistan Through the Social Capital Lens: A Mixed Methods Study

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Recognizing the inadequacy of existing approaches to the analysis of corruption in post-conflict Afghanistan, this study examines corruption through the social capital lens and uses sequential explanatory mixed methods design. The quantitative results will be followed up to explore those results in more depth through a qualitative focus group analysis. The mixing of qualitative and quantitative data presents a more complete picture of complex phenomena such as corruption and social capital. This fresh perspective opens the door to incorporate important concepts that have been so far neglected in the analysis of corruption.

Exploring Critical Perspectives of Nonprofit Governance Through a Freirian Virtual Dialogue

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The written word is the coin of the realm in the online learning environment, and it serves as a useful methodology for assessing student learning outcomes. Paulo Freire believed two individuals engaged in dialogue presupposes equality among the instructor and the student. This paper evaluates the incorporation of the written dialogue into an online upper-division nonprofit governance course to explore critical perspectives and the learner's need to know, lived experience, and motivation to learn.

Exploring, Examining and Explaining How Participatory Governance Adds Value to Saudi Foundations' Philanthropic Strategy

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Foundations' flexibility, given their independence from fundraising imperatives and public desires, positions them to invest in long-term, high-risk, multi-level experiments to deal with the increasingly complex societal problems. Through a mixed-methods research design, this study investigated the role of participatory governance in enhancing Saudi foundations' philanthropic strategy. Statistical analysis of 54 Saudi foundations' data suggests a significant positive association between the diversity, depth, and rigor of stakeholders' participation and philanthropic strategy complexity. A seven-months participant observation revealed several explanatory factors including exposure to broader issues/factors, revelation of alternative solutions, reinforcing trust and commitment, and key players' identification and engagement.

Exploring Factors Associated with Collaboration Among Nonprofit Organizations : Using Voluntary Failure Theory

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This paper seeks to examine the factors associated with collaboration among nonprofit organizations based on voluntary failure theory by Lester Salamon. While existing literature has extensively studied antecedents of collaboration between government and nonprofit organizations, the factors associated with the collaboration among nonprofit organizations with voluntary failure theory are understudied. We address the reason why nonprofit organizations collaborate with other nonprofit organizations by components of voluntary failure theory: Philanthropic Insufficiency, Particularism, Paternalism, and Amateurism. To test our hypothesis created by voluntary failure theory, we will use a nonprofit survey data

conducted in Incheon, South Korea that include factors associated with characteristics of nonprofits organizations in collaborative settings. Our expected findings show that philanthropic insufficiency and amateurism are the factors that nonprofit organizations collaboration with other nonprofit organizations.

Exploring Innovations in Nonprofit Advocacy Research Methods: A Systematic Review of the Literature

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While the knowledge base around nonprofit advocacy has grown, the methodologies used to examine advocacy have remained relatively stable. Advances in advocacy research methods have the potential to help researchers address currently unanswered research questions. The purpose of this paper is to systematically review and analyze the different methodologies that have been employed to study nonprofit advocacy. To provide structure to our inquiry, we have developed a conceptual process framework of nonprofit advocacy that maps out research questions commonly asked at various stages of inquiry. Our review of the nonprofit advocacy research methods and their limitations, we then call on researchers to implement newer methodologies for advocacy research.

Exploring Nonprofit Distribution in the Mixed Market Context

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It is important to understand the factors that influence the development and distribution of nonprofits in the local communities where government and private are present in a joint effort to provide social and health service provision. We will compile a unique data set with Labor Insurance and census datasets to examine factors that influence the distribution of nonprofits in Taiwan. More specifically, we will test how business growth, private donation, community diversity, government size, government grants, and community characteristics impact the distribution of nonprofits in Taiwan. Our findings allow us to generate implications for implementing local social policies in Taiwan.

Exploring Schedule N of Forms 990 and 990-EZ to Study Nonprofit Closure

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The purpose of this study is to analyze the process of nonprofit closure. This phenomenon has been defined as the moment in which a nonprofit ceases operations and its board of directors has been dissolved (Hager, Galaskiewicz, Bielefeld, Pins, 1999). This research uses a novel dataset, Schedule N of Forms 990 and 990-EZ from 2009 to 2017, and the sequence analysis method. This method was originally used to study DNA and RNA sequences. Recently, Abbott (2001) adapted it for the social sciences. Results of this paper include the most prevalent processes, states, and transitions associated with nonprofit closure.

Exploring the Learning Experiences of Healthcare Volunteers In Developing Countries

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Short-term international volunteering provides individuals the opportunity to make a social impact in the communities they visit while experiencing significant individual learning. In this study, we utilize a mixed-methods analysis to investigate the phenomena of healthcare trainees and

professionals from developed countries volunteering to travel and work, without pay, in impoverished regions in faraway developing countries. The setting for our study is a unique type of work — a medical nonprofit organization's unpaid volunteers traveling to and working in foreign impoverished regions.

Expressing and Navigating Competing Ethical Values: Microfinance Institutions in Sierra Leone
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This presentation reports on how actors express and navigate ethical dilemmas in a poverty reduction initiative providing the poor access to capital in Sierra Leone. Deeply analyzing data revealed the importance of different perceptions and expectations pursuant to different understandings of funding agreements. The understandings are foundational to participants' navigating ethical struggles in decision-making and actions. Reflexive self-regulation is the explanatory framework employed. Reflexivity can be viewed as self-regulation when understood as voluntary. It aligns with the substantial sift toward various forms of self-regulation found in the nonprofit sector and the assumption that such actions are in response environmental conditions.

Factors Shaping Public Perceptions of Market Based Activities by Nonprofits
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This research reports results from a random sample (n=3853) study of Canadians and their perceptions of the market-based activities of nonprofits. The results show that individuals who are more trusting of nonprofits and think they are sufficiently accountable, have less favorable perceptions of them engaging in market-based activities. However, those that believe nonprofits should be more transparent and those that are familiar with the work of nonprofits, have more favorable perceptions of them engaging in market-based activities. Findings specify areas of organizational development, including marketing, communication and branding, to connect with potential market consumers.

Failing Forms of Social Enterprise
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Social forms of enterprise (e.g., benefit corporation, L3C, etc.) do not immutably nor unambiguously create social good. These forms of enterprise are also not morally equivalent. This presentation explores how and why reliable and valid performance measures are needed to assess the social and environmental outcomes produced by U.S. hybrid social enterprises as defined by organizational bylaws, membership in a community of practice, public policy and laws. The paper also explores how social enterprises fail to achieve aspirational goals due to not only lack of measurement but also lack of communication of outcomes to the defined stakeholders.

Fighting Oppression with Data Science
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This paper examines the potential of data science to inform action against discrimination against religious and ethnic minority groups. It considers (1) Detecting instances of hate crimes and other types of oppression and (2) relation these events to geodemographic profiles. Illustrations of this type of practice is provided in the paper.

Financial Challenges of Nonprofits Serving Mostly Racial/Ethnic Minorities: Results of a National Survey

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Racial/ethnic serving nonprofits serve the special needs of racial and ethnic minority groups, which are often unrecognized by mainstream nonprofits and government. Although their role in accommodating diversity is becoming even more important, research on racial/ethnic-serving nonprofits is still at an early stage and anecdotal evidence suggest that these organizations tend to face greater challenges in obtaining funding. As such, we conducted an original survey of approximately 400 nonprofits that serve racial and ethnic minority groups to identify the systematic financial challenges they face. With the survey results combined with their IRS 990 records, we discuss the implications.

Financial Scandals: Are There Any Positive Externalities?

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Real or perceived financial misconducts at nonprofits draw significant attention, often leading to dire consequences on the organization's finances, reputation, and mission. Our study explores the financial consequences of nonprofits that had been embroiled in publicly-known financial scandals with 181 self-collected scandal cases on the media. Arguing that financial scandals are the results of weak internal controls, we examine if scandals can also serve as a good opportunity for nonprofits to restructure its internal control, restore its integrity, and ultimately improve financial situation if it can survive.

Finding Identity in Unsettled Times: Variation in LGBT Nonprofit Language Use, 1998-2016

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Recent cultural shifts in the U.S. changed how we recognize non-heterosexual and cisgender identities. What started with the recognition of distinct communities (i.e., lesbian, gay, bisexual, transgender) evolved to more encompassing language (i.e., "queer" or "SOGI"). Using Form 990 tax returns for 735 LGBT nonprofits from 1998 to 2016, we use event history models to evaluate how the expansion toward inclusive language happened over time. Findings demonstrate that broad historical events like legal victories at the Supreme Court and growing isomorphic pressures to be inclusive are better able to explain language use than internal characteristics like revenues or an advocacy focus.

Fishing Alone No More? A Study of Rural Dynamics and Evolution of A Community-Based Aquaculture Policy Network

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This analysis focuses on the power dynamics by which stakeholders in the broader political environment constrain the efforts of aquaculture development in rural communities. Subsequent analysis examines the ways that other community organizations and actors became dependent on this community college and its satellite campus for the resources they controlled. The funding resources of this research case will be analyzed for the formation and evolution of the ego network that is relevant to resource dependency. The second part of this study will present the analysis of the dependence of community actors on the community college's satellite campus.

Five Nonprofit Leadership Challenges: Assessing Subthemes Within the Typology

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Recent research from The Institute for Nonprofits at NC State University presents and validates a typology that identifies the core issues leaders face. Findings show this typology encompasses the research agenda of nonprofit and voluntary action academic studies. However, during coding it became apparent that sub-themes exist within each of the individual leadership challenges. Since these challenges are integral to the academic program's structure, the Institute's mission, and practitioners and scholars in the field, authors will assess the literature to identify and quantify the sub-themes present. Using inductive qualitative analysis, we will examine abstracts from three major nonprofit journals from 2005-2017.

For the Cause: Exploring Professional Development and Identity Among Fundraisers in Rural Alaska
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Past research has examined fundraising as a profession and offered key insights into fundraisers' characteristics and career paths. Much of this work has noted the role of education and professional associations in the construction of professional identity. However, little is known about how fundraisers in rural communities perceive their profession and their professional identities. This mixed-methods study explored the nature of professional identity and professional development for fundraisers in rural Alaska to understand how the profession is perceived, learned, and lived in small communities. Findings further discussion on identity construction and offer implications for professional development opportunities for rural fundraisers.

For the Love of Art? Motives and Characteristics of Episodic Volunteers at Cultural Events
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Although episodic volunteering is a popular form of volunteering and receives growing attention from researchers, the motives and characteristics of episodic volunteers in different industries or types of events remain under-researched, especially in the context of cultural and arts events. This study aims to assess if episodic volunteers at cultural and social events are significantly different in terms of their key demographic characteristics and motives. Based on a subsample of n=10,000 international episodic volunteers we explore whether cultural events volunteers are indeed more self-serving rather than other-serving, compared to volunteers at social events, thus confirming a transactional character of volunteering.

For the Many, Not for Us: Philanthrocapitalism and Systemic Change
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Philanthrocapitalists are increasingly involved in shaping policies for charities, aid organisations, and government institutions. Combining market logics with philanthropic aims, proponents present philanthrocapitalism as a means of increasing philanthropy's effectiveness. Critics argue it entrenches inequalities. Despite their significance, knowledge of philanthrocapitalists' motives and agendas remain emergent. By interviewing UK-based philanthrocapitalists, we find: (1) they identify as 'social investors', not 'passive philanthropists'; (2) they are motivated to give well, maximising their impact; (3) they achieve impact maximisation through government-level advocacy. By analysing these findings in relation to

ongoing philanthropy debates, we contribute to a robust understanding of philanthrocapitalist motives and philanthro-policymaking.

For the Public Good? The Role of Nonprofits in Facilitating Successful Community Development
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This paper describes the landscape of community-based development organizations (CBDOs) in America and outlines some of their key challenges in addressing urban problems. CBDOs are important organizational vehicles for addressing poverty and poverty-relate issues in urban areas across the U.S. This paper contains an analysis of these organizations based on a national study. These nonprofit organizations offer services that range from housing and job training, to neighborhood revitalization, redevelopment of blighted properties, and advocacy and political empowerment for neighborhood residents. Yet, few studies have systematically examined their sustainability or community impact. This research attempts to fill that gap.

Foundation Accountability: Openness in Grantmaking
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This paper examines a foundation accountability practice by exploring grantmaking openness. Researchers mostly focus on how public charities are held accountable by foundations rather than accountability of foundations. Openness is a key concept to comprehend foundation accountability and, in turn, societal impact. If a foundation is open, then they may fund a broad range of organizations. Alternately, a closed grantmaking system might stick with grantees that are familiar and/or known to be effective. This paper contributes to a better understanding of the dimensions of accountability by creating new measures examining patterns of openness over time.

Foundation Accountability Through Openness
Jihye Jung, University of Colorado Denver, School of Public Affairs (jihye.jung@ucdenver.edu)

This paper examines a foundation accountability practice by exploring grantmaking openness. Despite the critical role of foundations in society, researchers mostly focus on public charities and how they are held accountable by foundations rather than accountability of foundations themselves. Foundation openness is a key concept to comprehend foundation accountability and, in turn, societal impact. If a foundation is open, then they may fund a broad range of organizations. Alternately, a closed grantmaking system might stick with grantees that are familiar and/or known to be effective. This paper contributes to a better understanding of the dimensions of accountability by creating new measures examining patterns of foundation giving openness over time. The proposed measures offer an opportunity to understand accountability for foundation grantmaking by utilizing IRS Form 990PF e-file datasets from 2011 to 2016 including 201,541 grantmaking foundations. The findings indicate that having received a grant before increases the likelihood to receive a grant again by 50 percent, 17.5 percent of foundations have an only a single supported organization, and foundations increasingly diversify their grants over time.

Founders of Foundations: The Role of Founders in Creating and Managing Innovations in Philanthropy
Noah Isserman, University of Illinois, Urbana-Champaign (nisserma@illinois.edu)

Philanthropic foundations are outliers among organizational forms, exhibiting perhaps the highest degree of founder and owner control. The influence of founder-specific factors may therefore be especially pronounced—and is under-examined given the current influx of diverse people

and resources into philanthropy. This in-depth, longitudinal study examines the entrepreneurial creation and first ten years of management choices of two high-profile foundations with similar operating models. But one was founded by the other by nonprofit and public sector leaders, the other by venture capitalists. I find striking evidence that founders impose models from their previous backgrounds into entrepreneurial philanthropy.

Four Faces of Corporate Social Responsibility: A Lab Experiment on the Impact of CSR on Consumers' Purchasing Behavior

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Previous studies focused on consumers' perceptions of corporate social responsibility (CSR) and little has been known about how CSR affects consumers' actual purchasing behavior (APB). Besides examining the effects of CSR on consumers' APB, this study, through a laboratory experiment, tests which CSR domains are relatively effective in driving APB and whether public-motivated consumers are susceptible to CSR practices. The results suggest that CSR matters in driving consumers' APB. Moreover, CSR activities in the employee development and environmental sustainability domains are relatively effective in promoting APB. Finally, public-motivated consumers are found to be more sensitive to different CSR domains.

From Classified Control to Hierarchical Control: New Model of State-Civil Society Relationship in China

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In recent years, some social organizations are officially authorized as hub-type social organizations in China, resulting in the hierarchical governance structure of "government departments - pivotal social organization - social organizations". This change shows a different map from that Administrative Absorption of Society (AAS) illustrates. The Chinese government continues classified control over social organizations while developing hierarchical control strategy, and improves functional substitution of social organizations to functional integration strategy at the same time. Taking a hub-type social organization as an example, this paper tries to explain how the new model of State-Civil Society works practically and theoretically.

From Community Citizenship to American Citizenship: The Role of Philanthropy in Immigration Policy Outputs

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With the increased attention on immigration, foundations have, also, increased the grants they've awarded to nonprofits serving the immigrant community. Research on the social impact of the philanthropic community has focused on integration through social service delivery such as English language services, health clinics and advocacy for policy reform. The question remains, what is the role of philanthropy in immigration policy outputs? Specifically, how do philanthropic grants awarded to the nonprofits influence the number of applications for permanent residency and naturalization across the U.S.? To my knowledge, this is the first study to tie philanthropic dollars to immigration policy outputs.

From Expert Informants to Active Listeners and Partners

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Zachary D. Wood is an assistant professor in the Institute of Public Service at Seattle University. Zachary's research interests include issues of urban poverty and social change through community engagement and comprehensive public policy. His research explores the role of human service

nonprofits as advocates for social change. Zachary is also currently exploring the structural power dynamics involved in cross-sector collaborations that have the potential to both facilitate or inhibit deep community participation. He will discuss the importance of the posture of researchers as not just expert informants into community and grassroots work, but as active listeners and partners alongside the community.

From Foreign Funding to Government Funding: Examining the Impact of Donor Withdrawal on Local HIV/AIDS NGOs in Thailand

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Recent research on HIV/AIDS NGOs in Vietnam highlights the challenges created by the loss of foreign donor support for local NGOs in an authoritarian state. However, in Thailand the loss of foreign donor funding has been compensated for by strong government financial support, in spite of the government's authoritarian tendencies. This paper examines how the loss of foreign donor funds and the increasing role of the Thai government as a funder for the HIV/AIDS sector has influenced Thai NGOs' activities and autonomy, and the services they provide to beneficiary populations.

From Non-Profit Organization to App/Platform? A Qualitative Study of Social Entrepreneurs Utilizing Digital and Web Based Interventions

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While the economic use of disruptive technology is well known, the nonprofit and social entrepreneurship fields are newer to the deliberate use of digital technologies to engage social issues. In this paper, multiple Dublin, Ireland case studies are analysed to shed light on different modes of digital social innovation and to probe the differences between digital social innovation and 'traditional' versions.

From Offline to Online Playing Field: Exploring Community Foundations' Use of Social Media for Community Engagement

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In a digital world less bounded by place, why and how might community-based nonprofit organizations use social media to engage with their community? This proposed study examines community engagement behaviors of community foundations on Twitter. Using supervised text analysis and quantitative methods, it explores the extent to which oraganizational, community and ecological factors might predict the social media use of community foundations and the proportion of tweets sent for community engagement purposes. This study contributes to the existing literature by shedding light on the determinants of community engagement on social media and illustrating with examples.

From Ombudsman to Accountability: Evidence from an Investigation of the Accountability Practices of Volunteer Long-Term Care Ombudsmen

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The work of volunteer long-term care ombudsmen and the efficacy of the reporting systems used by advocates for residents in long-term care facilities in Texas is presented. Ombudsmen are volunteers trained to protect the rights, property and dignity of vulnerable people living in

institutionalized settings. The quality of oversight provided by ombudsmen directly affects the lives of long-term care residents in nonprofit and for profit facilities. This research has implications for strategic improvements in accountability processes. Focus groups with ombudsmen and state/county level data are used to evaluate accountability processes and oversight methods used in long-term care for institutionalized seniors.

From Overhead to Organizational Capacity: New Data on Nonprofit Performance
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Public inquiry of the nonprofit sector often focuses on excessive overhead spending as an obstacle to mission fulfillment. Scholarly rebuttals have largely been based on qualitative studies, with limited quantitative evidence. Building a longitudinal dataset from 2010-2016 using Habitat for Humanity production data and 990 data, this study examines the effect of overhead spending on mission performance. Preliminary results show no significant relationship between overhead spending and mission outputs, suggesting that nonprofit managers and donors need to stop obsessing over overhead spending and scholars need to identify what management practices practitioners and donors should really care about to maximize performance.

From Research to Practice in Nonprofit Finance: Assessing the State of the Field
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The question about the utility of nonprofit finance research for practice is an important one, but recent research has questioned that utility. By presenting a review of scholarly and best practices research related to nonprofit finance published since 2008, this paper takes a step toward answering research questions about whether and how nonprofit practitioners apply findings from nonprofit finance research. It reveals a gap in empirical research examining links between research and practice. In an effort to advance the field's ability to provide practical advice to practitioners, the paper identifies next steps for helping to fill that gap.

From Segregated Cities to the Community Economies
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The segregated landscape in cities provides a challenge: how can community development be inclusive during redevelopment? In this paper I tackle that challenge by examining state efforts at community development by two consecutive gubernatorial administrations. Using ethnographic data from a study of Camden, NJ, I lay out evidence of continued injuries of sorting, analyze community development efforts through the lens of critical race theory (Ladson-Billings and Tate, 1995), and highlight examples of community economies (Gibson-Graham, 2006). Grounded in this analysis, I chart a policy agenda that intentionally addresses segregation in state-level community development policies by including grassroots businesses and nonprofits.

Fund Diversification and Fundraising Challenges: A Decade of Changes in Nonprofit Organizations in Puerto Rico?
Luz Mairym López-Rodríguez, University of Puerto Rico (luz.lopez6@upr.edu)

Fundraising and the diversification to reduce fund-dependency is still challenging for nonprofit organizations (NPOs). To examine this argument, this paper compare the result of a survey administrated to NPOs in Puerto Rico in 2019 with the 2010 findings, which provide the estate of funding sources and fundraising challenges in Puerto Rican NPOs by 2008. Preliminary result shows that in 2019, the major challenge is lack of staff with

fundraising knowledge, contrary to reduction of funds in 2008, and individual donors and foundations are current principal funding sources, unlike state government grants and fundraising activities in 2008.

Funding Sources, Policy Sectors, and Nonprofit Density in India
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Non-profit density has received considerable scholarly attention in non-profit literature with a majority of the studies focusing on the determinants and effects of non-profit density in the USA with limited empirical research being conducted in South Asia. This paper attempts to remedy this limitation by studying the determinants of non-profit density on social/developmental outcomes in India. The two main questions this paper seeks to answer are: -What institutional and socio-economic determinants lead to the formation of non-profits in India and how are these different from the USA? -Does funding source have any effect on non-profit density in India?

Funding Tribal Existence: The Ford Foundation's Support for the Native American Rights Fund Since 1970
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As part of its support for public interest law in the late 1960s and early 1970s, the Ford Foundation helped establish several smaller legal advocacy organizations. One was the Native American Rights Fund (NARF). This essay explores the relationship between the Ford Foundation and NARF. It surveys several outcomes that flowed from the establishment of NARF. It then discusses Ford's efforts to help NARF overcome some persistent funding challenges in the 1990s, showing how the long relationship between these organizations has had an enormous impact across Native America. The paper outlines key lessons for philanthropic organizations interested in Native issues.

Fundraising Efforts, Crowding, and Efficiency in Canadian Donor Markets
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This study assesses the impact of increased competition in donor markets in Canada. We use panel data (2011 to 2017) in order to assess how charities and markets react to crowding in donor markets. Dynamic models (GMM) are used to estimate these effects.

Gaining Access in a Politically Challenging Environment: The Role of Intermediary Organizations in Recruiting Survey Participants of a Random Sample
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This article examines the challenges and practices of recruiting a random sample for a nonprofit management survey in a politically repressive regime. We conceptualize surveying in a hostile environment as a long process that includes: 1. important pre-steps of establishing relationships and networks between researchers and local intermediaries before the survey launch; 2. strategic ways to utilize those intermediaries for information access and brokering. Reflecting on the processes of gaining access to two-hundred nonprofit organizations in China during the US-China trade war and the rising local labor tension, we offer new ways in which survey researchers can navigate through repressive regimes.

Gender and Giving Across Communities of Color

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This study examines the intersection of race, gender, and charitable giving. It is well-understood that gender differences exist in giving, and some research has been conducted about how race influences motivations for and causes to which gifts are directed. Using data from the Philanthropy Panel Study, the Studies of High Net Worth Philanthropy, and from case study interviews, this research examines patterns of giving by different racial and ethnic groups, testing whether established gender differences remain consistent within these groups. The study also examines volunteer behavior by men and women of different racial and ethnic backgrounds.

Gender and Leadership in US Hospitals: An Examination of Glass Ceilings and Glass Cliffs in the Nonprofit Healthcare Sector

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The nonprofit sector plays a prominent role in the health care industry for the United States. Nonprofit hospitals constitute more than 65% of all hospitals in the US (American Hospital Association, 2017). Research has looked at gender compensation differences of nonprofit hospital executives, but there has yet be a thorough examination of gender differences related to the financial and charitable performance of nonprofit hospital executives. This paper examines the associations between compensation, gender, and performance in nonprofit hospitals. Models rely on IRS 990 e-filer data from 2011 to 2017.

Gender Differences in Goal Setting: Evidence from a Fundraising Experiment

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This paper presents evidence from a field experiment of a striking gender difference in the effect of different-value self-set goals. Women's fundraising performance improves, compared to no goal, when—and only when—they set low-value goals. By contrast, men's performance improves when—and only when—they set high-value goals. This pattern of responses is consistent with women believing that there is a greater role for luck, as opposed to effort, in determining outcomes, compared to the beliefs held by men.

Gender Equity Implications on Black Youth's Educational Outcomes: Case Study of Three Nonprofit Youth Programs

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This study uses a mixed method approach based on secondary data to examine the gender differences on black youth's educational outcomes of three nonprofit youth programs. The secondary data includes surveys and interviews from black youth participants of the three nonprofit programs and surveys from a control group. Findings show that black female participants have statistically significantly higher satisfaction with nonprofit programs than black male participants. Compared to the control group, black youth participants have slightly less gender gap in academic performance and parental support, but significantly less gender gap in motivation and self-regulation, resiliency and self-esteem.

Generalists or Specialists? Understanding the Origins and Consequences of Variation in INGO Mission Scope

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International non-governmental organizations (INGOs) play a crucial role in the delivery of social services. Yet INGOs vary considerably in their activities: some focus narrowly on a particular issue or geographic region, whereas others develop a broader portfolio of projects. Some organizations combine advocacy with service provision, whereas others specialize. Variation in mission scope is understood here as a continuum between 'generalist' and 'specialist' orientations. This paper explores how conditions at INGO founding influence the breadth of mission scope. We draw on a new, original dataset of INGO mission statements, drawn from tax records of American nonprofit organizations.

Giving Voice to Values: A Critical Examination of Financial Reporting and the Case for Social Accounting

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To maintain legitimacy, nonprofit organizations must demonstrate accountability to stakeholders. Financial reporting is a commonly used tool, yet the nonprofit sector rarely considers the implications of this choice. Using critical system heuristics, this paper examines assumptions underlying the use of financial reporting as an accountability mechanism. The analysis finds financial reporting misrepresents organizational worth by failing to account for resources essential to value creation, particularly human, social, and moral capital. It also ignores prosocial exchange that underpins legitimacy and sustains civil society. To address these accountability gaps, the logic and practices of social accounting are presented as remedies.

Globalization and Nonprofit Organization: The Impact of the Strategic Use of Information Technology in Enhancing Collaborations Towards Effective Service Delivery

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The world is increasingly changing for non-profit organizations. Economies have become more integrated. Hence, non-profit organizations are increasingly pressured and have needs to sustain their capacities in service provisions. These needs are sometimes multiple in the cases of wicked problems such as "homelessness". Thus, many nonprofit organizations collaborate with other nonprofits with the notion that each organization or sector is unable to provide the services alone without networking and collaborating with others. This study focuses on the impact of the strategic use of information technology in facilitating collaborative service delivery towards enhancing functional and more effective nonprofit organizations.

Going 'Beyond' Impact, Outcomes and Accountability: A Vision for Transformative Philanthropy

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For the philanthropic sector, evaluation is a valuable tool to understand the effectiveness and relevance of their work to lead sustainable social change. The presentation and paper will discuss alternative approaches to design 'people-centered' evaluations and their implications for philanthropy's future. The authors argue for the democratization of evaluation processes by: shifting focus from donor-centric accountability to organizational learning, building strong and open communication channels with the community, and moving beyond closed learning systems towards shared action. In doing so, the philanthropic sector can open itself up to innovative ways of working with communities to create lasting and meaningful impact.

Governing for Whom? The Link Between Representative Governance, Segregation, and the Achievement Gap in North Carolina's Charter Schools

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Using theories of representative governance in nonprofit management, we examine how representation and participation on nonprofit charter school boards contribute to school performance and educational equity. To determine the effect of formal, descriptive, and participatory board representation on educational outcomes, we use a novel multilevel panel dataset from North Carolina's Education Data Research Center coupled with the founding applications for the 200+ NC charter schools. We aim to inform theory and policy by deepening our understanding of how governance influences school outcomes, including the extent to which representation and participation can be leveraged to create inclusive schools that are responsive to community needs.

Governing the Philanthropic Commons: Institutional Arrangements and Donor Fatigue

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Volunteering and giving in the US is in decline. In a nation that leads giving, these empirical trends raise the possibility that Americans are getting overwhelmed and perhaps fatigued by charitable demands. In this paper we consider philanthropy as a commons, where demands on finite financial resources are non-excludable. From this lens, Americans have employed a range of institutional arrangements that we examine for their merit to govern this commons. We explore the use of donor advised funds, giving circles, and go-fund-me campaigns as means to regulate philanthropic demands. We consider three, distinct theoretical lenses to judge the merits of these various institutional arrangements.

Government Funding and Fundraising of Nonprofit Organizations in China

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Government funding has become an important policy tool for Chinese government to cultivate and develop nonprofit organizations. The existing studies have noticed the policy effect of government funding, but they focus more on the utility value of government funding in improving the efficiency and effectiveness of public services delivery, while less are studied on how government funding achieves the target of sustainable development of nonprofit organizations, especially their fundraising capacity. Thus in this proposal, I will use the panel data from Chinese foundations to test the impacts of government funding on fundraising of nonprofit organizations.

Granting Human Rights: The Role of Philanthropic Foundations in Supporting NGO Legal Mobilization at the ECtHR

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What are the preferences of private philanthropic foundations in supporting legal mobilization by non-governmental organizations (NGOs) at international human rights courts? Even though litigation is resource intensive and NGO strategies can be shaped by funding environments, little is known about the preferences of donor foundations. This paper makes an initial step toward understanding donor preferences by providing an overall

snapshot of all foundation grant flows relating to litigation for 2013-14, and then matching the granting activities of two major foundations over 14 years to human rights NGO participation in cases before the European Court of Human Rights.

Growth Aspirations Among Nonprofit Entrepreneurs

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Using survey data from random sample of 5,000 organizations in the IRS Business Master File that received tax-exempt status in 2018, this paper utilizes Ajzen's (1991) theory of planned behavior to examine growth aspirations among nonprofit organizations in their early life stages. Our paper is a first step to begin to test the pro-growth intentions that are often prescribed to social entrepreneurs by social entrepreneurship scholars.

Hashtags and Humblebrags: Young People, Nonprofits, and Charity on Social Media

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Building on literature about the symbolic power of doing good, this paper explores how young perceive and experience nonprofit causes and calls for donations on social media. Participatory focus groups with young people aged 18-25 were conducted, with participants asked to reflect on how they feel about being asked for donations and to participate in awareness-raising online. Young participants report awkwardness about asking for donations and feeling that they may be 'guilt-tripping' others into giving; that talking about charity online was frequently about showing off or 'humblebragging'; and were concerned about authenticity in the charitable acts of their peers.

Head or Heart: How We Can Convince People to Invest in Social Enterprises?

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In response to ongoing demands on providing the evidence on the social benefit they create, social enterprises were pressured to design metrics and collect performance data. However, anecdotal evidence also suggests that sometimes stories play a stronger role than numbers when people make their giving choice. This study investigates the behavior of private investors in a nonprofit setting. In particular, using online survey experiment, we aim to find how does the type of social impact information – narrative information or statistical information - provided on the social enterprises affect impact investors' decisions.

"Held Hostage": How Illinois Human Services Nonprofits Survived a Multi-Year Budget Crisis

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The ability of nonprofits to weather hard times is a popular theme in the literature; however, most of the research is spent on predicting whether these organizations close. This study fuses the existing literature on financial vulnerability with the theoretical lens of resiliency theory to understand nonprofit organizational resilience in times of crisis. We use the lived experiences of 31 nonprofits – a mix of umbrella groups and direct service providers – to provide an empirical testing ground for these theories. We find a framework of resiliency strategies whose use is determined by a mix of environmental, organizational, and individual characteristics.

Help or Harm: Tech Use in Development Health Aid within Eastern Cape, South Africa

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Background: With an estimated 13.1% of South Africa's (SA) population infected in 2017, it has the highest percentage of people living with the human immunodeficiency virus and acquired immunodeficiency syndrome (HIV/AIDS) in the world. Objective: The key aim of this article is to explore the influence of technological interventions in selected development aid programmes within the health sector, with a specific focus on the South African HIV/AIDS care delivery. Method: 10 semi-structured interviews with project managers of HIV/AIDS intervention programs along with 3 case study analysis. Conclusion: The author found that the involvement of technological advancements is still nascent in governance and implementation but helpful in Aid.

Herons on the Bayou: Bridging Communities Through Public Art

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Public art projects are intended to bring communities together, build pride, and sometimes raise funds for the community. A recent trend in iconic sculptures has brought much joy and interest to some communities, while raising concerns from some who find the projects boring and unimaginative. This research uses case study methodology to explore the impact of Herons on the Bayou, a public art project in Monroe/West Monroe, LA. The researchers use interviews to determine how members of neighboring communities perceive the impact of the project.

Heterogeneity and Giving: Evidence from U.S. Households Before and After the Great Recession of 2008

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Before the Great Recession of 2008, a stable two-thirds of the U.S. population donated to charitable causes in any given year (Giving USA, 2008). The fraction of American donors has declined by 11 percent since then. In this paper, we investigate pre- and post- recession charitable giving between 2000 to 2015, uncovering changes in giving behaviors. By examining household dynamics including race and ethnicity, age, gender, and education, this paper provides new insights into how the Great Recession of 2008 affected giving rates and amounts and the implications for civil society, including the need to build resilience for responding to future downturns.

History of Volunteerism and Service in AR: Where Do We Go From Here?

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This research examines the volunteer policy domain in Arkansas, as a temporal process [i.e. the emergence and institutionalization of volunteerism to address nonprofit capacity constraints], in order to maximize the utility of the volunteer policy domain. The research traces the historical and evolutionary process of volunteering in Arkansas, through the policy discourse institutionalizing volunteerism as a nonprofit capacity building mechanism. Developing this historical understanding of the volunteer policy domain in Arkansas will identify what institutional support structures need to be in place to support volunteer efforts and, guide policy entrepreneurs to leverage volunteerism as a capacity building mechanism.

Holding Nonprofits Accountable? Evidence on Effectiveness of Minimum Charity Care Provision Laws

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In this study, we examine the extent to which Illinois' minimum charity care provision (MCCP) law increases nonprofit hospital charity care. Importantly, we differentiate between responses for hospitals required to provide minimal charitable spending (nonprofits) and those that are not (for-profit and public). Employing a differences-in-differences model, we find no evidence that the MCCP law increases charity care. Instead, we find some evidence that the law decreases charity care provided by nonprofit hospitals that offer high levels at baseline. The study results suggest that setting low benchmarks does not create sufficient incentives for nonprofit hospitals to provide greater charity care.

How and Why People Use Donor-Advised Funds: A Qualitative Study of a Variety of DAF Users

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Donor-advised funds (DAFs) are widely used in charitable giving. Hundreds of thousands of donors are using DAFs to transfer tens of millions of dollars to public charities every year, but we know very little about why and how this is happening. This paper explores the individual donor perspective and experience in giving through a donor-advised fund. We collect rich qualitative data from in-depth interviews with a variety of DAF users. We find some expected similarities, but remarkable individual variation in how people are using this increasingly popular tool in philanthropy.

How Can an International Nongovernmental Organization (INGO) Increase its Legitimacy?

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While we know that certain INGO attributes increase their influence over advocacy agendas, we know less about strategies INGOs use to increase legitimacy. This paper examines to factors that can build legitimacy over time: networking behavior and mission statements. Exploiting the new transnational social movement organization (TSMO) dataset, we show that only a small fraction of INGOs is highly legitimate and that the vast majority of INGOs do not receive any legitimation from their peers. Moreover, by analyzing INGO mission statements from their websites, we show that leading INGOs tend to emphasize accountability and morality/principle while non-leading INGOs emphasize representativeness.

How do Diverse Feedback Sources Affect Organizational Innovation? Exploring the Mediating Expressive Role of Value-Seeking Organizational Activities.

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Employing the concepts of feedback-seeking behavior and the expressive-instrumental distinction in nonprofit activities, this study sheds theoretical light on a missing link between distinct feedback sources and organizational innovation. Based on an S.E.M analysis, our results indicate that creating diverse feedback systems can promote organizational innovation. The findings also extend understanding about the relationship between distinct feedback sources and organizational innovation by interjecting the unique social role of nonprofit organizations in their communities. Ultimately, this study contributes to expanding the literature on nonprofit organizations' feedback seeking activities and the

expressive role of the nonprofit sector.

How Do Nonprofit Organizations Influence Environmental Policy? An Exploration of Advocacy Strategies Across Venues
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This paper explores the advocacy strategies that nonprofit organizations use to influence environmental policy across five venues. Despite widespread agreement on a definition of advocacy, operationalizing the concept presents challenges. This paper proposes a venue based approach to understanding advocacy and fills gaps in the literature by describing the activities environmental nonprofits use across venues. Data are based on semi-structured interviews with 25 environmental nonprofits across three states. Results illuminate the venues and strategies most common to these organizations, along with the organizational and institutional determinants of nonprofit decisions regarding whether and how to get involved in policy advocacy.

How do Nonprofits and Social Capital Relate to Community-Based Hazard Mitigation Efforts? Evidence from the U.S. FEMA Hazard Mitigation Grant Program
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Even though there is a growing importance of hazard mitigation efforts at the community level, we still have very little knowledge about why some communities have undertaken hazard mitigation projects more comprehensively than other communities. We focus on the role of nonprofits in creating social and political support for the community-based hazard mitigation efforts. We argue that nonprofits may help build and reproduce social capital in the community, thereby promoting capacity-building to undertake hazard mitigation projects. Empirical evidence identifying the factors associated with the local level hazard mitigation efforts is essential to move the community-based hazard mitigation efforts forward.

How Fast and What Helps Recovery? Applying an Organizational Resilience Lens to Nonprofits in Disasters
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Nonprofits operate in an ever-changing environment, and external shocks such as disasters cast unavoidable impacts on nonprofits. Thus, what equips nonprofits to be resilient and recover from the impact of a disaster should be studied. Using a panel dataset of organizations impacted by Hurricane Katrina, event history analysis is used to investigate how long before the nonprofits return to their pre-disaster performance and what expedites performance recovery. This study contributes to research by deepening the understanding of nonprofit resilience in a natural disaster context and nonprofit disaster management by providing insights about what prepares organizations to navigate disasters more effectively.

How Might Helping Hurt? Critically Considering the Potential of Power, Coercion, and Grievance in Nonprofit Human Service Organizations
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There are reasons for scholars to adopt a more critical lens and question assumptions that are taken for granted when examining the nonprofit sector. Applying theories of the nonprofit sector using a critical gaze, this paper will examine how nonprofit human service organizations can serve as sites of coercive practices that may exploit the vulnerable, exacerbate inequality, and reproduce patterns of conflict and oppression due to power dynamics inherent to these settings. The paper will use a critical lens to apply several classic, "mainstream" theories of the nonprofit sector and

illuminate risks often neglected in nonprofit human services research.

How Productive are Volunteers? Evidence from Two Sectors

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Many nonprofits produce goods and services for communities with volunteers. Volunteers are not paid, but can be costly to manage. There is limited empirical evidence examining whether volunteers enhance nonprofit productivity. Using data from the nonprofit housing and transportation sectors, we apply techniques from management science to investigate whether volunteers improve nonprofit productivity. Our analysis builds on previous work to offer a better understanding of the impact of volunteers and paid staff impact nonprofits, and builds on a growing emphasis on management science in the sector.

How to Code a Million Missions: Developing and Applying Bespoke Nonprofit Activity Codes Using Machine Learning Algorithms

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National Taxonomy of Exempt Entities (NTEE) codes have become the primary classifier of nonprofit missions. They were developed in the mid-1980s in response to a demand for a taxonomy of nonprofit activities (Herman 1990, Barman 2013) but the increasingly complex nature of nonprofits means that NTEE codes may lack validity and usefulness. We propose a multidimensional, identity-oriented taxonomy that allows for a categorization of nonprofits tailored to their mission statements over time. We develop an analytics framework to determine minimal training set sizes needed to scale custom taxonomies using machine learning algorithms.

How Warm is the Glow? Developing a Scale to Test Preferences and Experiences of Prosocial Work

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This paper presents a new approach to measuring the impact of engagement in work that endeavors to help others. I develop an original instrument that measures both individual-level work preferences for prosocial work and individual-level perceptions of how experiences at work fulfill these values. With the use of polynomial regression models and response surface methodology, I examine these constructs individually and interactively to predict job satisfaction for a sample of international aid workers. I find that the warm glow from helping others is too hot for some, and not warm enough for others.

Human Milk Donation Versus Other Bodily Tissues and Fluids Donations: Similarities and Differences

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Although much research has been conducted about the motivations to bodily gift giving, little attention has been given to the motivations for donating human milk. As a result, we aim to chart similarities and differences in bodily tissues and fluids donations (e.g. milk, blood, sperm, ovum, blood cell) and trace the reasons for such lack of attention of milk donation in the philanthropic studies literature. In preliminary research, we have found that the void of human milk research is likely due to the lack of governmental and federal regulations of milk donation. In addition, we

propose that its "only female nature" makes this donation absence from the "white, heterosexual male" discourse of philanthropic giving.

Human Trafficking and the Relationship Between the NGO Sector and Anti-Trafficking Legislation
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The complex and myriad nature of human trafficking necessitates a collaborative anti-trafficking effort. Is NGO sector strength related to the enactment of anti-trafficking legislation after ratifying the U.N. protocol on human trafficking? This cross-national study is theoretically motivated by an intuition about the influence of the NGO sector in supporting, supplementing, and providing feedback on domestic anti-trafficking legislation. I will use a quantitative analysis to explore this relationship. My hypothesis is that all else equal, NGO sector strength has a positive relationship with the timeliness and stringency of legislation enacted after ratification.

Immigrant Organizations: Civic (In)equality and Civic (In)visibility
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Irene Bloemraad, Shannon Gleeson, and Els de Graauw develop the concepts of civic (in)equality and (in)visibility to describe the position of immigrant communities in the nonprofit sector. Attention to immigrants and immigrant organizations, at both the individual and organizational levels, raises several key considerations that call for a move beyond existing theories and analytical frameworks used in the study of nonprofit organizations and associationalism. Although existing nonprofit organizations could address some immigrant needs or associational desires, research suggests that outreach is rare.

Impact of Educational Philanthropy: Evidence from a Project for Poor and Gifted Children in China
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This study examines the effectiveness of an educational philanthropy project in China. Established in 2002, the project focuses on poor gifted children and provides them free and comprehensive high school education. It also provides support for these children if they enter college and beyond. The project has served about 3,000 children and the accumulating spending is about 1 billion RMB. The impact of this project is phenomenal, with the college entrance rate over 98%, and many of students continue their education in master and doctoral programs. The findings show a well-designed educational philanthropy has the potential for reducing opportunity gaps.

Impact of the "Me Too Movement" and Nonprofit Faculty Evaluation
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To what degree has the "Me Too Movement" impacted on the climate of college classrooms? This research uses a longitudinal data base at the University of Northern Iowa, generated online by Qualtrics Surveys. These surveys were administered to nonprofit philanthropic study students across the USA and their data items came from the hallmark classroom climate study of the Association of American Colleges complimented by demographic information gathered on the students and class instructors. The analysis examines the impact of gender differences on classroom climate and also discusses the impact of ideology in nonprofit philanthropic study classrooms.

Impacts of Entrepreneurial Orientation on Nonprofits' Responses to the Institutional Complexity

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This study examines venture philanthropy nonprofits and analyzes how their entrepreneurial orientation (EO) and the severity of institutional complexity affect their perception of and response to social-welfare and commercial logics. Analyses of multiple cases reveal EO reshapes nonprofits' perception. Facing severe institutional complexity, strong EO enables a nonprofit to view logics to be complementing whereas a nonprofit lacking EO perceives the same logics to be contesting. Facing low institutional complexity, two logics appear to be coexisting to an entrepreneurial nonprofit, but isolating to a non-entrepreneurial nonprofit. This study discusses how different persecutions lead to successful and unsuccessful organizational consequences.

Implementation of Performance Measurement Learning with Students and Human Service Professionals of Color

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Equitable opportunities for performance measurement learning and skill-building among students and early career non-managers is fundamentally strategic for creating a pipeline toward higher performing nonprofits. A Foundation-University educational partnership was developed to "expand the bench" of students and human service professionals (HSPs), primarily of color, trained in performance measurement with the Results-based Accountability (RBA) framework. Coursework included application of learning through agency-based RBA "real-time" projects with partner organizations. RBA workshops were integrated into a Leadership Certificate program to increase the knowledge and skills of HSPs, supplemented with facilitated peer-coaching sessions to reinforce the implementation of performance measurement in their organizations.

Implementation or Innovation?: Understanding the Organizational Factors Impacting the Take-Up of New Ideas in Human Services

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This paper presents data from a study looking at two cases of technological innovation introduced into more than twenty-five human service organizations. Through careful analysis of multiple sources of data from these projects, we conduct process tracing to explore how technological characteristics and organizational condition interact. This reveals how the careful introduction of strategic resources supports the implementation process. It also suggests important lesson for nonprofit managers, leaders and private funders interested in innovation.

Implementing Critical Service Learning in the Undergraduate Nonprofit Classroom

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While the value of service learning has been well-documented in nonprofit education curriculum and pedagogy (see Whitaker and Berner, 2004, and Weber & Witkowski, 2016 for examples), far fewer nonprofit instructors and researchers have investigated what it means to implement a critical approach to service learning, one that embraces a social justice orientation, aims to address systemic inequalities through a redistribution of power, and build authentic relationships (Mitchell, 2008). As Mitchell (2008) writes, "Developing experiences with greater attention to equality and

shared power between all participants in the service experience and challenging students to analyze the interplay of power, privilege, and oppression at the service placement and their experience in that placement will ensure that a critical service-learning pedagogy questions and problematizes the status quo (p. 62). In short, critical service-learning not only requires extensive community participation as a component to learning course content, but also positions both students and educators as agents of social change both with and for the community.

Incentivizing Charity Accountability: An Examination of Serious Incident Reporting and Regulatory Action

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The behaviour of charitable organisations, and their willingness to be accountable, is a pressing policy issue. Using administrative data from two UK regulators, we employ interrupted time series analysis to estimate a causal effect of regulatory alerts on the reporting rate of serious incidents following a charity scandal in 2018. We show that regulatory action in response to the scandal was effective in incentivising increased reporting but did not alter the downward trend in reporting rates following the scandal. We discuss the implications for charity regulators in their efforts to measure and react to emerging risks in the charitable sector.

Independence Narratives: The National Council for Voluntary Services and the Home Office in England in the 1990s

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This paper seeks to historicise narratives of 'independence', providing a specific example of potential government encroachment on an English nonprofit organisation's operations in the 1990s, in order to explore what we mean by independence, and how theoretical 'threats' play out in practice. Using archival material, this paper will use a case example of a government-commissioned review of English nonprofit sector umbrella body the National Council for Voluntary Organisations (NCVO) in 1993 to consider these themes in more depth. It will suggest that government involvement in the organisation's operations was a trade-off for core funding, but that this wasn't experienced without resistance.

Indiana Nonprofits: Information Technology Resources and Challenges

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We use survey data from 1,036 Indiana nonprofits of all types to examine nonprofit use of information technology. About a third of respondents do not have an organizational website, but 60 percent use social media frequently. About a third rarely use electronic financial records or IT security, and two-fifths rarely use electronic client or member records. Among IT-related challenges, creating and maintaining an engaging and current website was most widespread. We examine whether the use of IT tools and challenges vary by nonprofit characteristics, such as size, formalization, age, primary purpose, funding profile, charity status, location, and board vacancies.

Indiana Nonprofits: Program Evaluation – Practices and Challenges

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We present findings from a recent survey of 1,036 Indiana nonprofits of all types on activities related to program evaluation. Our findings show that

more than two-fifths of Indiana nonprofits say they have evaluated programs in the prior three years, that most organizations mainly rely on paid staff or volunteers (rather than paid consultants) to evaluate, and that almost half say such efforts present at least somewhat of a challenge. We examine whether these dimensions of program evaluation are related to nonprofit size, formalization, age, service field, funding profile, charity status, location, board vacancies and demand for services.

Individualistic Innovators or Collectivistic Change Agents? A Population Perspective on Identity in the Blended Age of Organizing

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While public and nonprofit organizations have long balanced dual identities as both individualistic innovators and collectivistic change agents, forces such as globalization and a rise in market authority have prompted many to reaffirm their individualistic orientations. Critics believe that the integration of individualistic, market-oriented influences have displaced the relational and collectivistic identities that have traditionally formed the foundation of public and nonprofit organizations. Using data collected on Amazon's Mturk platform from hundreds of employees across sectors, this research examines whether members perceptions of identity differ within organizational populations and across sectors in light of new institutional operating environments.

Influence of Public Service Motivation on Job Satisfaction and Performance in Social Organizations of B District in Shanghai...

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Social organizations (SOs) have become an important deliver of public service to meet social and community needs in China. However, ineffective human resource management are likely to post significant threats on the sustainability of a social organization. Through reviewing previous literatures, it's noted that public service motivation can be a potential alternative to tackle with challenges of organizational commitment and job dissatisfaction of employees facing Chinese SOs. The aim of our study is to examine the relationship between public service motivation and job satisfaction and performance in SOs in Shanghai. We conduct our study in B district of Shanghai and find that there are four key indicators of public service motivation that predict job performance and job satisfaction: civic responsibility, selfdedication, sympathy and social equality. By revisiting previous consistent findings in public service motivation in SOs, we aim to contribute one case study to the current research database for future comparative analysis in the hope to improve the effectiveness of human resource management among Chinese social organization.

Informal Philanthropic Behavior in Restrictive Philanthropic Environments

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Philanthropic behavior manifests itself in different ways in different communities. While a lot is known about formal philanthropic behaviors such as giving and volunteering, less is known about informal philanthropy and what motivates it, when it occurs, and where it occurs. This project analyzes the country reports from the Global Philanthropy Environment Index to better understand how people from different cultures engage in informal philanthropy around the world. In addition, we can understand if and how regulations for formal philanthropy also affect informal philanthropy.

Information Sharing in a Cross-Sectoral Regulatory Network: A Study on a Local Hydraulic Fracturing Network in New York

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ARNOVA

This study examines information sharing mechanisms in cross-sectoral regulatory networks where nonprofit service providers, advocacy organizations, private industries, and state and local government agencies increasingly transcend the boundaries of organizations to design innovative solutions to collective problems. We collected network data from a local hydraulic fracturing regulatory policy network in NYS, and analyzed the data using quadratic assignment procedure multiple regression. Our findings suggest how information sharing processes get enacted through the independent and joint effects of strong ties and un-/balanced dyad's ties with a third-party organization in the cross-sectoral regulatory networks.

Innovation or Business-As-Usual? Local Governance Arrangements Dealing with the Refugee Crisis.

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This article considers how different types of local governance arrangements, defined here as the formal and informal relations between local governments and CSOs, and which encompass the institutional context, vested interests and historical paths. The key issues on which our article focuses are the extent to which governance arrangements can be considered 'innovative' and how both CSOs and local governments are impacted by the governance arrangement. Empirically, we focus policies and practices formed in the wake of the recent 'refugee crisis' through a comparative case study of local governance arrangements in three cities with a central regional role in Belgium.

Institutional Isomorphism and Nonprofit Professionalization: For Better or Worse?

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The adaptation of business-like practices to respond to institutional pressures has resulted in an increased professionalization of the nonprofit sector. Some researchers argue that this development leads to mission drift, whereas others found a positive effect on organizational performance. In this study, we explore which type of institutional isomorphism is responsible for an organization's reaction to professionalization. Based on survey data we calculate a structural equation model and find that a stronger outward perspective towards competitors or regulatory authorities posi-tively affects performance, but brings along the risk of mission drift. Normative pressure, however, is a driver of organizational performance.

Institutional Reforms and the Network Structure of Local Governance Systems: Evidence from the Health Sector

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How do institutional reforms shape local governance systems in less developed countries? Public sector governance reforms like decentralization have been a common response to the underproduction and poor quality of social services in less developed countries over the last three decades. In this paper I utilize data from an original network survey of 826 organizations across 65 municipalities in Honduras to assess how decentralization reform affects local governance systems. With respect to policy implementation, this work helps shed light on the conditions under which institutional reforms may engender collaboration versus conflict in the co-production of social services.

Interlocking Directorates in Civic Organizations: Bonding and Elite Ties in Community Networks

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How can civic organizations in urban communities increase democratic participation and good governance? Recent theory has emphasized that civic organizations matter through their interconnections. Classic theories emphasize organizations increase democratic functioning when they "bridge" divides but weaken democracy when they "bond" together similar interests. At the same time, scholars argue that vertical relationships are necessary between established and marginal interests, as when elite organizations are at the center of civil society less established interests will not be represented. However, in the U.S., we have few measures of bonding and eliteness in civic networks. In this paper, I use data on non-profit organizations filed through the Internal Revenue Service to undertake a study of the interlocking directorates among civic organizations in Texas as a key measure of inter-organizational affiliations. I find that interlocking directorates are common in Texas civic organizations, but contain a centralized core of connected organizations and dispersed periphery. Moreover, Exponential Random Graph Model (ERGM) results demonstrate that directorates are elite oriented and tend to bond similar organizations, which invites future research on how common these tendencies are and what influence they have on democratic civic life.

Intermediary NGOs in Payments for Ecosystem Services: Community Empowerment or Administrative Burden?

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While NGOs can facilitate participation of local communities in government programs, they can also undermine participation by creating administrative burdens. Our study employs a controlled comparison approach to compare economic, environmental, and institutional program outcomes in communities that participate in two Payments for Ecosystem Service (PES) programs in Mexico: one where intermediary NGOs and involved and another without NGO involvement. We find that NGOs have different effects in communities with different levels of self-governance before participating in PES. NGOs created positive outcomes in communities with medium governance levels while creating administrative burdens for communities with high and low governance levels.

Internal Influences on Alumni Giving to Graduate Programs

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This paper examines internal determinants of alumni giving to graduate school programs. Higher education alumni demonstrate a greater affinity in terms of giving incidence, frequency, and amount than donors to other organization types on average. Using data from the Council for the Advancement and Support of Education (CASE), this study tests internal determinants of giving that are within an institution's control such as gift type, transaction type, and program type from a randomized sample of 10,000 organizational observations. A between subjects experimental design will determine whether differences exist between undergraduate and graduate program donors.

International Engagement of U.S. Congregations: Findings from the 2019 NSCEP Study

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For many people in the U.S., religious faith is a key component of their charitable giving. Almost one-third of all charitable dollars given in the

U.S. go to religious congregations. Therefore, we conducted the National Study of Congregations' Economic Practices (NSCEP) to better understand how congregations receive, manage and spend their finances. We present findings from the survey of how congregations give to mission, service and benevolence efforts locally, nationally and internationally. Specific focus is given to congregations' international giving and volunteering.

International NGOs and Foundations in China

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What's going on for International NGOs and Foundations in China since the Law of the People's Republic of China on Administration of Activities of Overseas Nongovernmental Organizations (ONGO Law) came into effect on January 1, 2017, which generated wide concerns and fierce criticisms among China and international civil society? The paper will describe the numbers, fields, offices distribution and origin countries etc. of international NGOs and foundations in China and discuss the influence of ONGO Law enforcement on them.

Interorganizational Network Approaches for Systemic Change in Public Health: Lessons from Ellen G. White and Adventist Social Entrepreneurship

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This study conducted a mixed methods research (social network analysis and qualitative text analysis) of the collaborations of the Adventist health reform movement, a social movement that revolutionized many aspects of American public health and healthcare since 1866. This study investigates how the use of collaborative economic activity among different nonprofits helped to sustain and scale the impact of certain health-promoting nonprofits around the United States between 1898 to 1948. From an interorganizational network perspective, the purpose of this research is to study how this Adventist lifestyle movement created collaborations of social enterprises with philanthropic nonprofits. The collaborations helped increase the capacity and impact of these philanthropic nonprofits in ways that multiplied the available resources, reduced resource dependencies and ultimately increased this social movement's social impact on the United States' healthcare and public health organizational field.

Inter-Organizational Partnership and the Experience of Non-Profit Workers: The Case of Alliance Contracting

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In the context of public service delivery and challenging funding environments, non-profit workers often report poor experiences that fail to match their values-led expectations of work. This paper explores Alliance Contracting (AC), a novel contracting arrangement, and assesses the impact on non-profit workers. Adopting a qualitative approach and drawing from three case studies of ACs, the findings suggest that the ACs produced positive experiences for non-profit workers underpinned by equity, autonomy and trust, but a number of lessons about the operating models for AC are also identified, particularly in terms of how AC can be scaled up.

Interpersonal Leader Responses to Secondary Trauma in Nonprofit Human Service Organizations

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Secondary trauma is concerned with the intrapersonal affective responses an individual can experience during or subsequent to an interaction(s) with another person who recounts their personal stories of abuse, trauma, or disempowerment. Secondary trauma can engender a host of detrimental

intrapersonal effects on nonprofit staff who express empathy toward clients experiencing primary trauma. I explore the interpersonal-level responses to secondary-trauma-affected staff available to the leaders of nonprofit human service organizations. These secondary-trauma-sensitive leader behaviors, I theorize, will reduce the prevalence of secondary trauma in nonprofit organizations and generate staff engagement.

Interpretive Leadership Skill in the Meaning-Making Nature of Nonprofit Leadership

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This is a theory-building study of leadership skill development among nonprofit executives. The underlying assumption of this study is that nonprofit organizations require a unique set of executive competencies in managing the shared meaning of the organizations' mission and most significant activities. The present study focuses on revealing the meaning-making nature of nonprofit-sector leadership through which interpretive leadership skill of nonprofit executives is newly theorized as an essential leadership competency. This research fills and addresses the lacuna with a special focus on those executive meaning-making capabilities. The conceptualization is examined through scale development and validation of the interpretive leadership skill construct. Data are drawn from a national survey of nonprofit executive directors administered by the researcher. The analysis results support the theory building as well as suggest noteworthy implications for nonprofit-sector leadership. The present research finally discusses how this work contributes to the literature on leadership and what practical implications can be made to improve nonprofit management.

Interrogating Whiteness, Patriarchy, and Flourishing in Nonprofit Organizations

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In this conceptual paper, I address dualism within the nonprofit sector to both courageously champion missions and values that advance "the common good" while also supporting white supremacist patriarchal institutional logics and toxic workplace cultures. Using critical race feminist theory and intersectionality to interrogate whiteness and patriarchy in a sector that is overwhelmingly led by white male leaders, I point to the paradox of championing "the common good" while ignoring the dynamics and implications of power, as well as the perpetuation of colorblind ideologies and the heroicized white saviors who are lauded for "bettering" society and humanity (Liu & Baker, 2016).

Inviting Story; An Active Listening and Visual Narrative Methodology

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Nonprofit organizations tend to work with populations often categorized as marginalized in relation to the dominant Western-centered social structures around them. Education, banking systems, employment, health care, even the buying and cooking of food, represent social constructs that can present stressful firewalls to improving their quality of life. Researching how best to help these groups help themselves requires a methodology that reflects the unique values and histories of these groups. This paper describes a visual storytelling methodology that empowers participants with the agency of controlling the narrative and reframing perceptions of their interpersonal role within dominant culture social structures.

Is Crowding Out Due to Donor Reactions, Fundraising, or Administrative Capacity?

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A large volume of literature has examined whether public support crowds out contributions to nonprofits, providing mixed results. Building on

Andreoni and Payne's (2011) argument that crowding out of private giving is partly due to the changes in fundraising efforts, we argue that the administrative capacity of nonprofits is the key to mixed findings in the current literature. We examine whether the effect of crowding out is moderated by the level of nonprofit administrative capacity, using the dataset obtained from the DataArts. We will discuss the trade-offs nonprofits face with various income streams and implications for the crowding out literature.

Is "Overhead" a Tainted Word? A Survey Experiment Exploring Framing Effects of Nonprofit Overhead Information on Donor Behavior

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Overhead is a catchall term for non-program expenses. Donors are found to negatively respond to charities with high overhead. Using a survey experiment, we explore whether information framing alleviates donor aversion. We find that donors preferred to donate to the organization with lower overhead. However, when presented with information that describes the purpose of higher overhead as building long-term organizational capacity and that of lower overhead as maintaining a functioning organization, an increased percentage of donors chose to give to the organization with higher overhead. This study has practical implications for nonprofits that rely on donations to achieve their missions.

Job Stress, Entrepreneurial Passion and the Mediating Role of Management Skills

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Passion is at the heart of the entrepreneurship, and keeping and maintaining entrepreneurial passion is critical in the success of entrepreneurship. Because the nature of entrepreneurial activities is characterized with high levels of job stress and job stress negatively affects entrepreneurial passion, it is important to find ways to minimize the effects of stress on passion. Using the data from the Leadership and Career Motivation Survey of entrepreneurs in the United States, this study examines the relationship between job stress and entrepreneurial passion and how entrepreneurs' management skills mediate this relationship. This study also tests if the relationship varies depending on an organization's mission, focusing on the difference between social entrepreneurship and commercial entrepreneurship.

Leadership in Complex Adaptive Systems: The Influence of Complexity of Mind

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Nonprofit organizations operate in complex adaptive systems. Nonprofit leaders, therefore, must learn to lead from a systems approach. Constructive developmental theory indicates that an individual develops an increasingly complex cognitive schema, and this schema influences leadership capacity. The research question for this paper is how, if at all, does the complexity mind of nonprofit leaders influences their capacity to exercise leadership in complex adaptive systems? This research is interdisciplinary and, while the efforts here are focused on theory-building, the findings will be of interest to nonprofit leaders and key stakeholders.

Leading Between the Lines: How Leaders Navigate Political Behavior during Periods of Directed Organizational Change

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This study examines how leaders of resource-constrained organizations navigate political behavior as their organizations are compelled to improve performance. A mixed-method approach is used with 30 interviews conducted, 45 self-rated assessments and 250 other-rated assessments completed. We anticipate the findings to reveal correlations between a leader's political skill and their efficacy in leading change. The study is crucial to forming a better understanding of how leaders, especially in nonprofit sector, can effectively navigate the politics of organizational change.

Legitimate Commercialization Does Not Hurt: Research Commercialization and the Credit Ratings of Nonprofit and Public Universities

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Does commercialization benefit or hurt organizations for social purposes, such as nonprofit and public organizations? Although early discussion on the pragmatic and normative concerns of commercializing social mission suggests innate incompatibility between commercial and social logics, empirical evidence finds no concluding remarks on this issue. This study uses research commercialization in higher education to revisit this question empirically. From a merged panel dataset of nonprofit and public universities, analysis shows no damage from research commercialization to nonprofit and public universities' capacities measured by tax-exempted bond ratings. This result highlights some moderators that mitigate the incompatibility between commercial and social purposes.

Lessons from the Implementation of the Overseas NGO Law in China and Beyond

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This paper and presentation will survey the effects that the Overseas NGO Law and framework have begun to have on overseas, especially American NGOs, foundations, think tanks and other nonprofits operating in China, particularly those that have worked in the area of law and rights. We now have nearly three years of experience with policy implementation of this new framework, which is perhaps the most far-reaching of any of the moves around the world to reshape relationship between a state and the foreign NGOs, foundations and other nonprofits that work in it.

Leveraging Critical Methodologies to Unpack the Gendered and Racialized Nature of Nonprofit Spaces

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This paper examines the utility of deploying a critical methodology framework grounded in critical race, as well as critical intersectional, and feminist standpoint theories for nonprofit and voluntary studies. We argue that these theoretical perspectives, which emphasize lived experience and sense-making, offer a useful analytic lens for centering the narratives and experiences of marginalized scholars, in an attempt to examine the gendered and racialized nature of nonprofit spaces. The authors explicate the framework and discuss its utility, drawing on their experiences conducting research in the nonprofit sectors in Flint, MI and Camden, NJ. Implications for research and praxis are discussed.

Lightness and Darkness: Moral and Ethical Theory Approaches to Social Entrepreneurship, Enterprise, and Innovation

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This first presentation undertakes moral and ethical approaches to social innovation, entrepreneurship, and enterprise (SIEE) to build a conceptual model of dark social innovation, entrepreneurship, and enterprise (DSSIEE). This DSSIEE model leverages moral philosophies of natural law to probe the intentions of social innovators, entrepreneurs, and innovators (SIEEers), of utilitarianism to consider consequences, and of pragmatism to examine the approaches/strategies deployed to understand the dark (and light) sides of SIEE and SIEEers. This presentation notes the model's utility to understand: Failures to fulfill intentions and unintended negative outcomes; shifts in intentions and negative outcomes; and, potential future applications.

Local Civil Society Regimes for Combating Child Poverty: Insights from Two Corporatist Welfare States

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In the last years a rescaling of social policies with an increased reliance on the local government and an adoption of market-modes of governance is observed in corporatist welfare states such as Austria and Belgium. This paper compares the local government approaches in six cities in Belgium and Austria to combat child poverty. Despite the corporatist tradition of both countries, we observe large differences in the modes of delivery (network versus competition) and the degree of integration (holistic versus fragmented) between and within the two countries.

Local Community, Organizational Characteristics, and Mission Change: The Case of the United Way and Community Foundations

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This study examines the interplay among organizational characteristics, community characteristics, and mission change specified in mission statements of the United Ways and community foundations. A rich literature focuses on how competition pressure constrains organization change. Both UWs and CFs are in fields, which are facing many environmental pressures, however, less is known about their adaptive responses, what factors affect their adaptation, and if the changes have made these two organizational forms become more similar or different. Drawing upon the data, we explore similarities and differences of the changes and identifies change patterns of convergence and divergence between both institutions.

Logics in Decision Making: Hybrid Institutional Logics in Social Entrepreneurship

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Since a concept of social entrepreneurship is still ambiguous, individual motivations to be social entrepreneurs are reasoned by multiple underlying institutional logics. Given an increased attention to social entrepreneurship, it is important to find individual factors influencing to be social entrepreneurs distinguished by commercial entrepreneurs, which ultimately shape the emergence of new institutional context. This study will examine how individual social entrepreneurs are influenced by the underlying institutional logics, and how their motivations affect behavioral implications of decision-making in organizational identities between social and commercial oriented by using a series of experimental tests.

Long-Term Effects of Matching Grants on Giving and Fundraising: A Longitudinal Study of Indiana Community Foundations

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Matching grants are widely used by institutional funders to leverage giving to nonprofit organizations. Yet their long-term effects on giving and fundraising have not been well researched. Using a 15-year panel data of Indiana community foundations, I applied difference-in-differences and archival research to examine the long-term effects of matching grants. The results show that giving declined significantly after the matching grants were switched off. Foundations' responses to matching grants regarding fundraising were heterogeneous. Some community foundations increased their fundraising expenses due to the matching opportunity while others did not. Anticipation effect and income effect help explain the phenomena.

Machine Learning for Quantitative Text Analysis of National Regulations

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The use of topic modeling, a form of machine learning method for quantitative text analysis, provides a new means to apply cutting edge methods to the study of national law and regulations.

Major Revenue Cues Sector Stereotypes: A Survey Experiment

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This study focuses on how the content of financial information disclosure influences people's perceptions of the nonprofit organization. We suggest that people use the major revenue source either from donations, fees for services, or governmental funding as a signal to predict whether the nonprofit will behave like a typical nonprofit, or like a business or government organization and form their perceptions accordingly. The results of an online survey experiment showed that the public perceives nonprofits in the elder care service area that are funded by donations warmer and more competent than both those funded commercially and by the government.

Making a World of Difference at Home and Abroad: Prosocial Activities and Aspirations of Returned International Volunteers

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This study assesses whether life changes associated with international volunteer experiences are turned in the direction of prosocial activities and aspirations. Specifically, it aims to assess whether respondents who rated their volunteer time abroad as a "transformational experience" were more likely to participate in helping beliefs and behaviors. Findings suggest that personal transformations tied to volunteering abroad were associated with a higher prioritization for providing global assistance to others, as well as changes to prosocial study or career choices focused on helping others. The study documents sustained prosocial commitments to international issues at home and abroad among returned international volunteers.

Making Sense of Complexity: Evaluating Learning in the Collaborative Crop Research Program

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The McKnight Foundation's Collaborative Crop Research Program has been described as adaptive and complex; it has also been called overwhelming. Within this context, the program sought to bring its sprawling learning and action systems into alignment. This initiative was a daunting challenge in a program with nearly 100 projects and over a dozen leadership team members around the globe. An evaluation was commissioned to support this effort by investigating how key resources and processes contribute to learning and action across the program. The results provide insight on opportunities for other learning organizations working in complex systems.

Making the Program Officer: The Peace Corps and the Emergence of the Profession of Development

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This research is motivated by the question of how an emergent profession can produce an "anti-politics machine" (Ferguson 1994). Using historical material and data from a cross-national study on the US Peace Corps, I trace the rise of the "international development professional" in order to discover how this particular process of professionalization creates depoliticized outcomes (Pritchett, Woolcock, and Andrews 2013) in its field. I find that the process of creating a "development professional" deviates substantially from other development trajectories outlined in the literature (Abbott 1988; Friedson 2001; Wilensky 1964). This new profession, I argue, enjoys less cohesion than others because it is a multi-field undertaking comprised of different logics; as such, the professional ethic is produced at a different point along the trajectory of professionalization. Relying on institutional ethnographies of Peace Corps programs in three countries and 127 interviews with Peace Corps volunteers and staff who served from 1961-2014, I show how both an emergent career and the people within it are systematically stripped of their politics by the lack of a professional community and lack of a cohesive ethic and agreed-upon mechanisms for making sense of experience. In doing so, I document the organizational mechanism of (Ferguson 1994) anti-politics machine. This process has important implications for professionalization in general, for the professionalization of international development generally, and for socially motivated workers in a variety of fields.

Malleability of Implicit Bias in the Executive Search Process: Evaluation of a Higher Education Intervention

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While research demonstrating the pervasiveness and real-world consequences of implicit bias is increasing, other studies indicate that implicit bias is malleable and can be unlearned. The majority of research on the malleability of implicit bias; however, has taken place in a lab or controlled field setting. My research reports on the use of an exploratory, mixed-methods study of an implicit bias intervention for members of four executive search committees in a higher education setting. The purpose of the intervention was to enhance diversity, equity, and inclusion in the search process while informing future university hiring procedures. The evaluation set out to understand how and in what ways the intervention influences participant perceptions, actions, and decisions.

Managing Rural Communities: The Role of Local Civil Societies

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The capability of local civil societies to provide services and build sustainable communities is important in current discussions on the future of rural areas. In our paper, we study the role of local civil societies in sparsely populated areas in the Swedish countryside, how they act and what conditions that are important. We will contribute to the understanding of the reasons behind organizing service production within civil society, what conditions that are important for the outcomes of such initiatives and, theoretically, we challenge the urbanely oriented definitions of civil society with insights from rural conditions and logics.

Mapping Civil Society in the Digital Age: Critical Reflections from a Project based in the Global South

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Initiatives to map nonprofit organizations encompass efforts to define the boundaries of the sector and understand its scope and scale at which they occur. Now with big data analytics, further questions about mapping civil society emerge. We use our experiences digitizing paper files and using machine learning and text mining to map NGOs in Ghana to develop a framework and critically reflect on civil society mapping in the digital age. The critical questions we raise about new technologies are embedded within greater concerns about the oppression and domination of civil society, more generally.

Mapping the Future of Philanthropy

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Philanthropy is a focal point in research, policy, and practice globally. Scholars have sought to better understand how national context influences charitable behavior, new institutional forms, and the rise of hybrid funding models. However, the question of how economic, political, regulatory, and socio-cultural environments will influence the future growth of philanthropy remains unexplored. This is especially urgent and timely given trends such as the closing space for civil society. The authors perform a mixed methods data analysis including content and cluster analyses to examine global macroeconomic trends that influence the future of philanthropy.

Mapping the Ghanaian NGO Sector: Content Analysis of Mission Statements

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Mapping the nonprofit sector is context dependent, such as who is mapping and motivations behind stakeholders involved. Theory building around mapping nonprofits is concentrated in the Global North. In part, this is due to better data availability to researchers. No such comprehensive mapping effort has happened in Ghana (West Africa). To assess the composition of the registered NGOs in Ghana, content analysis of mission statements is applied to a new dataset of all NGOs registered with the Ghanaian government using the NTEE and ICNPO codes. Findings demonstrate a diverse and robust NGO sector in Ghana with over 3,000 NGOs identified.

Meaning Making During Emerging Adulthood: Is Developing a Prosocial Orientation Part of Becoming an Adult?

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Constructing meaning in life is a central developmental task, and yet many emerging adults in the United States struggle to make meaningful decisions or understand their life in meaningful ways. In this paper, we advance studies of meaning making during emerging adulthood. First, we review existing scholarship and provide a four-part conceptualization of meaning making that includes other-oriented prosocial action. Second, we assert that emerging adulthood is a key life stage for making meaning and hypothesize that, on average, the presence of meaning will be greater in

the later ages of emerging adulthood than in the earlier ages.

Measure to Improve: Does It Really Happen in the Impact Investing Field?

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Impact investing means financial investment in social enterprises whose primary aim is to provide social benefits (Steinberg, 2015). Social enterprises – although they are becoming more and more popular – still receive lower levels of investment than their for-profit counterparts. The purpose of this study is to capture performance measurement practices' importance with sufficient analysis, and under the context of impact investing, what are the impact of the performance measurement on the social enterprises, and how can the impact information gathered from the performance measurement affect impact investors' behavior. Most research suggests that performance measurement activities come out of the need of legitimacy, however, far less attention has been paid to organizational learning. This qualitative study contributes to our knowledge about the impact of performance measurement activities regarding organizational learning by researching several social enterprises.

Measuring Giving to Women's and Girls' Causes

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Using IRS organization and program data from hundreds of thousands of public charities, this study pioneers a measure of giving to women's and girls' causes. The study separately tracks: organizations facilitating the philanthropic efforts of women, organizations exclusively focused on women and girls, and organizations focused in part on women and girls. The resulting index provides a baseline estimate of how many nonprofits serve women and girls, their subsector breakdown, and the dollar amount of giving to this area. The index can be updated on an ongoing basis to identify long-term trends in this important area of philanthropy.

Measuring the 'Civic Footprint' of Nonprofits: An Exploratory Factor Analysis

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This research highlights the various ways in which nonprofits promote community engagement, which is conceptually understood as their "civic footprint". Utilizing quantitative methods, a random sample of nonprofit leaders in Ontario, Canada were surveyed (n=235) to assess the extent and scope of their organization's engagement in the following three broad thematic activities: efforts to engage donors and volunteers; efforts that bring community members together; and efforts that connect organizations. Using Principal Axis Factoring, a three-factor model emerges, supporting the validation of three distinct factors that comprise a nonprofits civic footprint. Results have implications for management and leadership within nonprofits.

Mediate or Facilitate? Understanding the Impact of Environmental NGO on Environmental Petition

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Does ENGO increase or decrease environmental petition in China? Building on the panel data of environmental petition in provincial China from

2009 to 2015, this study finds that the number of grassroots ENGO and the degree of pollution are positively associated with environmental petition in China, holding other variables constant. Yet the number of official ENGO, environmental expenditure and economic development are negatively associated with environmental petition. The statistical findings show that the facilitating hypothesis of ENGO on environmental petition is evident among the grassroots ENGOs, while the mediating hypothesis is supported by the official ENGOs.

Membership Attraction and Retention Policy Recommendations for Leaders of a California Fraternal Organization: A Case Within a Case Study

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Attraction and retention of members in fraternal organizations has been a continuing challenge for organizational leaders for numerous reasons including societal and technological changes. Using a California fraternal organization as a representative case, interviews and survey data are employed to understand the phenomenon around membership decline and to help organizations address the divers needs of members. This research improves upon existing literature and examines the decline in relation to both internal and external influences. The results of the study provide several policy recommendations so organizational leaders can implement interventions to improve membership attraction and retention practices.

Misconceptions and Stereotypes of Native Americans in Philanthropy

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What are the stereotypes, biases and misconceptions that individuals within philanthropy hold about Native Americans? Using original interview data of individuals working in philanthropy and of Native community leaders, this paper examines the stereotypes and biases that permeate philanthropic institutions and how these stereotypes and biases continue to marginalize Native communities.

Mission Accomplished? A Cross-National Examination of Charity Dissolution

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Encouraged by increasing 'open data' movements and in some cases government commitments to greater data sharing, this project will leverage some of these data resources to examine a topic of considerable public and regulatory importance: charity dissolution, in particular organisations that accomplish their mission. The research objectives are: to examine cross-national trends and predictive factors around charity dissolution; and to provide evidence and guidance for regulators seeking to target their activities with respect to this outcome. The project will collect data from three countries, and employ a range of statistical techniques to study charity dissolution at scale and in depth.

Mission Vs. Action: Are Nonprofits Located Where They Are Needed?

Wendy Chen, George Mason University (wendychen0316@gmail.com)
As society becomes more polarized, the gap between the haves and the have-nots becomes increasingly apparent. Education, as one of the most important elements, serves as a key pillar for a society's economic growth and one of the most effective ways to reduce social and economic inequality. This paper examines how effective educational nonprofits are in helping disadvantaged children with a focus on their locations. The study combines geospatial data, educational data, and household and neighborhood data in the Washington DC area to have a holistic and thorough understanding of the impact of nonprofits' locations on disadvantaged groups.

Mixed Methods and Network Analysis at Work to Understand Hybrid Nature of NPOs

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My research wants to stress the importance of using a mixed methods approach, using tools such as nonparametric statistics, network analysis and qualitative interviews, in order to obtain substantive results when researching on nonprofit organizations (NPOs). The multivariate nature of NPOs, living in the space between the private and the public sector, the frequent lack of consistent and wide data on the topic, the systemic definitional differences that can be found both in the literature and in the various part of the globe, they are all concurring factor to the difficulties of producing consistent research on NPOs. In this paper I conduct a research on funding strategies of NPOs, where I show how using a mixed method it is possible to combine research strategies that are often left aside in favour of more prominent ones as they are often considered less valid. However, using them at different levels of the research I show how they complement each other, overcoming their limits and producing consistent results notwithstanding the reduced data availability and the hybrid nature of NPOs.

Models of Cooperation in Germany's Migrant Services

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The paper focuses on how municipal governments in Germany co-operate with non-profits in order to address the so-called refugee crisis. The results of our nine case studies in Germany demonstrate that the modes of co-operation have been adjusted to the situation of emergency and the particular needs of refugees. Assisted by local governments non-profit organizations extended their services to the needs of the new target group. At the same time, the modes of interaction continue to be organized on the basis of a welfare mix in which government entities co-operate with enterprises and NPOs via market-based contracts and networks.

Models of Public Administration in Germany and China

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Governance as a practical concept and theoretical approach translates into the shift from unitary to multiple public functions, from centralization to decentralization of government, and from a monopolistic to a cooperative way of public service provision. With a special eye on the policy field of integration of migrants, the paper discusses the increasing relevance of the concept of governance as well as its inherent challenges both for the social organizations / non-profits and the public authorities in China and Germany.

Money, Power and Race: The Lived Experience of Fundraisers of Color

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Studies have highlighted the ways institutional racism impacts the nonprofit sector, examining the effects of diversity, equity and inclusion (DEI) on structures that drive nonprofits. Cause Effective sought to better understand the intersections of DEI within the development profession, as well as the nexus to recruitment, retention and ascension to nonprofit leadership for fundraisers of color. Despite growing acknowledgment of the need to move towards a more diverse and inclusive workforce, progress has been slow. Our report identifies the challenges faced by fundraisers of color when they must navigate the complex dynamics of race, power and wealth.

Moral License in Nonprofit Work: Race, Gender, Moral Capital, and Administrative Evil

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Moral license research indicates that people are more likely to express racist opinions after agreeing to donate blood, money, and time to nonprofit organizations. This research explores how moral license impacts nonprofit employees. Online experiments test the hypothesis that nonprofit employees are more likely to indicate racial discrimination and a belief in gender determination after they have been prompted to describe the social value of their nonprofit work. By better understanding how nonprofits are participating in race and gender structures, nonprofit researchers and employees can improve client outcomes and cultivate social justice.

More Alike Than Different?: Does Franchising Bridge a Red/Blue Gap in Leadership and Financial Health of US Nonprofits?

Rikki Abzug, Ramapo College (Rabzug@ramapo.edu)

One of the enduring contributions of neo-institutionalism to nonprofit study has been answering the question, "Why are organizations so alike?" Yet, at a moment of great polarization within and between institutional environments, we wonder whether the forces of conformity or disunity will win out over the nonprofit soul. This study explores the extent and impact of unifying institutional forces on nonprofit organizations otherwise separated by geography (rural/urban) and politics (Red/Blue). Specifically, we look at the population of the US Dress For Success franchise to compare forces of institutionalization versus polarization on organizational leadership, governance, and financial health.

More Hands than We Originally Thought: W.E.B. DuBois, the Atlanta Conferences and the Overlooked "Origins of the Serious Study of Philanthropy"

Tyrone Freeman, IU Lilly Family School of Philanthropy (tyfreema@iupui.edu)

Philanthropic and nonprofit studies largely traces its origins back to Merle Curti's 1956 Princeton Conference on Philanthropy, from which a research agenda was coalesced, funded and pursued. However, this starting point does not consider earlier research done by Harvard-trained Ph.D. W.E.B. DuBois through the Atlanta University Conferences, an annual convening that produced significant publications between 1898 and 1911, including some on philanthropy. This paper investigates the findings of DuBois's studies and their implications for the history of American philanthropy, the development of the field, the training of scholars, and the sources upon which typical philanthropy scholarship relies.

More than a Control Variable? Race in Nonprofit Research

Lauren Hamilton Edwards, University of Maryland, Baltimore County (ledwards@umbc.edu)

This study seeks to explore why scholars should be talking about race and social justice in nonprofit research. To begin to heal racism in society it is important to understand the role of academic research and to surface the bias (explicit or otherwise). This research is a systematic review of journals and books with a public management and policy focus to build a framework to guide future work. The goal of this content analysis is two-fold. First, this work improves future research by building a framework of strategies for improving outcomes. Second, this research identifies gaps that need more immediate attention of scholars

Motivation and Job Satisfaction of Logisticians Working for Nonprofit Organizations

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The aim of this paper is to understand what motivates people to start working as logisticians for nonprofit organizations and what keeps them

involved in this area. The additional purpose is to identify how logisticians perceive this job and compare their motivators with motivators of volunteers and other workers in this sector. The data are obtained through the semi-structured questionnaire consists of 40 questions. To the best of the author's knowledge, the motivation of logisticians in the nonprofit sector has never been examined.

Motivations of Governments-Nonprofits Collaboration: A Review of the Literature
Rabita Reshmeen Banee, Virginia Tech (rabita@vt.edu)
The literature review seeks to answer the research question, "What do we know and not know about why governments and nonprofits collaborate?" It reveals the gaps in the existing literature and suggests ways to address these gaps. I argue that the theory of uncertainty – which was never used before – can be utilized to explain governments-nonprofits collaboration. Moreover, I argue to consider differentiating between the levels of government and their motivation to collaborate with nonprofits to enhance understanding of the governments-nonprofits collaboration further.

Motivations of Protestant Congregational Social Entrepreneurs: An Instrumentally Expressive Model for Social Entrepreneurship
Thad S Austin, Duke University (thad.austin@gmail.com)

This qualitative study explores the motivations of Protestant leaders who are pursuing social entrepreneurship in the congregational setting. Although general supply and demand motivations exist for congregational social enterprise, leading motivations are more directly tied to expressive functions of faith as opposed to instrumental motivations found in many other nonprofit contexts. The manifestation of these "instrumentally expressive" motivations challenges the existing nonprofit literature and offer a more complex understanding of the third sector. I draw on forty-four in-depth, semi-structured interviews with lay and clergy leaders representing a diverse sample of twenty-six American congregations from four Protestant traditions.

Moving to Engagement: How Does the Local Charity Environment Effect Decisions to Volunteer and Give?
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Is the local environment of nonprofit organizations in UK communities associated with volunteering and giving among the people that live in them? What is the influence of local contexts on the civic engagement of movers? In other words, how does people's civic behaviour change when moving to an area with a richer civic infrastructure? Do we see different effects depending on whether people were already civically active in the first place? We answer these questions by combining longitudinal charity administrative data and individual-level panel survey data contained in the British Household Panel Survey (BHPS) and UK Household Longitudinal Study (UKHLS).

Moving Together or Leaving it Behind: Engaging the Community in Collaborative Spaces
*Honey Minkowitz (hminkow@ncsu.edu); *Branda Nowell, North Carolina State University (branda_nowell@ncsu.edu)*

The advancement of the public values approach enables a perspective of the community as co-producer and co-creators of public goods and services. This perspective is in opposition to management viewpoint which view citizens as customers and clients in which they are service recipients. Collaborative networks, which bring together multi-sector organizations, provide a mode for citizen involvement and input. However, network forces and the dynamics of collaboration may work in opposition and create an environment that is not receptive to community voice. This

paper explores a typology of collaborative networks and their strategic orientations that welcome community participation.

Muslim Philanthropy: Living Beyond a Western, Secular Definition

Shariq Siddiqui, IUPUI - Lilly Family School of Philanthropy (ssiddiqu@iupui.edu)

The premise of this article is that, regardless of the existing Western academic definition of philanthropy, a unique form of Muslim philanthropy exists and is grounded in faith. This faith is grounded in both theology and practice and must be understood in terms of the period and place it is practiced. The current Western, secular definition of philanthropy may exclude religious and Muslim acts of philanthropy. I argue that while "Islamic philanthropy" may be informed by the western or modern definition of philanthropy it shouldn't be constrained by that definition. This article examines the secular and western origins of the definition of philanthropy and illustrates how this definition isn't broad enough to incorporate a Muslim theological and cultural practices of philanthropy. The article concludes with proposing a definition that encompasses a definition that is broad enough to include religious and non-Western traditions of philanthropy.

Mutual Collaboration Between Academics and Practitioners

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Georgina Winfield considers herself a "practitioner", as a Network Director for Volunteer Services at St. Luke's University Health Network in Bethlehem, PA. Georgina is an active member of the Pracademics Section, which has been studying the dynamics between academics and practitioners and how best to form mutual collaborations.

Narratives from Government Officials and NGO Staff: A Case Study on Teenage Pregnancy in the Western Cape, South Africa

Simone Martin-Howard, LIU-Brooklyn (simone.martin@liu.edu)

A case study was conducted to analyze the opinions and perceptions of government officials and NGO staff to provide an in-depth perspective on the issue of teenage pregnancy and service delivery for low-income and under-served populations in the Western Cape Province of South Africa. Government officials discussed their responsibility vs. parent's responsibility and the need for a new provincial-wide focus on fatherhood. Staff indicated that limited funding and low participation rates among teenage mothers and fathers were organizational challenges while poverty, lack of support systems, the multiple roles that teenage parents juggle, and stigma were contextual challenges to service delivery.

National Regulatory Index for Change Over Time

Elizabeth A. Bloodgood, Concordia University (elizabeth.bloodgood@concordia.ca)

With Joannie Tremblay-Boire, Beth has constructed an index of national government regulation to compare nonprofit laws across 105 countries and enable comparisons over time, between 2007 and 2017 for a subset of coded countries.

Native-Focused Philanthropy: One Approach to Advancing Equity in Philanthropy

Cheryl M Ellenwood, University of Arizona, School of Government and Public Policy (cheryle@email.arizona.edu)

Historically, much of philanthropy has been driven by grant makers. Currently within the field, funders attempt to find innovative ways to advance

equity in philanthropy. This paper explores the relationship between two foundations and Native-led organizations. It offers a conceptual framework and continuum model for understanding a Native-focused philanthropic approach to giving. The paper also recognizes the critical role of community-based intermediary organizations (Native Americans in Philanthropy, ABFE, HIP, AAPIP, and Funders of LBGTQ Issues). I find that long-term relationships between community-based intermediaries and foundations are necessary to advancing equity and to create social change within philanthropy.

Nature of Welfare Mix in Croatia: Third Sector Impact and Its Space in Changing Welfare State

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The third sector becomes an increasingly important element of the institutional mix in Europe but (Zimmer and Pahl 2016). In Croatia, the third sector is characterized by path dependency, for limited freedom of association and the turbulent development of the sector in the 1990s (Bežovan 2008, Baturina, 2016). This paper aims to analyse the role of third sector in Croatian welfare system, particularly its role in currents and future welfare mix configurations. The analysis will be based on the results of research carried out in the FP7 project Third Sector Impact (TSI) and the results of authors doctoral dissertation.

Navigating Legitimacy through Diversity: The Islamic Society of North America 1979 – 2008

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The focus of this research is how religious membership-based nonprofit organizations deal with issues of legitimacy through diversity management during times of crisis. Do these organizations approach to diversity change based upon their quest for legitimacy and the internal and external narratives.

Networking Opportunities: Rediscovering Decentralized Governance in Philanthropy and Civil Society

*Rhodri Davies, Charities Aid Foundation (rdavies@cafonline.org)

Decentralised, non-hierarchical models in the nonprofit world have historically taken a back seat to centralised, hierarchical ones. This paper explores the historical factors that have driven the trend towards centralisation, and what they tell us about the traditional limitations of decentralised models. It places this analysis in the context of current technological developments; assessing the extent to which technological affordances may overcome the limitations of decentralised models and could thus lead to renewed focus on decentralisation in the nonprofit sphere.

New Players in International Development Aid: The Strategies and Pathway of Chinese NGOs Going Abroad

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Chinese NGOs, in the process of going global, combined with the characteristics of the organization, presented a different path of participation. Different paths bring many opportunities and challenges to NGOs. Based on literature research and interviews with Chinese NGOs who going abroad, this paper attempts to answer the following questions: First, what kind of path and model are adopted by Chinese NGOs who "going abroad". Second, compared with the Western model, what are the strategic objectives and aid characteristics of Chinese NGOs that "going abroad" to participate in international development aid. Third, what are the difficulties and challenges that Chinese NGOs facing?

NGO Access to Inter-Governmental Organizations

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Over time non-governmental organizations (NGOs) have gained access to most inter-governmental organizations (IGOs). But what factors explain why some non-governmental organizations are true insiders, while others are merely peripheral? I propose that explanatory power lies in 1) affinity, 2) benefits, and 3) convenience. That is, NGOs with deep and sustained access to IGOs tend to be those that: 1) share the views of international bureaucrats within IGOs, 2) are well resourced, and 3) lie in close geographic proximity. This "ABCs of Access" means that access is not strictly merit-based – it is also driven by personal and logistical ease.

NGO Regulatory Backlash? Examining Internal and External Explanations for NGO Regulation

*Elizabeth A. Bloodgood, Concordia University (elizabeth.bloodgood@concordia.ca); *Joannie Tremblay-Boire, University of Maryland, College Park (jboire@umd.edu)

Exuberance for NGOs as representatives, democratizers, innovators, and problem-solvers has been challenged by concerns for security vulnerabilities, political agitation, and corruption. We present a systematic examination of NGO regulation in 102 countries using our original index to test the "closing space" phenomenon across more aspects of regulation, including bounds on operations, disclosure requirements, and enforcement, in a broader array of countries. We conclude state-society relations and national interest have driven NGO regulation; countries which expect to receive benefits from NGOs regulate NGOs differently than countries seeing threats of disruption or weakness.

Nongovernmental and Nonprofit Education in Sub-Saharan Africa: Current Curricular Offerings and Recent Trends

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This paper will provide an overview of the current census of nonprofit and nongovernmental organization education programs in sub-Saharan Africa.

Nonprofit Accountability to Beneficiaries Through Program Evaluation and Co-Production: Case Studies

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Nonprofits are expected to be accountable to beneficiaries. But nonprofits tend to fulfill accountability to funders due to asymmetric relationships among nonprofit stakeholders. However, combining program evaluation with processes of participation have tremendous potential to enhance accountability to beneficiaries. To understand the ways nonprofits fulfill accountability to beneficiaries, we explore models of collaboration between nonprofits and beneficiaries in the process of developing outcome metrics through case studies. The initial analysis implies that beneficiaries' values become important references for a nonprofit to judge whether the outcome metrics will produce long-term benefits for them. This research is funded by the Japanese government.

Nonprofit Arts Organizations: Sustainability and Rationales for Support

*Francie L. Ostrower, University of Texas at Austin (fostrower@austin.utexas.edu)

Francie Ostrower focuses on the sustainability of the nonprofit arts subsector. The arts today face significant challenges, ranging from declining

attendance across multiple art forms, financial difficulties, to the possibility that the supply of nonprofit arts organizations has outstripped demand for them.

Nonprofit Associations and the Diffusion of Diversity and Inclusion Practices Across Professional Fields and Trades

Dyana Mason, University of Oregon (dmason@uoregon.edu)

Associations are a unique subsector of the wider nonprofit sector, and have been found to act as facilitators in diffusing organizational and policy change both among their membership as well as in the profession they represent. Leveraging theories of policy diffusion and collaboration, this study seeks to understand the ways that nonprofit associations are promoting diversity and inclusion practices in their professions and trades. Data sources include a national survey and interviews of nonprofit executives. Findings suggest that associations are pushing out diversity and inclusion practices to their field, often when their own organizations are dragging behind.

Nonprofit CEO Power and Multiple Boards

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From the theoretical perspective of stakeholder theory, examining additional governance actors such as advisory boards is supported. This paper focuses on one avenue for expanding the theoretical conceptions of nonprofit governance: expansion to cover the case where there is more than one "principal." Nonprofit agencies may have both governing and advisory boards, each with a claim to providing direction for the agency. This research examines the responses of nonprofit CEOs representing 146 organizations of which 30.1% have an additional board such as an advisory board.

Nonprofit/Civic Engagement Among Black Millennials

*Jasmine Johnson, George Washington University (jmcginnis@email.gwu.edu); *Lori A. Brainard, George Washington University (brainard@gwu.edu)*

This paper investigates civic participation in nonprofits and civic sector/s by Black Millennials as well as the catalysts and barriers to that participation. We ask : (1) What are the formal and informal civic engagement activities of young, Black Millennials?; (2) What are the catalysts for their participation?; and (3) What are the barriers to their participation? We will draw on original survey data to answer these questions. Findings will contribute to the research on civic engagement and nonprofit diversity.

Nonprofit Collaboration in the German Context

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Interest and research in collaboration among nonprofit organizations is increasing. This study will contribute to the collaboration literature by examining reasons for, as well as outcomes of, collaborative activities. Data for this study is drawn from two waves of the first representative survey of nonprofit organizations in Germany (2012 and 2017), which will provide a longitudinal analysis of the changing nature of collaborative activities as well an examination of the relationship between revenue diversification and outcomes of collaborative activities. Initial findings indicate that collaboration decreased for governmental partners but increased for for-profit partners.

Nonprofit Education in China

Qihai Cai, The City University of Hong Kong (qhcai2@cityu.edu.hk)

This paper reports on the current census of education for future NGO and NPO leaders in China.

Nonprofit Education in Japan

*Yu Ishida, Miyagi University (ishidayu@mac.com); *Aya Okada, Tohoku University (aya.okada.e3@tohoku.ac.jp)*

Our study draws the big picture of nonprofit education in Japan today, highlighting characteristics observed in the process of building its very first database.

Nonprofit Education in Korea

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The purpose of this study is to identify university level nonprofit education programs in South Korea and analyze curricular structures based on Mirabella's curricular model (2000) to discuss similarities and dissimilarities of the nonprofit education in Korea compared with the United States.

Nonprofit Education in Singapore and Taiwan

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This paper will present on the census of education programs in the countries of Singapore and Taiwan.

Nonprofit External Communications: General Management, Public Relations, or Fundraising Tool?

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Effectively implementing communication strategies, including the use of social media, enables nonprofits to maintain positive relationships with donors. However, organizational communication also incurs an administrative cost. Considering that nonprofits may be reluctant to invest in communication strategies, this study investigates the factors that determine nonprofit organizations' communication strategies. By analyzing museums in the U.S., this study suggests that promoting nonprofits' communication strategies to reach out the public and stakeholders is not a passive phenomenon but, rather, depends to a large extent on a market-oriented strategy that requires real investment in these communication channels.

Nonprofit Fundraising and the Generation Z Cohort

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ABSTRACT Generation Z consumers are key for nonprofits, as they show a strong sense of social responsibility. However, little research on fundraising appeals to engage Generation Z has been done. This study builds on research with the general population that shows the importance of

appeals based on guilt in causing giving behavior. We analyze the effect of appeals based on existential guilt vs. others grounded in different types of guilt as well as the emotions of fear and sympathy. Accordingly, we provide insight on the key emotional levers nonprofits can use to encourage giving among the Generation Z cohort.

Nonprofit Leaders and Managers and Their Career Backpacks: Alternative Routes Leading to the Governance of Nonprofits

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Given the on-going blurring of boundaries between the nonprofit and the private sector and the spread of (business) knowledge in the greater society, many nonprofit sectors around the world undergo management transformation. In our attempt to understand how NPOs embrace business-like managers thus potentially affecting their governance, this paper takes a look at the management backpacks and how managers find their way to the nonprofit top. With this paper, we want to present quantitative data from our explorative effort in mapping the current background and education of nonprofit managers in the Swedish sector part of the Scandinavian nonprofit tradition.

Nonprofit Management Education in the United Kingdom

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This paper reports on the most recent census of nonprofit education programs in the United Kingdom, using a "scraping methodology' as a method of data collection.

Nonprofit Management Education in the United States: An Analysis of Traditional Data Collection Methods with Web-Based Advances

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This paper reports on the most recent census of nonprofit management education programs in the United States, utilizing a scraping methodology.

Nonprofit Movement and Complex Adaptive Systems

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The methods that predominate in nonprofit studies largely hold that there are linear responses to stimuli. Scholarship on complex adaptive systems highlights non-linear and multifaceted reactions to events that then lead to further non-linear responses. Many elements of interest to nonprofit organizational scholars occur in geographic space. In this paper, we explore the spatial impact of a major public policy intervention: the American Recovery and Reinvestment Act (ARRA) of 2009. Using geospatial analysis and a spatial durbin regression model, one is able to determine the direct and indirect effects of location decisions on a system of service producers.

Nonprofit Sabbaticals: A Best Practice for Advancing Leadership Development and Succession Planning?

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ARNOVA

Nonprofits' historical underinvestment in leadership development and lack of succession planning to prepare for when leaders do inevitably leave has threatened the sustainability of many nonprofits. Sabbatical programs can potentially serve as a strategy for increasing leadership capacity and initiating succession planning but there is limited research on their impact on nonprofits. Through interviews and surveys with staff and board from 19 nonprofits who have participated in a sabbatical program, this study investigates how a nonprofit sabbatical program can affect the leadership development of nonprofits and potentially prepare them for executive succession.

Nonprofits as Platform Markets: Implications for Pricing

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How should nonprofits price their services? Nonprofits demonstrate a remarkable variety of pricing schemes (Seaman, 2018). We apply the theory of multi-sided platforms (MSP), or two-sided markets, to nonprofits. MSP has had a profound impact guiding technology companies such as Facebook, Google, and Uber (Evans & Schmalensee, 2007; Rysman, 2009). First, we extend MSP theory to include the production of collective goods, a key characteristic of the nonprofit sector. We then examine how different pricing strategies used by nonprofits can be understood within the context of platform theory. Finally, we offer practical guidance for nonprofit pricing for managers and practitioners.

Nonprofit Segregation: The Exclusion and Impact of White Nonprofit Networks

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This paper uses reflective practice, urban ethnography, and critical race theory to lay out unintended consequences of housing segregation upon the nonprofit sector. We identify three findings: a) the sector's segregation reflects regional segregation, b) white voices are dominant in the sector and as a result the sector often prioritizes white needs and c) these dynamics lead to economic segregation within the sector. Each stem from the privileged position of new, middle-class, white nonprofit leaders in cities of color that have faced discrimination and oppression. We describe strategies for overcoming these challenges, and how to invest in associations often excluded from collaborations through "slow philanthropy".

Nonprofits for Democracy: The Relationship Between Volunteering Activities and Voting

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This paper investigates how different types of nonprofit organizations contribute to the promotion of civic engagement and tests the relationship between individuals' volunteering in different types of organizations and their voting behaviors. The paper draws theories on pluralism and social capital to hypothesize the roles of different types of nonprofits in facilitating individuals' voting. It uses Voting and Registration dataset and Volunteer Workers dataset from the Current Population Survey (CPS) Supplements for the analyses. The findings from this study will provide a better understanding of various types of nonprofits' contribution to the democratic society.

Nonprofit Supply and Citizen Demand: A Spatial Analysis of the Market for Third Sector Services

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Studies investigate the relationship between nonprofit supply and citizen demand for services using broadly defined demographic characteristics to

approximate citizen demand. However, these methods yield an imprecise picture of needs and uncertainty about the ways in which the nonprofit sector responds, or fails to respond, to them. In this research we use "big data" to examine citizen needs and nonprofit response through an analysis of requests for services to a statewide 2-1-1 information and referral system. This analysis provides a spatially detailed understanding of the interaction of supply and demand by applying GIS at the zip code level.

(Non)-Voting and (Non)-Volunteering in the United States, 2002-2015
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While volunteering and voting have both been studied extensively in studies of civil society, less work has been done on the joint decision to perform one, both or neither of these activities. In this paper, we use historical data from the Current Population Survey to study the relationship between these two fundamental modes of civic engagement, with particular emphasis on nonvolunteers who vote in national elections and nonvoters who volunteer with organizations.

"No Strings Attached:" White Philanthropy, Black Power, and the Politics of Giving
*Claire Dunning, University of Maryland, College Park (cdunning@umd.edu)

This paper considers the history of the Fund for Urban Negro Development (FUND), a philanthropic organization and network of donors founded in 1968 by white suburbanites in the Boston metro region to support black power organizations in the city. Archival materials of the philanthropic intent and the community impact support a broader discussion about the centrality of race, power, and inequality in the voluntary sector. The paper also uses this case to make a methodological argument about the value of historical thinking for philanthropists today in assessing social impact.

Not Now, I'm Too Busy (Recruiting): Volunteer Management 3.0 -- Facilitating Volunteer Recruitment Five Years from Now
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Volunteer management has developed from Volunteer Management 1.0, a workplace metaphor to Volunteer Management 2.0, a contingency approach. Based on a regenerative perspective we propose Volunteer Management 3.0, a stewardship cycle consisting of three phases focused on making recruitment easier in five years. In the first phase (the "Reservoir" and "Volunteer energy") constitutes of potential volunteer energy that vcan be drawn into service. The second phase is focused on managing/guiding volunteers to create output. The third phase consists of recycling volunteer energy. When the volunteer stewardship cycle is handled well,

Odd Borders: Legitimizing the Uneven Terrain Between State and Civil Society
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What is the line between the public state and the private territory of philanthropists? What activity is considered as legitimate for public and/or private action? Political sociology understands that the answer is contingent across place, department, and area of the state, thus philanthropic political action is variable and contingent as well. An analysis of 50 years of annual reports across 20 foundations in Chicago reveals the public/private boundary is highly nuanced and where philanthropy is legitimately allowed to act is highly conditioned. By understanding these

differences, nonprofit scholars can better understand when, where, and why foundations engage in political advocacy.

Of Building Walls and Building Bridges: How can Practice Become a Better Companion to Research?

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The existence of a research-practice gap is widely recognised and deplored across the disciplines, with analyses reflecting marked imbalances towards researchers' flaws and failures. In the non-profits research context, we seek to redress this imbalance by considering instead practice-based responsibilities for such gaps, by asking "how can practice become a better companion to research? "Our paper reports on progress of a research project exploring this question with selected researchers, including consideration of collaborative and co-produced research's roles. We present preliminary findings, their implications so far for the non-profits research methods curriculum, and reflect on the nature of 'research companionship'.

Online Experiment Study for Nonprofit Revenue Diversification: Government Funding, Fundraising for Donations, and Earned Revenues

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Research has focused on the effect of government support on private contributions, especially whether public funding leverages or discourages private giving. Recent studies suggest the need to examine how nonprofits adjust their fundraising efforts after experiencing cuts in government funding. In this study, we conduct an online survey experiment with nonprofit managers to test how nonprofits respond to the changes in government funding. In particular, we examine how nonprofits incorporate fundraising strategies differently when facing cuts or increases in government funding. The results of this experiment have implications for nonprofits that must rely on both public support and private gifts.

Organizational Factors of NPOs Stimulating Collaboration with Companies: Evidence from Germany

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This article examines organizational factors of NPOs determining the existence of collaborations with companies. Drawing mostly on institutional and network theory, we argue that variables like associational membership, employment of professionals, collaborative ties to states and other NPOs, and competition with both other NPOs and for-profit organizations explain whether NPOs collaborate with companies or not. To test these hypotheses, a logistic regression analysis with data from the ZiviZ-Survey, a large-scale research project on civil society organizations in Germany, was conducted. Findings suggest that a collaborative approach at large and competition are important factors.

OSUSU": A Form of Economic Resilience in The Gambia

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There are lots of critics of microfinance (Bateman and Chang, et al.) who contend that microfinance does not move borrowers out of poverty and does not present a viable sustainable economic development plan. This paper, notwithstanding, posits that microfinance, especially the ones rooted in the Osusu system, are resilient, and offer viable, sustainable economic development approaches, because they reach and deal directly with the poor.

Outsiders Looking in or Insiders Looking Out? The Role of Think Tanks in Social Movements

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Think tanks are becoming increasingly visible all over the world. Previous research has dealt with their potential to influence policy but not with the role they play for social movements who, in many Swedish think tanks, are their principals. Here, we study how think tanks fit into the organizational architecture of social movements and what their roles and functions are. The paper is based on interviews with think tank staff and board members and it contributes to knowledge of changes in Swedish civil society and add insights from the think tank field to social movement- and civil society literature.

Outsourcing and Networking – Common Trends of Local State-NPO Co-operation in Germany and China

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This paper argues that currently a general trend of third party governance in combination with network governance can be observed across different political systems. Based on cases of joint local state – NPO service provision in Germany and China we are able to show that outsourcing is a dominant form of governance in Germany and China. At the same time, in both countries the social organisations take over vital networking functions. Despite these similar trends in public service provision in these very different political settings, the underlying political purposes remain different.

Outsourcing Control and Development: Exploring Mandated Federated Nonprofit Networks in Beijing, China

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Since 2008, autonomous nonprofits in China have been increasingly required to join a federated association managed by a leading nonprofit. We conceptualize such a new model as mandated federated nonprofit networks (MFNN). Based on in-depth interviews and survey questionnaires, this paper explores the roles and functions of MFNN in the city of Beijing, China and discusses its implications for effective leadership of lead-organizations in managing such federated nonprofit networks and state-nonprofit relations in China. We conceive of MFNN as a governmental approach to outsourcing control of the nonprofit sector in China.

Pathways to Super-Connectors: Tracing the History of Board Members' Affiliation Experiences within Nonprofit Board Interlock

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The goal of the study is to examine the history of board members' affiliation experiences, specifically focusing on super-connectors within the nonprofit board interlock network. I examine the board members' experiences by employing a pathway analysis using network data of the public charities located in three cities in Central New York from 1998 to 2014. I expect that the previous affiliation experiences across several organizational dimensions — 1) sector, 2) size, and 3) financial slacks — may affect the future board affiliations. This study provides insights into understanding how the history of board affiliation experiences is relevant to future board careers.

Penalties and Privileges: An Examination of Influences on Leader Compensation

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This study examines the on-going discourse assessing diversity through the lens of equity, particularly compensation equity. Using BoardSource CEO data (BGNI, 2016), we explore factors impacting executive compensation outcomes among 1260 organizations, emphasizing the direct, intersecting, and interacting effects of leader and director demographics. Preliminary findings suggest that CEO gender and ethno-racial demographics impact compensation outcomes. Importantly and perhaps less anticipated, are the influences of Chair and Treasurer gender and ethno-racial diversity and board gender, ethno-racial, and age diversity on compensation outcomes. We also model more-conventional explanations of compensation inequities including pay-for-performance, CEO track-record, perceived evaluation bias, and economic influences.

Pennies from Heaven or Dancing with the Devil: How Faculty are Teaching Experiential Philanthropy

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A vigorous and fundamental debate about the role and nature of philanthropy has re-emerged. Some contend that philanthropy reinforces the policy prescriptions of the wealthy and inhibits democratic decision-making, while others emphasize the broad social benefits of private action in the public good. This debate is at the heart of how we understand the role of philanthropy in society. This paper examines how faculty teaching courses in experiential philanthropy are choosing to present this debate (and the role of philanthropy in society), through an analysis of approximately 60 experiential philanthropy course syllabi from across the United States.

Performance Gaps and Performance Improvement: Exploring the Role of Problem Identification in the Non-profit Healthcare Organizations

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An extensive literature on performance gap recognizes that the different reference points of the problem identification process affect the managerial decisions in organizations. We build a theory of non-profit healthcare organizations' decision-making processes based on the roles of problem identification about how such problem identification (performance gap) leads to performance improvement. The present study explores whether identification of performance gaps is a key factor to improve organizational performance, using panel data from 2011 to 2017 from Florida non-profit healthcare service organization data. Ultimately, this study contributes to expanding the literature on performance gap in the non-profit sector.

Philanthropic Entrepreneurs in Development Aid: Is Effective Altruism Driving Grassroots Giving Overseas?

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Drawing on the motivations to giving literature, including effective altruism arguments and its outlined criticisms, we use data from over 50 interviews with people who give overseas through international nonprofit organizations in upstate New York, U.S. There is likely a cost-effectiveness equation that influences this behavior consistent to arguments for effective altruism. However, we also find that this international

giving includes rationales that are not at all rational or instrumental. The research engages in normative questions that emerge about giving overseas and the debates within the effective altruism movement.

Philanthropists or Western Agents?: Analyzing Local and English Language Newspapers' Portrayal of Western NGOs in the Muslim World
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In Muslim countries like Pakistan, western countries are perceived negatively because of their association with the war on terror. Media is sensitive to its consumers' opinions and tailors its coverage to conform to their anti-western views. Local newspapers are read by the non-elites and are more anti-western than the elite English language newspapers. I test whether this anti-western bias extends to NGOs' portrayal as NGOs are considered a western construct. I confirm that local language newspapers portray NGOs more negatively than English language newspapers which suggests that the media's anti-western bias affects its portrayal of NGOs in the Muslim world.

Philanthropy, Social Change, and Feminism: Understanding U.S. Women's Foundations and Funds
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This landscape study examines all women's foundations and funds in the United States that award grants to programs and organizations benefiting women. The study was guided by the following research question: What do U.S. women's foundations and funds do to support women and girls and what philosophies or frameworks guide their work? A database was created and interviews conducted with organizational leaders across the U.S., with a focus on the grant-making practices, philosophies, and funding decisions of women's foundations and funds. The findings provide insight on the work of these organizations, which includes engaging in a variety of activities beyond grant-making.

Playing a Zero-Sum Game or Exploring Positive-Sum Collaboration in Community Development? A Critical Analysis of a Case Study in Mathare, Kenya
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This paper presents a critical analysis of the power relations between foreign civil society organizations and local communities by looking at a Chinese organization's practices in an informal settlement in Nairobi, Kenya and by showing how an outside organization interplays with the local agenda in community development when it enters the local community. A power cube framework is used to showcase the complex relationships between the Chinese organization and the local community, where both the reasons for the playing of zero-sum game between the two parties and the possibilities of a positive-sum of power are addressed.

Police Foundations: Where do We Find Them and How are They Fundraising for Government?
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Recently, police foundations have proliferated. In this paper, we ask where they are more likely to emerge. Using data from the National Center for Charitable Statistics, we conduct statistical analyses to determine whether county characteristics (e.g. population, budget, demographic makeup, political orientation of citizens) are associated with the presence of police foundations. We further consider police foundations' fundraising

orientation. Are these foundations fundraising for programs meant to enhance community relations (complementary role) or for policing resources (supplementary role)? We argue that this model of "government-supporting nonprofit" departs from traditional collaboration models (e.g. government contracting and partnerships) and merits closer examination.

Political Education in Frontline Work: Discussions of Poverty and Community Through Services and Organizing
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Focusing on a frontline work that combines services with organizing, this paper looks at how frontline work can be a site for political education and discussions. Using data from an ethnographic study of two hybrid community-based organizations, this paper examines the way that political discussions are part of this frontline work, including discussions of poverty of community through ongoing interactions. Through highlighting the different venues for these discussions, this paper increases our understanding of the role of this political education and whether and how this frontline work can be a site for challenging dominant ideas of poverty.

Political Exit? Positioning Nonprofit Donations within Political Context
Samantha Zuhlke, Texas A&M University (szuhlke@tamu.edu)

How do U.S. presidential elections affect nonprofit donations? Following the election of President Trump, liberally oriented nonprofits experienced record-breaking donations. I argue U.S. nonprofits are an opportunity for individuals to politically exit in response to political events. Individuals donate to a nonprofit when their partisanship does not "match" the partisanship of the president-elect. Using data from the 1992-2016 American National Election Survey, I find that the transition to a Democratic president significantly increases the probability that both Republicans and Democrats donate. This paper is the first to examine the relationship between U.S. presidential elections and nonprofit donations across multiple elections.

Political, Legal and Administrative Intention: How the Chinese Overseas NGO Law Works
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Two years have passed since the enforcement of the ONGO Law of China. It is China's first law on overseas NGOs, foundations, think tanks and other nonprofits, and it has sparked wide concern among these groups and abroad. This paper provides an analytical Chinese perspective on this wide-ranging set of controls on overseas NGOs and other nonprofits in China, and surveys the first several years of implementation in China.

Political Party Affiliation and Charitable Giving: Why Party Members are More Generous in China?
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This paper examines how political party affiliation relates to charitable giving in an especially interesting context, communist China. In China, party membership is tightly associated with social and human resources, including societal status. Previous literature shows Communist Party members are more generous in terms of charitable giving, but less is known about the possible explanations for this generosity. Using the Chinese General Social Survey (CGSS, 2012), this paper tests hypotheses about how human resources (i.e., education, income), social networks, and compulsory donations prompted by government agencies influence the relationship between party membership and total giving in China.

Political Theory and the Nonprofit Sector

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Ted Lechterman and Rob Reich use the logic of political theory to appraise and justify social and political arrangements in the nonprofit sector.

Power to the People? Network Structures and the World Social Forum

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The WSF is an ideal "laboratory" to examine networking, allowing close observation of hundreds of organizations of different scales and scopes. The results demonstrate that the WSF, even when held in Canada, serves its function of providing a decentralized and democratic forum for interaction among small and large NGOs from both the North and the South. The provision of access for smaller organization in global affairs, as well as the creation of space for an international civil society to function, means the WSF may serve important functions for world politics by empowering participation by smaller organizations on a larger scale.

Practice Informed Research in Fundraising and Development

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Dr Taylor is an Associate Professor of Political Science in the School of International and Public Affairs at James Madison University. Her teaching and research interests include philanthropy, volunteerism, civil society, and veterans and military family public policy. Previously, she worked as a chief development officer and management consultant in the nonprofit sector for 15 years, raising over $10 million in operating funds in the arts, social services, and education. Dr. Taylor will present and discuss how practice informs research and line of inquiry specifically in fundraising and development as well as public policy engagement.

Practicing What We Preach? Exercising Leader Humility to Raise Employee Prosocial Motivation In Nonprofit Organizations

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Many nonprofit organizations strive to ameliorate social problems and promote societal well-being. Yet, these organizations typically lack resources even as they address problems that are depressing in difficulty and scope. Inspiring prosocial motivation is key to harnessing employee commitment to go beyond job description to make a difference in these areas. This paper examines one means through which nonprofit executives might raise prosocial motivation, by their modeling and practicing a similar form of dedication: the exercise of humility in leadership. We test this linkage with data from leaders and their direct reports in a large, diverse sample of nonprofit organizations.

Prepared. Lean Giving: Organizing Philanthropy to Develop Afrocentric Lean Processes for the Management of Disasters in Africa

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This study seeks to explore lean methodologies in order to leverage their benefits of continuous improvement and efficiency in organizing philanthropy. The study tests the uses of lean in Mozambique and South Africa as these Southern African countries are prone to disasters and have a significant base of philanthropy organisations. The study will employ qualitative techniques to experiment with the applicability and usability of lean methodologies to contribute to literature and practice as a special focus of Southern African countries is lacking at a time where disasters persist. Any intervention to organize the givers will help banish poverty and helplessness in Southern Africa.

Privately Influenced Public Charities: What Can Australia and the United States learn from Each Other?
Ian Murray, University of Western Australia (ian.murray@uwa.edu.au)

Charity law itself comprises a framework of rights and obligations that a donor/creator selects when creating a charity and that framework reflects a tension between respecting donor and charity controller intent and overriding donor/charity controller intent to achieve a greater or fairer public benefit. The framework of rights and obligations is usually less restrictive of donors when it is a publicly controlled charity to which they donate, rather than a privately controlled charity. However, recent times have seen the rise, in the United States, Australia and other jurisdictions of public charities acting like private foundations – such as 'donor advised funds'.

Private Philanthropy in Contrast to States: A Case Study in Microloans to Refugees
Rebecca Pena, Rutgers University-Newark (rlf100@scarletmail.rutgers.edu)

Private philanthropy is a growing force to be reckoned with in global development and it is essential we better understand the relationships between private philanthropy and state trends. This paper explores the role of private philanthropy in the greater development context through a case study of private microloan giving to refugees as compared to state aid trends. Using data on 1.7 million Kiva loans, this study examines how private giving from US lenders may contrast with state strategy and preference. Results will contribute to the understanding of the role private philanthropy has in the global development context.

Professionalization of Values: Humanitarian Engineering and the University's Role in Preparing the International Development Workforce
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This paper explores how undergraduate humanitarian engineering programs serve as sites for students' preparation and professionalization for careers in international development. It asks how these programs promote engineering identity formation and the ways in which they are in harmony and tension with traditional forms of engineering career preparation (Downey, 2015). With an eye towards how institutional values are imparted, co-opted, avoided, and spread through engineering development work, I compare three universities' plans for preparing humanitarian engineers to enter the workforce. Based in ethnographic observation and interview data, this paper delves into challenging attributes of and opportunities for teaching value-laden engineering.

Prosocial Behaviors During Adolescence are Associated with Economic Outcomes in Young Adulthood
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ARNOVA

This study examines whether volunteering and charitable giving behavior during adolescence (ages 12-17) are associated with later productive activity—employment and college enrollment—in young adulthood (ages 18-25). Leveraging the strengths of longitudinal data from the Panel Study of Income Dynamics and three supplement modules, this study addresses important research gaps with implications for reducing unequal productive activity in young adulthood. Overall, our findings revealed a positive correlation between prosocial behavior in adolescence and productive activity in young adulthood. Prosocial behavior in adolescence was also found to be positively correlated with volunteering in young adulthood.

Prosocial Behaviors: The Intersection of Advocacy, Volunteering, and Charitable Giving

*Jennifer A. Taylor, James Madison University (taylo2ja@jmu.edu); *Katie Sherman, James Madison University (katiesherman2013@gmail.com)

Much of the research on prosocial behaviors investigates giving or volunteering in isolation. This study examines the relationship between three common pro-social behaviors in individuals: charitable giving, volunteerism, and advocacy. Additionally, it explores how identity salience and relationship satisfaction influences the frequency, quality, and commitment to these behaviors. Using the survey results of 719 donors in a nationally representative sample, we investigate the interaction, mediation, and moderations of these variables. Practical implications for nonprofit resource development and volunteer management are presented, along with suggestions for future research.

Protecting and Expanding Control: A Philanthropy's Negotiation of Welfare System Change during the War on Poverty

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Changes in the welfare system shift sector boundaries, yet there is little attention towards negotiations of these shifts by organizational actors, particularly philanthropic funders. This in-depth archival case study examines the everyday "boundary work" by actors at a Detroit-based foundation during the War on Poverty era. Evidence reveals that foundation actors responded to social and welfare changes by using specific managerial mechanisms to protect and expand their philanthropic control in their organizational ecosystem. Applying a "boundary work" lens to this historical period provides lessons for how organizational actors negotiate shifts in boundaries amidst the dynamic welfare system of today.

Providing a Corporate Giving Infrastructure: Third Party Organizations' Involvement and Influence on Corporate Charity Undertaking

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Challenges jeopardize cross-sector collaborations and make corporate giving difficult. This gives rise to third party organizations (i.e., intermediary organizations (IOs)) specialized in facilitating cross-sector collaborations. Research is relatively silent about IOs. Growing in number and importance, we explore the conditions underlying IO's involvement and influence on corporate charity undertakings. Data stems from focus groups and interviews regarding a Dutch cooperative of IOs. Three conditions give rise to IOs' involvement: inadequate networks, limited resources, and unwitting/latent donors and recipients. We also reveal IOs play a wider role than expected as they go beyond supply and demand and play a proactive role as market-makers. Doing so, IOs influence charity undertakings in distinct ways.

Quality Control in the Urban Hollow State: Evidence from the Milwaukee School Voucher Program

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This paper examines the nation's oldest and largest urban school voucher program to highlight the difficulty of creating effective accountability in large hollow state governing arrangements. It first discusses the wicked problem of urban education, then the origins of Milwaukee's private school voucher program, and finally uses a unique panel dataset to model the determinants of organizational closure in Milwaukee's nonprofit school sector. The results suggest no clear link between organizational performance and closure risk, concluding that traditional measures for organizational health and stability are poor proxies for performance in the urban hollow state.

Queering #MeToo: Deconstructing Sexual Violence in Nonprofit Workplaces

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The #metoo movement incited responses when sexual misconduct stories included workplace traumas. Public attention focused on sensationalized cases involving traditionally powerful male perpetrators and subordinate female victims. This study takes a queer studies approach to the problem and questions underlying heteronormative assumptions in sexual misconduct prevention. Our findings will be based on interviews with LGBTQIA individuals who work in nonprofits who experienced sexual misconduct, made a decision about reporting the incident(s), and managed consequences. Through investigating these experiences, we hope to increase practitioner consciousness towards LGBTQIA individuals and consider how organizational hierarchy participates in workplace sexual violence.

Regulatory Breadth Index: A New Measurement of State-Level Charity Regulation

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This paper will address a baseline, two-part question that has not yet been answered about current charity regulation: 1) how do we measure the breadth of each state-level regulatory regime, and 2) what can we learn about the sector by having a tool to compare the breadth of each state's regime? Using compiled data on laws applicable to charities, we will create an index of state-level regulatory breadth that can be used by researchers and practitioners to compare and assess regulatory environments across jurisdictions as well as to inform other research questions, particularly regarding enforcement metrics.

Religious Giving Cultures: The Beliefs, Practices, and Economics of Congregational Giving

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For many people in the U.S., religious faith is a key component of their charitable giving. Almost one-third of all charitable dollars given in the U.S. go to religious congregations. Therefore, we conducted the National Study of Congregations' Economic Practices (NSCEP) to better how congregations receive, manage and spend their finances. We present an overview of the key findings from a survey of 1,234 congregations and highlight how congregations build capacity and make a social impact. We conclude with a discussion about how the state of the economic health of religious organizations influences the impact of religion on broader society.

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Religious Organizations: Crosscutting the Nonprofit Sector

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Brad Fulton outlines the significant and pervasive influence of religious organizations in the U.S. nonprofit sector. Congregations continue to be the most ubiquitous voluntary organization in the U.S. They are distinct in many ways, from the meaning they can bring lives of individuals and families to the special protections afforded solely to religious organizations to guarantee their separation from the state. At the same time, in response to broader social changes, religious organizations are experiencing growing concerns about inequality and diversity, as well as pressures of financial sustainability.

Representative Governance in a Privatized world: A Multimethod Analysis of Community Representation in Nonprofit Charter School Board Governance

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Despite increasing charter school popularity in the United States, there are concerns that privatized education may actually contribute to segregation and disenfranchisement of underserved populations. This project examines the extent to which community representation and participation are centered in charter school governance using Guo & Musso's (2007) framework for representation in nonprofit governance. We extract themes using both manual and automated text coding on a corpus of 200 founding charter school applications. Finally, we explore how machine learning can be used as a complement to, rather than a substitute for, more traditional qualitative techniques in unearthing latent themes in textual data.

Resource Development and Use in Nonprofit and Public Collaboration

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Nonprofit and public organizations increasingly use collaboration to address complex social problems. However, while collaboration enhances participants' access to resources, the process of collaboration is resource intensive. This often results in participants' reluctance to enter into collaboration, despite the great potential it can generate. To address this dilemma, this research presents a new way of understanding resources in collaboration and explores how resources can be developed, as well as consumed, through collaboration. First, assets are distinguished from resources and actions are presented as the mechanism that turns assets into resources. Second, how the combining of assets with actions can generate and develop more resources is discussed. A preliminary model for resource development and use is then offered to integrate assets, resources, and actions, and their interactions. Lastly, the development of collective efforts for resource development by participants over time in the collaboration process is emphasized.

Resources or Reciprocity?: Examining the Interrelationships between Instrumental Support, Organizational Commitment and Job Involvement

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Research indicates that a strong psychological identification with one's job acts as a powerful motivating force. Despite this finding, few studies in

the nonprofit literature have empirically explored ways of elevating nonprofit employees' level of job involvement. As a means of addressing this issue, a new theory-based model was tested on a sample of nonprofit employees. Findings revealed support both main effect and mediated hypotheses. Hence, this study makes a unique contribution to the organizational behavior and nonprofit literatures by showing that organizational commitment partially mediates instrumental co-worker and supervisor support's relationship with job involvement.

Response to Competing Institutional Logics: Hybridization of Contracting Nonprofits in China

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This research employs institutional logic as a theoretical lens to understand how nonprofit organizations response to competing institutional logics in service contracting. Twenty-three nonprofits contracting with government in Beijing are selected as cases. We find that government logic embedded and challenged nonprofit logic by changing their operational priorities, weakening their legitimacy, and shaking their basis of norms and strategies. Facing these challenges, three hybrid types emerged from competing logics, blocked hybrid, including assimilated hybrid, blended hybrid. In addition, we found that two intermediating factors have significant influence on nonprofits' heterogeneous responses: nonprofits' identities and the mechanism of performance evaluation.

Restraining Civil Society in China: The State Takes Over Nonprofit Self-Regulation

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The Chinese Communist Party and the Chinese state have long constrained and molded the development of civil society in China. The Chinese Party and state's control of civil society has now reached beyond these methods to subsume nonprofit self-regulation within its control as well. Over the past several years, particularly in Shanghai as a pilot site but in other parts of China as well, the Party and state have prevented the emergence of autonomous or self-directed nonprofit self-regulatory processes by aggressively moving to draft and promulgate nonprofit self-regulatory codes that registered social and other charitable organizations have been bound to sign onto.

Restrictive and permissive conditions for knowledge production: How are social scientists influenced by central planning in a socialist state?

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How are social scientists influenced by central planning in a socialist state? By studying the Chinese scholarly network and literature on civil society and nonprofits from 1998 to 2018, we identified two types of conditions: restrictive and permissive conditions. Restrictive conditions are many and comprise direct connections in a scholarly collaboration network, funding, and reputation. Permissive conditions are few and only the "structure hole" position in the scholarly collaboration network is significant. Among these conditions, funding and "structure hole" positions are the most influential factors. Overall, the similarity between academic research and policy plans on civil society has substantially increased, and a shared language discourse between Chinese policymakers and researchers was formed after the 12th Five-Year Plan (i.e., 2011). We employed novel computational social science methods in operationalizing variables and validating data records. Our innovative approach enables us to achieve robust panel analyses and conclusions.

Retention and Attrition of Sport Volunteers: The Case of USA Fencing

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Volunteers represent a crucial resource in the design, implementation, and delivery of sport programs, making the challenges of volunteer retention and attrition critical issues for sport organizations. While volunteer retention has been studied in the broader volunteering literature, study samples typically exclude former volunteers, due to the difficulty of following up with this group. Drawing on open-ended survey data (n=606), the present study builds on previous research by incorporating the responses of both current and former volunteers with a national-level sport organization to investigate the internal and external factors that contribute to respondents' reasons for continuing or discontinuing their volunteering.

Retirement, Aging, and the Volunteer Experience: Engaging Older Adult Volunteers in Grassroots Nonprofits
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Despite the aging population in Canada, older adults are under-represented in the profile of nonprofit community sport volunteers. The purpose of this study is to: (1) understand the role volunteering plays in transition to retirement; (2) determine current attitudes towards older adult volunteers in community sport; (3) Identify existing volunteer management practices to encourage and support older adult volunteers. Through interviews with older volunteers and other key stakeholders, the study reveals whether older adults use continuity as an adaptive strategy for dealing with change during the transition to retirement and how aging attitudes facilitate or impede volunteerism.

Revolutionizing Philanthropy Research
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We propose an innovative systematic review of formal philanthropy based on a comprehensive review and analysis of all published philanthropy research, including theoretical, qualitative and quantitative work. We will conduct this project using the principles of open science – anyone can contribute time in exchange for a co-authorship, if the contribution is sufficient. The data and results of all stages of the project will be shared publicly through the Open Science Framework. The objective of presenting our project is to gather feedback on the design as well as gather expressions of interest to participate in this multi-year collaborative project.

Rights Discourses and Women's Organizations in Southeast Asia
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The emergence of gender organizations in Southeast Asia during and after colonial occupation has been a wavering process. A language of rights, particularly women's rights, has been deployed by these movements but in a variety of fashions. In this paper I use the Malaysian case to demonstrate an eclectic interpretation and understanding of women's rights and activism. As the region develops economically and nationalist movements take the fore, human rights discourse has been an important language that women's organizations utilize. The paper explores gender organizations and their diverse mechanisms for promoting women's economic, social and political activity.

Role-Modelling Charitable Giving: What Adolescents Think Parents do Matters More than What Parents Do

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This paper presents evidence from survey data that adolescents' do not accurately know about their parents' charitable giving. Specifically, among the adolescents of parents who do give to charitable organizations, 50 percent think their parents give, and 50 percent think their parents do not. That accuracy is no better than a coin flip. For the parents who do not give, their adolescents are much more accurate at knowing that. In regression models, whether the adolescents think their parents give is positively associated with whether or not adolescents themselves give; whether or not parents actually give has no additional explanatory power.

Role of Community Based Organizations in Countering Carceral Logics in the Human Services

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Community-based organizations (CBOs) seek to represent the interests of the local communities they serve. This paper proposes to understand how CBOs are able to serve as actors that aim to counter carceral (pro-criminal justice) logics within non-carceral systems. We use analysis of case studies across three institutional fields, to examine how CBOs advocate alternative, non-carceral logics to represent the interests of their communities while counteracting what they perceive to be harmful carceral approaches. We use qualitative methods, including semi-structured interviews and participant observation in order to discuss strategies that CBOs deploy in offering alternative non-carceral solutions within power-imbalanced fields.

Role of Social Media in Helping Nonprofits Achieve their Financial Goals - A Case of Atlanta Arts Nonprofit Organizations

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While social media use by nonprofits has gained a lot of attention in the past few years, literature has often focused on specific platforms' roles in education, advocacy, and fundraising. To offer a comprehensive picture of how nonprofit organizations are using different social media platforms for fundraising, this paper investigates the role of three social media platforms: Facebook, Twitter, and Instagram in helping nonprofit organizations achieve the quantifiable goal of fundraising. I specifically focus on how arts nonprofit organizations in metro Atlanta use these platforms with the intention of raising money. Preliminary findings confirm a positive association between Facebook's network size and money raised.

Role Reversal: Government-Nonprofit Sector Relations under Conditions of Public Resource Scarcity

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The relationship between nonprofit and public sectors has long vexed researchers, with inconclusive results supporting competing theoretical predictions. This ambiguity suggests that alternative approaches are needed to more accurately identify relationships between levels of nonprofit and government activity. Using the study of friends' organizations supporting the National Wildlife Refuge System, I use longitudinal data to investigate a specific institutional context rather than a broad geographical area encompassing an entire sector or subsector. This study generalizes to situations with three conditions characterizing nonprofit-government relations: (1) public resource scarcity, (2) the environmental subsector, and (3) supporting organizations.

Rural Community Based Organizations in South Africa: Resiliency and Challenges

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Though there is a growing literature around the sustainability of nonprofit organizations, limited work has explored the rural nonprofit sector. To build on the research around sustainability and resiliency, this study explores strategies used by rural community-based organizations (CBOs). Based on 30 interviews with professionals and volunteers representing rural CBOs around South Africa, we are able to explore if models of sustainability are appropriate to the rural settings and, if not, how they can be modified.

Scandal, Higher Education, and Rebuilding Community Trust

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The 2019 admissions scandal has shaken the trust in U.S. higher education. As community organizations, colleges and universities are not only accountable to students, staff, and faculty, but also to the surrounding community. Colleges and universities have been known to increase the value of neighboring communities in tangible and intangible ways. But how can community trust be rebuilt when unethical actions are taken by higher education officials? This paper will examine some preventative mechanisms that can be implemented by higher education institutions to regain such trust. These include: a statement of values, regular program evaluations, outside expertise, and the role of board oversight.

Science of Fundraising: A Meta-Review of Studies Using Experimental Methods in Fundraising

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This paper extends the review of literature conducted by Lindahl & Conley (2002) and Bekkers & Wiepking (2011) focusing on mechanisms and practices driving charitable giving. We analyze 185 articles in fundraising using experimental methods from the period between 2007-2019 in diverse disciplines. Our analysis suggests that most of the literature focuses on solicitation of donations by manipulating images and messages in fundraising request. Further, there is an overwhelming amount of literature focusing on donor motivation, largely omitting beneficiaries and fundraisers from the academic study of fundraising.

Searching for Meaningfulness in Work in a Neoliberal Age: A Qualitative Comparative Analysis of Nonprofit and Public Service Workers

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Public and nonprofit workers are seen and encouraged to see themselves as "entrepreneurial subjects" that totally commit to organizational productivity, in an increasingly neoliberal marketized environment. This paper examines how the neoliberal workplace shapes public and nonprofit workers' experience of meaningfulness in work. Drawing on a poststructural understanding of neoliberalism and on hermeneutic phenomenology, interview data from public and nonprofit workers are compared. Initial findings demonstrate that while meaningfulness is experienced primarily viz. a dedication to service, how workers make meaning is increasingly impacted by salient features of the neoliberal workplace, namely performance regimes, financial incentives, and flexible work arrangements.

Sector and Beyond: Partnership-Building and -Hindering Factors in State Asthma Coalitions

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Beyond sector, there has been little meaningful investigation into ways in which diverse organizational purposes and strategies play into relationships between network actors that address complex problems, such as poverty and homelessness. This study uses a unique survey dataset of 24 state-level asthma coalitions in the U.S. to explore ways in which relationship-building factors vary among asthma coalition strong-tied partners within the same sector and policy arena, and with the same specialization, and how they vary when these boundaries are crossed. This study promises to provide new insights to drivers of collaboration among similar and diverse network partners.

Sector Bias and the Credibility of Performance Information

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Public sector performance has long suffered from negative perceptions among citizens even though empirical evidence does not support the notion that public organizations underperform their private counterparts. While empirical evidence suggests that anti-public sector bias may discount good performance of government organizations, few have examined how this bias may influence perceptions of credibility of performance information. Using an online survey experiment in a nursing home context, this study fills this gap by investigating how information from a federal agency, a nonprofit association, and a for-profit firm influences citizens' perception of organizational performance differently to see whether messenger matters.

Sector switch and Career Outcomes of Scientists and Engineers

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Previous studies on sector switch mainly focus on the reasons of sector switch, while individuals' career outcomes after sector switch are largely ignored. Using data of scientists and engineers in the United States, the paper delves into individuals' job satisfaction after switching from the private to the nonprofit and public sectors. The paper provides insights for nonprofit and public sector in attracting employees from the private sector. Furthermore, the paper contributes to previous literature on sector switch and our understandings of differences among sectors.

Settlement Houses Revisited: Re-Imagining a Historical Legacy

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While filled with dualisms and contradictions, the nineteenth-century settlement movement sought to offer immigrants tools to adjust to their new urban environment, seeking pathways out of poverty and building a sense of community within their neighborhoods. Using oral history and a rigorous analysis of archival sources, this paper examines the historical legacy of the settlement movement and offers an example of twenty-first applications of the settlement model by highlighting Give Me a Chance, Inc., a Daughters of Charity social ministry.

Shared Leadership: Bridging Intergenerational Gap in a Korean Immigrant Church

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This study presents a case of a Korean immigrant church that has been a good model of a successful immigrant church. The church's success stems from church leaders' understanding of the intergenerational gap between first- and second-generation immigrants and implementation of shared leadership between two congregations. With the shared leadership model, interdependent model was created which helped minimizing intergenerational gaps. Furthermore, with this leadership model, a Korean immigrant church creates opportunities for social capital building within the congregations and outside of their ethnic boundaries.

Shared Leadership in Collaboration through Resource Development

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Leadership has been emphasized as crucial for initiating and sustaining collaboration. However, how leadership among participants develop in the process of collaboration, especially at the collective level, is underexamined. Through a longitudinal case study, this study analyzes the emergence of shared leadership in collaboration. Based on the 120 interviews and observations over a five-year period, the study identifies four strategic actions that collaboration participants use, and presents a model of shared leadership development in collaboration.

Shared Mission and the Effects of Learning and Innovation on Social Role Performance of Nonprofits: Testing a Moderated Mediation Model

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This article adds to existing research on organizational learning and innovation from a mission-driven innovation approach to nonprofit-sector performance. The underlying assumption of the present research is that managing shared mission of nonprofits strengthens the learning and innovation relationship particularly for promoting social role performance of the nonprofits. By developing and testing a moderated mediation model of shared mission, this research provides a thorough assessment of the moderating role of management of mission conceptions in the mediating dynamics among organizational learning, innovation, and social role performance of nonprofit organizations.

Shared Space and the New Nonprofit Workplace: A Novel Approach to Promote Social Change and Improved Services

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Many small and mid-sized nonprofits are being challenged by rising rents, gentrification and displacement, and inadequate, outmoded workplaces. This paper presents a model of shared space nonprofit centers whose innovative arrangements are efficient and effective, as shown by surveys, interviews and case studies, and promote both social change and better services. A comprehensive review is found in the presenters' new book, Shared Space and the New Nonprofit Workplace (2019, in press).

Shrinking Civil Society Space in Africa: Current Dynamics and their Impact on the Sector

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Using Ghana as a case study, this contribution examines the dynamics of shrinking civil society space. We utilize primary source documents, as well as interviews with CSOs, to outline internal and external factors influencing civil society space in Ghana, and to analyze their impact on the third sector. Ghana's political and legal environment is considered favorable for civil society operations. And yet certain internal factors, such as CSO sustainability, non-legal intimidation, and other subtle actions from state actors, as well as external factors such as the changing dynamics of donor interest and focus, are impacting the civic space in Ghana.

Simul Society: Bad Civil Society Meets the Postmodern Condition

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Nearly two decades since Chambers and Kopstein (2001) explored "bad civil society," the rise of uncivil actors is increasing. This paper explores the possibility that these developments have been facilitated by the unfulfilled promises of neoliberalism and the distorting postmodern effects of new Internet communication technologies, resulting in a new form of bad civil society – simul society – that makes it difficult to discern who is real and what information is factual. Simul society threatens to limit the possibility of a shared reality and stifle democratic outcomes, all of which serves to benefit elite actors and the status quo.

Size Matters Most: Measuring Systematic Factors and Nonprofit Organizational Efficiency

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We analyze the relationship between nonprofit organizations' financial ratios and efficiency at delivering services. Using a large dataset, we show that size has a systematic relationship to the ability to devote resources to programming. Controlling for size, we find organizations' ability to devote resources to programming relies heavily on Program Revenue. This creates a conundrum: small organizations cannot access economies of scale to reduce overhead; but their ability to devote resources to mission is constrained by their ability to raise Program Revenue; which itself often depends on showing they can devote a high percentage of their budget to programming.

Social Enterprise and Complex Organizational Forms

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Social enterprise organizations have been used increasingly to achieve objectives and outcomes that cannot be achieved, or achieved as effectively, using traditional nonprofit and for-profit organizational and incorporation forms. Typically, existing organizational forms have been stretched or new hybrid social purpose for-profit forms have been utilized for these purposes. This research and paper explores another option: Combining two or more organizational and incorporation forms as complex organizational structures in order to take advantage of each in meeting social or environmental objectives.

Social Enterprise in Ireland: Applying typologies

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By applying existing theories and typologies of social enterprises to the national context of the Republic of Ireland, we draw out reflections and

conclusions on public policy in relation to social enterprise. Existing approaches identify five different types of social enterprises: commercialization of non-profits, innovative individual start-ups, public sector social enterprises, social cooperative model, and social businesses. We will use multiple cases to apply and test existing theory. We will draw out conclusions on implications for public policy in Ireland.

Social Entrepreneurship and Enterprise Failures Across Time

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Entrepreneurship as a human phenomena dates back well into antiquity across geographies and cultures. Amongst cultures, notions of social good are evident early on in history. Today, social entrepreneurship is recognized worldwide for producing social good globally, but what happens when social entrepreneurship fails in its mission to do good? Social tragedies can ensue resulting from social innovation; however, these social tragedies are rarely featured in the social entrepreneurship literature. While the polycentric, decentralized, bottom-up structures found within which social entrepreneurship occurs mitigates to some extent the risks of abuse, there are no guarantees of protection from harm.

Social Entrepreneurship Around the World: An Analysis of Traditional Data Collection Methods with Web-Based Advances

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This paper provides an overview of social entrepreneurship education programs in five countries of the world: : Argentina, Australia, India, South Africa, the United Kingdom and the United States.

Social Entrepreneurship in a Hostile Environment

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What factors make leaders of social enterprises successful social innovators? The answer to this question is fairly important because successful social entrepreneurship brings a new possibility of innovation and creates social value. Using a survey data conducted by an author this paper carried out empirical examinations to investigate the relationship between the leader's social entrepreneurship and social capital in a hostile environment. The empirical examination in this paper revealed that enhancing both rich social entrepreneurship of leaders and rich social capital of leaders are essential factors for the sustainability of social enterprises in a hostile environment.

Social Impact Measurement and Strategic Responses: A Belgian Case of 'Associations Where Poor People Raise their Voice'.

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In this paper we analyze the strategies adopted by a local network of NPOs in a Belgian city through a negotiating process with their subsidizing local government to determine how their performance should be measured.

Social Media Activism & the Traditional News Media: The Case of Parkland Shooting Survivors and March for Our Lives

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What is the influence of Twitter advocacy on traditional news reporting on public policy debate? How do traditional media use Twitter advocacy in reporting? We draw on all tweets/retweets, between February 14, 2018 and March 1, 2019, by Parkland shooting survivors, relevant Florida agencies, legislators, and legislative offices and on traditional news media reports between February 1, 2018 and March 1, 2019. Through content and network analysis of Tweets and Retweets, and between Tweets, Retweets and traditional news media stories, we will show the usage of advocacy Tweets and thus influence of social media advocacy on traditional media outlets.

Social Organizations and Government Cooperation: What Works and What Fails?
Peijin Mao, Chinese Academy of Governance (337180443@qq.com)

Migrant workers have become the main force in China's urban construction and industrial development. Social organizations have begun to emerge in the field of serving migrants by cooperating with the government. This paper analyzes the key influencing factors on sustainable state-society cooperation in the field of migrant population services by comparing two cases. Based on the identity-network-resource model, I have identified the necessary organizational elements, including independence of social organizations, vertical and horizontal networks, and the ability of social organizations to undertake services are all fundamental for the effectiveness of the cooperation between state and SOs.

Social Service Nonprofits: Navigating Conflicting Demands
Jennifer E. Mosley (mosleyjen@gmail.com)

Jennifer Mosley provides a fresh take on the conflicting demands placed on social service nonprofits. Most social service nonprofits in the United States depend substantially on governments to sustain their operations and, increasingly, play important roles in policy formulation and implementation. She argues that the sectoral blurring of roles and responsibilities at the government-nonprofit level has also resulted in increased contacts between nonprofit activity and market activity.

Solving Problems: How can the Environmental Field Respond to Critical Analysis?
Cristina Balboa (cristina.balboa@baruch.cuny.edu)

Environmental NGOs and their funders face repeated criticism about their research methods, and their power dynamics with resource-dependent communities, and business alike. How can they balance these complaints with the urgency of their task – saving the globe from existential threat? What is the process for addressing critiques that call for a reorientation of the field, or even a dismantling of its structure? With a systematic review of scholarly, practitioner, and news publications, this paper will map the universe of these critical analyses in order to generate a new research agenda for the study of actors of the global environmental movement.

South-South Networks Among NGOs
Susan Appe (sappe@albany.edu)

To examine the basis of the current era of South-South cooperation and its significance for NGO advocacy, this presentation outlines the shifting global landscape, which helps to contextualize the growing role of South-South networking. It briefly discusses the history of South-South partnerships and then provides empirical examples and insights from the global Southern stage and from Latin America, a region that has a strong

history of South-South partnerships. The research asks: how does South-South networking challenge previous understandings to transnational advocacy networking? It aims to presents a conceptual framework for understanding the rise of South-South networking.

Spatial Data Use as an Expression of Non-Profit Values and Aims
James Bowles, University of Birmingham (j.bowles.1@pgr.bham.ac.uk)

Taking the non-profit organisation (NPO) in the UK as the unit of study, this paper explores the expression of organisational values and aims through spatial data and Geographic Information Systems (GIS) use. Drawing on Weber's ideal types of 'purposively rational' and 'value rational' action, 35 NPOs are examined to explore a link between Weber's two types of social action and NPO's spatial or GIS based output. Spatial data use is found to strongly portray both stated organisational and strategic aims, and implicit value-sets that are commonly purported to be found in non-profit organisations.

Speaking from Experience: An Empirical Exploration of the Foundation-Nonprofit Relationship
*Angela L. Bies, University of Maryland, College Park (bies@umd.edu); *Joannie Tremblay-Boire, University of Maryland, College Park (jboire@umd.edu)*

Although much attention has been paid to the contracting out relationship, less scholarly attention has been devoted to theory development and study of the foundation-nonprofit funding relationship, particularly from the perspective of nonprofits. Using a new dataset of 1,600 reviews of more than 500 foundations from GrantAdvisor, we performed a comprehensive qualitative, comparative analysis to identify patterns and determine emergent themes. With these findings, we offer new theoretical propositions about the foundation-grantee relationship, a contribution that forms the basis for future research on this important relationship.

Spontaneous Volunteering in Social Crises: Between Self-Organization and Coordination
Ruth Simsa, University of Economics and Business, Vienna (ruth.simsa@wu.ac.at)

The paper empirically investigates spontaneous volunteering during the "European 2015 refugee crisis". We analysed the responses and the experiences of spontaneous volunteers (SVs) and derived management implications. Volunteering in social crises differs from that in natural disaster situations. SVs partly substitute official response systems and this results in a high degree of self-organization. Thus, 'structured self-organization', with a suitable complementary relationship between self-organization and coordination, is crucial for the efficiency of SVs' work, and for their wellbeing. Structured self-organization requires: (1) fluid structures enabling autonomy, (2) orienting framework conditions and (3) resources for care and coordination.

State and Self-regulation of Civil Society Organizations in Context: A Case Study of Kenya
Jacqueline Wood, Carleton University (Jacqueline.Wood2@carleton.ca)

This paper investigates the paradox of competing trends in which regulation is used both to enable and restrict CSOs. It does so by developing and applying a conceptual framework of regulatory change drivers to a lower-middle income country, Kenya. Application of the framework helps explore the theorized wave-like relationship between state and self-regulation, as well as the relationship between state/self-regulation and CSO accountability, the purported rationale for CSO regulation. Through a rich qualitative study covering thirty years and based on interviews and

primary documents, this paper finds that regulation is being turned to as a technical solution to non-technical issues.

State Mobilization and Gender Politics: An Examination of Volunteerism in China

Rong Zhao, Hunter College – CUNY (rz715@hunter.cuny.edu)

Studies of the fast-growing volunteering phenomenon in China since 2008 has identified two distinct approaches of volunteer mobilization: the top-down and the bottom-up approaches. However, no know quantitative research has been conducted to examine the factors that predict volunteer participation through these two different pathways. In addition, although research on volunteering in the West suggest that gender is an important moderator of volunteer participation, little research on volunteerism in China has analyzed the issue through the lens of gender. Using a nationally representative survey data, this paper addresses these two limitations of existing research.

Strategic Ignorance: Reluctant Collaboration in Chinese Welfare Governance

Zhuoyi WEN, Lingnan University (manstars@gmail.com)

The Chinese government has proactively adopted purchase-of-services to support the development of nonprofit welfare agencies since the 2010s. However, several empirical studies suggest, there is a lack of successful state-society collaboration at the grassroots level in China. Why does the extent of collaboration vary across grassroots governments under the supportive policy? Based on in-depth interview data, this study reveals, the newly developing nonprofits not only share but also challenge street-level bureaucrats' traditional authority. As a result, they adopt "strategic ignorance" as a response to the new political mission of purchase-of-services assigned by the superior governments.

Strategic Nonprofit Stakeholder Relationship: A Systematic Review of the Donor-Beneficiary Interests in the Nonprofit Sector

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Although important relationships exist with various stakeholders, nonprofits often struggle with managing their key stakeholders due to scarce resources and capabilities. This study seeks to explore the common interests of stakeholders, and specifically focuses on donors and beneficiaries. By collecting and systematically reviewing peer-reviewed journal articles, this study identifies an overlap of interests between donors and beneficiaries across all sub-fields within the nonprofit sector and provide a theoretical framework for future empirical studies.

Street-Level Bureaucrats and Service Provision to Individuals in the Sex Trade: Criminal Justice-Human Service Collaboration and Conflict

Theresa Anasti, Oakland University (tanasti@oakland.edu)

Human service nonprofits (HSNPs) serve many criminalized populations, including street-based sex workers. In working with this population, direct-service workers are often asked to collaborate with members of law enforcement, who are being trained to address street-based sex workers. However, law enforcement often views this population as criminalized, in contrast with the perceptions of their nonprofit colleagues. Using qualitative interviews with 30 HSNP workers in a large Midwestern city, this project asks direct-service workers about their collaborations with law enforcement. Through examining these types of "strange bedfellow" collaborations, this study can help understand how nonprofit employees navigate conflict in collaborative partnerships.

Studying Complexity Leadership Theory In Complex Nonprofit Systems
Terrence S. Fernsler, James Madison University (fernslts@dukes.jmu.edu)

Complexity Leadership Theory (CLT) models leadership in complex adaptive systems; CLT has been tested very little in applied settings. In this qualitative study an instrument was developed to measure CLT leadership characteristics in Developmental Evaluation (DE), a practice that helps organizations and their networks adapt within complex systems, utilizing the knowledge of key informants. Measurement of CLT in this applied setting provides an area of study that can improve the theory of CLT while making the model more relevant to practitioners.

Study of Nonprofit Undergraduate Education Programs: Models for Curriculum and Pedagogical Designs
*Laura Keyes (laura.keyes@unt.edu); *Hee Soun Jang, University of North Texas (heesoun.jang@unt.edu)*

The need of an educated workforce for the nonprofit sector continues to grow and creates a demand for undergraduate education in nonprofit leadership and management. This demand has inspired a growth of program offerings at the undergraduate level. Extant research has informed on the richness of program offerings. In this study, we identify main program arrangements such as certificate, minor or major and their institutional home and examine the main approaches in terms of curriculum and pedagogical approaches of nonprofit undergraduate education. The web-based data collected will be analyzed to develop comprehensive understanding of the nonprofit undergraduate education.

Study of the Coordination Process for Homeless Emergency Discharge Plan: Exploring Factors Affecting Successful Collaboration and Challenges
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This study seeks to understand the challenges in federal policy mandated collaboration in homeless service networks and explore factors that may lead to effective coordination of emergency discharge planning. While homeless service communities agree on the demand for effective emergency discharge planning, coordination among actors prove to be challenging. Participation requires medical service providers and shelter organizations to contribute high commitment and substantial initial investment. We, thus, review three homeless networks in Texas to understand the unique challenges in mandated collaboration and analyze national survey data to test some conditions that may affect coordination of diverse local cross sector service providers.

Sunshine and Shadows on Charity Governance: An Empirical Evaluation
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Regulation can be a productive tool for encouraging and enhancing good governance and accountability by charities (Sargeant et al. 2008). This paper describes emergent research into a significant shift in the accountability requirements of U.S. charities: the redesign of the 990 form to incorporate information relating to governance and other non-financial domains. Using sequence analysis and mixed models, we empirically examine the level of and variation in engagement with the new governance questions, and critically evaluate whether the redesign met its goal of encouraging higher levels of accountability and good governance.

Supplement but Important: Examining the Link Between Nonprofit Financial Support and Public Service Quality

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This paper highlights the results of a study that examines whether city park systems perform better when overlapping jurisdictions and nonprofits are jointly involved in financing public parks. We examine a unique dataset of 68 major U.S. city parks systems by merging multiple data sources of local government finance, nonprofit finance, park system characteristics, and community characteristics. This research utilizes descriptive and random effects analyses to disentangle the link between a polycentric mode of governance, nonprofit support, and the performance of city parks systems.

Sustainability of Nonprofit Organizations under Economic Uncertainty: A Longitudinal Study of Nonprofits in the U.S.

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Although the recent economic recession was huge threats for nonprofits to serve the community, very little empirical attention paid to the impact of economic uncertainty on the nonprofit sustainability. Several studies found gaps between service provision and service needs. To understand the effects of economic uncertainty on the nonprofit sustainability across the nation, this study will explore the changes of geographical concentration of nonprofits in counties during the recession and the recovery period using IRS 990 data and U.S. Census data. This study will explore how the economic recession affects nonprofits' sustainability based on social capital, resource dependence, and interdependence theory.

Tackling LGBTQ Social Isolation as a Homelessness Prevention Strategy

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According to the National Network for Youth, there are an estimated 1.3 to 1.7 million youth (under the age of 18) who have experienced a "runaway/throwaway episode." Moreover, there is a disproportionate number (up to 40% of the homeless youth) of lesbian, gay, bisexual, transgender, and queer (LGBTQ) youth among the homeless youth population. In this paper, we detail an intervention strategy that may disrupt a pattern of homelessness before it even starts.

Taking Stock of Online Teaching: Challenges, Solutions, and Innovations

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Online courses have become part of the landscape of nonprofit education. While there are important benefits for universities and students in the innovative ways in which we deliver nonprofit education, there are important unresolved tensions. The workload of faculty, the issue of copyright and intellectual property, and digital obsolescence are some of the issues faculty face in their practice. Four years ago, this group discussed the best practices and the pitfalls to avoid. Where are we four years later? What lessons have we learned through online teaching?

Talking About Anti-Semitism in Nonprofit/PA Classrooms and Beyond

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On October 27, 2018, a gunman killed eleven people attending Shabbat services in the Tree of Life synagogue in Pittsburgh, PA. For many—both Jews and non-Jews—this tragedy served as a wake-up call about the persistence of anti-Semitism in the United States today. Nonprofit and public affairs curricula and related research have rarely addressed contemporary anti-Semitism, yet we argue for including conversations about anti-Semitism in nonprofit/PA classrooms. This paper will serve as a resource for the nonprofit and public affairs and nonprofit teaching community so our colleagues can feel prepared and empowered to address anti-Semitism in their classrooms.

Teaching Care-Centered Nonprofit Management and Leadership in a Neoliberal Era

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In this paper, we first present an overview of our counter-discourse of care and its foundation in feminist care ethics. Then, we explore theoretical frameworks and pedagogical strategies aimed at helping instructors of nonprofit management and leadership to engender virtues supporting care work. Finally, we bridge theory and practice by outlining practices to develop students with civic and professional identities that are caring (e.g., competent, critical, reflexive, and empathetic).

Technology as a Tool for Arts Organizations in the 4th Industrial Revolution Era

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This paper organized criteria for arts administrators to use the technology as useful tools from a pragmatism perspective and surveyed how the criteria works in the current field. At a time when the individuals and industries across the world are adjusting to the 4th industrial revolution era, research on the role of technology in arts administration, and related technology, is lacking. It is true that the newer technology can reach more people, more often, with less money since it usually requires internet access. However, it is more important for arts administrators to use technology in a meaningful way.

Terrorist or Philanthropists: How Does the US Media Frame Islamic NPOs?

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Islamic NPOs promote their interests and identity of Muslims in the US. Post 9/11, the US government banned some of them for having alleged links with terrorists. Did 9/11 also affect their portrayal in the mainstream US media? I hypothesize that 9/11 increased negative portrayal of Islamic NGOs in both conservative and liberal US newspapers. I analyze if and how media portrayal of Islamic NPOs changed after 9/11. I conduct sentiment analysis of 5000 media articles using supervised machine learning from 20 leading US newspapers from 1997-2005 to analyze whether exogenous shocks like 9/11 impact media portrayal of NPOs.

Testing the Validity of Management Theories for International NGOs: The Impact of Organizational Culture

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The purpose of this paper is to assess the extent of cultural influence on management among international and local non-governmental

organizations in Armenia. Using Hofstede's (1984) four cultural dimensions (power-distance, uncertainty-avoidance, individualism-collectivism and masculinity-femininity), we first evaluate the variations in organizational culture and management characteristics in these organizations. We then test the extent that cultural variations can explain the differences in management practices observed between international and local nonprofit organizations. The results will help us understand the influence of culture on management and assist INGO managers to better prepare their relationships with local NGOs in Eastern European context.

The 2018 Tax Law and the Impact on Nonprofits
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The Tax Cuts and Jobs Act (TCJA), which took effect in 2018, is expected to have major ramifications for the nonprofit sector. The research question therefore proposed is: With the onset of the law, are 501c3 nonprofits with under $250,000 revenues (small nonprofits) less aware than 501c3 nonprofits with over $250,000 revenues (large nonprofits) about the effects of the Tax Cuts and Jobs Act on their anticipated charitable giving? Original empirical data was collected during the first year of the law's implementation from 50 nonprofit organizational surveys across 13 states in America.

The Advocacy Universe: Identifying Politically Active 501(c)(4) Nonprofit Organizations
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This paper presents findings from, and a new method for, identifying politically active 501(c)(4) social welfare organizations. The authors determine that the "advocacy universe" is approximately 5,000 organizations of the more than 80,000 registered 501(c)(4) organizations. Findings include applicable NTEE categories, diversity of geography and issue focus, range of income and assets, and organizational affiliations. Methodological challenges are also discussed, including missing organizations and the utilization of NTEE codes and keyword searches. The paper lays the foundation for future research that investigates the efficacy of 501(c)(4) organizations performing advocacy and political activities as a component of their social welfare mission.

The Altruism Budget: Measuring and Encouraging Charitable Giving
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Laura Gee and Jonathan Meer consider the vital question of whether activities that increase donations to one nonprofit (or donations made through one specific method) come at the expense of others. Much of the research on charitable giving has concentrated on how to increase monetary donations to a single organization, often looking at whether donors respond to self-interest or the instrumental effectiveness of their gift. Gee and Meer ask if donors have a fixed budget of altruistic acts, or is the overall altruism budget expandable?

The Case For and Against Nonprofit Outcomes Performance Management
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Through a review of scholarly literature, this paper examines the history and utility of the nonprofit practice of outcomes performance management. This review starts by examining the circumstances that made stakeholders believe that a system of accountability was necessary. The paper then goes on to see what literature has found regarding whether the strategy is effective in making nonprofits more accountable or increasing outcome

performance.

The Changing Face of Nonprofit Advocacy: Democratizing Potentials and Risks in an Unequal Context

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Edward Walker and Yotala Oszkay Febres-Cordero take stock of broad trends in nonprofit advocacy in the 21st century, focusing on the U.S. experience. Whereas the previous chapter focused on the role of 501(c)3 public charities, their focus is on a rise of Non-Membership Advocacy Organizations (NMAOs), such as policy planning organizations, think tanks, and advocacy-driven operations focused on deploying professional skills to advance particular causes. Trade associations have become central vehicles for advancing the interests of firms and industries in broader political discourse.

The Characteristics and Challenges of Disaster Volunteers in Japan

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One of the important events for Japan's voluntarism was the Kobe Earthquake in 1995 known as the "first year of volunteering." This study reviews Japanese volunteers engaged in disaster recovery, exploring recent trends and significant characteristics of voluntarism in Japan. Based on the secondary data, this study found four significant issues and trends common to disaster volunteers: the increase the needs and the role of volunteers, the coordination entities for the volunteers, characteristics of the volunteers, and emergency versus long-term needs.

The Charitable Triad: How Donors, Beneficiaries, and Fundraisers Influence Charitable Giving

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Nonprofit marketers are tasked with promoting charitable giving: encouraging consumers to make donations of money to organizations that benefit others. Research on the psychology of giving has primarily focused on identifying the characteristics that make people generous but has generated inconsistent findings. To explain such inconsistencies, we propose that donor characteristics are necessary but not sufficient to promote giving. Consumers' charitable decisions are instead determined by a triad of actors—donors, beneficiaries, and fundraisers—and the dyadic and triadic relationships between them. We review the interdisciplinary literature to evidence the value of our charitable triad approach. Our review highlights significant gaps in current knowledge and shows that understanding dyadic and triadic relationships can help explain past inconsistences and enhance marketing effectiveness. We put forward five novel propositions to stimulate future research, and discuss the implications of the triadic approach for nonprofit marketing practice, and for the allied literatures of crowdfunding, cause-related marketing, and other types of prosocial behavior.

The Contingent Value of Nonprofit Political Connections on Private Donations: Exploring the Moderating Role of Transparency

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Existing studies assume the value of political connections is homogeneous to different types of nonprofits and seldom consider their interplay with

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other accountability mechanisms. Based on a multilevel analysis of 2,085 foundations across 31 provinces in mainland China, this study builds and tests a theoretical framework of the contingent value of nonprofit political connections, treating transparency as a moderator for the political connections – private donations relationship. Our findings suggest that while transparency is always positively associated with private donations, political connections can help obtain more private donations for foundations only when their transparency score is higher than a certain level.

The Contractualization of Philanthropy
Natalie Silver, The University of Sydney Law School (natalie.silver@sydney.edu.au)

Charitable giving is governed by both public and private law, reflecting the hybrid inherent in charity law. Contract law has been largely absent from this legal framework for charitable giving. However, donors are increasingly entering into sophisticated grant agreements with charities that dictate how their gifts are to be used. These transactions raise doctrinal questions regarding the ability of restricted charitable gifts to create legally enforceable contractual obligations. They also raise normative questions concerning the wider role of contract law in promoting charitable giving and whether this prioritizes the ability of individual donors to do good, over more collective notions of the public good.

The Convergence of Corporate Philanthropy and Shareholder Wealth Maximization
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Corporate foundations are closing, their roles are being combined with CSR and risk management divisions, and their activities are increasingly being aligned to the business models of their corporate donors. These Innovations in corporate philanthropy stretch and sometimes even escape the regulatory structure U.S. tax law has imposed on philanthropy for more than five decades. As the grip of this rigid regulatory structure loosens, the elite influence of corporate philanthropy expands and its transparency and accountability decreases. This paper will explain how these changes arose, address their implications for law and society, and propose regulatory responses.

The Decomposition of the Effect of Commercialization on Nonprofit Donations
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Using data from the NCCS, this study examines the relationship between commercial revenues and donations, breaking the relationship into smaller parts to understand its composition. The results suggest a crowding-out effect; an increase in 1 dollar of commercial revenues leads to a decrease in .14 dollar of donations. The results indicate that 47 percent of the crowding-out effect is attributable to nonprofit's reduced efforts in running fundraising. The findings reveal the fact that the crowding-out effect is due partly to nonprofits' own decisions, and merely explaining the effect by reference to donors' reactions to nonprofit commercialization is not sufficient.

The Democratic Basis of Milton Friedman's Corporate Misanthropy
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Milton Friedman is notorious for his opposition to corporate philanthropy. The view remains deeply unpopular. Though scholars continue to debate the merits of different kinds of corporate philanthropy, hardly anyone allows that corporate philanthropy might be categorically unjustifiable. This paper argues, however, that Friedman's position is substantially more attractive than we may realize—when read as a democratic critique. Though several of Friedman's claims do not hold up to scrutiny, a close reading of Friedman's text reveals the pillars of a sophisticated understanding of the

value of democracy and the distinct challenges of reconciling corporate philanthropy with democratic legitimacy.

The Density of K-12 Education Nonprofits and Racial and Ethnic Minority Students

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With the growing diversity in the US, the need to accommodate diverse racial and ethnic student groups has risen. Using the government failure theory, we explore whether the nonprofit education sector embraces the heterogeneous needs of student demographics, reflected in their racial and ethnic diversity. We draw data from the Census, the National Center for Education Statistics, and the IRS 990 records to identify the relationship between the density of K-12 education nonprofits and racial and ethnic diversity in each county. We will discuss the implications of our finding that provide mixed results for different Hispanic and Asian national origins.

The Determinants of Sector Choice

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As the social enterprise sector continues to grow, the wealth of scholarly research at our disposal is limited. This research studies the determinants of sector choice for entrepreneurs choosing between nonprofit and social enterprise organizational forms. By studying the impact hybrid benefits, founder orientation and characteristics, and organizational revenue this study will provide a basis for understanding sector choice and aid in growing understanding of the role of social enterprises in the public space.

The Differential Effect of Racial Diversity on Volunteering in Rural and Non-Rural Places

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Many rural communities are experiencing rapid demographic change, resulting in greater diversification. Additionally, rural communities suffer disadvantages in terms of employment opportunities and education levels. These changes are accompanied by a stark decline in the volunteering rate in rural communities, which has consistently been higher than the volunteering rate in urban communities. This paper seeks to understand how race and community diversify affect volunteering behaviors, and how that affect is conditioned by the rurality of the community. We use the Current Population Survey's volunteering supplement (2002-2015), merged with a community characteristics, to estimate a multi-level model investigating this question.

The Digital (Currency) Revolution: Law as a Barrier or Enabler of Innovation by Non-profit Organisations

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Digital currencies, such as Bitcoin, offer fresh opportunities both as a store of value and as a medium of exchange. The RNLI has been accepting Bitcoin donations for over three years, however, further uptake in the sector has been modest. Negative perceptions surrounding the medium, and the potential risks associated with it, have played a significant part in the low rate of adoption. The paper will consider, in light of the 'regulation of emerging technology' literature, the extent to which the inability of law to keep pace with technological developments deters non-profits from

utilising digital currencies.

The Dissemination of Outcome-Based Performance Management Within Nonprofit Organizations: Opportunities and Threats

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This paper combines management control research with research on organizational hybridity to analyze why and how the increased use of logic models and outcome measurement at the organizational level leads to a shift of the intra-organizational "control mode" from clan/self control towards performance-based control. Such a shift can create negative tension arising from incompatible demands within nonprofit organizations, but it can also stimulate learning and creative problem solving. From our discussion of possible strategies for overcoming negative tension, we derive the challenges for nonprofit managers and leaders arising from the increased use of performance-based control.

The Distribution Patterns across Community Foundations Based upon Their Reliance on Donor advised Funds

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What factors affect the grant allocations of community foundations? Does reliance on donor advised funds affect the relationship between community needs and grant allocations? To date, there is limited research about the distribution patterns of community philanthropic organizations. Drawing upon the data of grantee organizations from schedule I in 990 reports for all community foundations between 2010 and 2016 and their reliance on donor advised funds from the IRS 990 report, this paper examines the moderating effect of reliance on donor advised fund on the relationship between community need and the localness, field of activity and legitimacy of grantees.

The "Doble Carácter" of Cuban Religious Partnerships: Collaboration and Resistance to U.S. Styles of Philanthropy

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In Cuba and the U.S., relationships between faith-based organizations exist that are both reflective and nonreflective about cultural influences on beliefs and practices. Despite the tension and enmity that have typified Cuba's geopolitical relationship with the U.S. since the colonial period, cross-cultural Christian nonprofit partnerships exist. The "doble carácter" (double character) of Cuban Protestant churches and parachurch organizations emerged from simultaneous collaboration with, and resistance to, U.S. styles of social organizing (Arce Valentín, 2016). This paper contributes to understanding how the qualities of this interorganizational engagement influences Cuban civil society.

The dynamics of interactions between universities and local community organizations: The case of university social responsibility practices in Taiwan

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Universities possess a special role in today's society as well as the local communities where they are located. In recent years scholars argue that, beyond knowledge creation and educational establishment, universities need to fulfill more responsibility for the development of their nearby local

communities and the broader society (Anderson & Whitford, 2016; Vasilescu, Barna, Epure, & Baicu, 2010). The concept of university social responsibility (USR), as a social innovation idea, has been discussed and practiced around the world (Lo, Pang, Egri, & Li, 2017; Shek & Hollister, 2017). Yet, while the importance of USR has been highlighted in theory and practice, little is known about how universities and local communities interact and collaborate to achieve mutual benefits and greater social value. Specifically, current research seldom addresses the voice of local community-based organizations. What universities can or want to do may not fit what local communities really need. Consistent interactions are needed during their collaboration process. Moreover, university team members, especially students, may not be familiar with community affairs and have only superficial understanding regarding USR. A more basic question is that what USR means is still lack of consensus and subject to different social constructions. This study therefore asks the following question: How do universities and local community organizations interact in practicing university social responsibility? To address the above question, this study employs a constructivist grounded theory approach to explore the case of university social responsibility practices in Taiwan. Specifically, we focus on one major public university's USR projects working with two rural communities in southern Taiwan. We intend to interview various participants in these two projects, including university team members (such as faculty members, assistants, and students) and community organization members (managers and local residents). We expect to find out the central themes of university-community interactions from these two cases and aim to provide a deeper understanding about what universities actually could do for their local communities. We will also address the link between our findings and the broader nonprofit and voluntary sector studies.

The Effect of Giving Tuesday on Year-end Giving

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Giving Tuesday, a social-media event encouraging giving on the Tuesday after Thanksgiving, is becoming an important part of year-end giving in the United States. Giving Tuesday has grown quickly since its inception in 2012, with the 2018 drive raising approximately $380 million (Joslyn 2018). Community campaigns are an important means of publicizing Giving Tuesday and encouraging nonprofit participation. However, some observers are concerned that this day may displace, rather than increase, overall year-end giving. This paper uses longitudinal giving data and community campaign information to estimate a differences-in-differences model and describe the causal effects of Giving Tuesday on year-end giving.

The Effect of Self- and Functional Congruence on Donation Behavior: A Moderation Analysis Considering Affective Empathy and Issue Involvement

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In this study, we investigate the effects of self- and functional congruence on donors' behavior. Moreover, we analyze how identified effects are moderated by empathy and issue involvement. While we assume that empathy has a positive effect on the influence of functional congruence on donation behavior, we hypothesize that issue involvement has a positive effect on the influence of self-congruence on donation behavior. Data collection currently (April 2019) takes place among donors and non donors.

The Effects of Managerialism on Human Service Organizations: The Perspectives of Middle Managers

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Research on managerialism within the nonprofit sector suggests the adoption and implementation of managerialist practices may have unintended adverse effects on nonprofit organizations. This paper examines the impact of managerialism on human service organizations (HSO) by exploring the experiences of middle managers. Preliminary findings suggest that middle managers experience managerialism more acutely than other staff members and that these individuals are tasked with not only "managing" the implementation of managerialism, but with shielding subordinates from its effects. Observing the experiences of middle managers provides a unique lens through which the overall organizational effects of managerialism on HSOs can be explored.

The Effects of Women's Leadership on Social Enterprises in Southern and Eastern Africa: Economic, Social and Governance Dimensions
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With the aim of identifying the implication of women's leadership in social enterprises in Southern and Eastern Africa, this study asks whether women's leadership brings a more sustainable model of a social enterprise in Africa and, if so, how women's leadership affects the three dimensions of social enterprises: economic, social, and governance dimensions. This study conducted in-depth interviews, focus-group interviews, and observations in July 2018 with five women-led selected social enterprises in South Africa, Zambia, and Uganda. This study contributes to extending the theoretical boundary of social enterprises in the Global South by incorporating the analytical lens of women's leadership.

The Equity Imperative: Examining Community Engagement Strategies of Planned and Emergent Networks
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Cross-sector collaborative networks are an increasingly popular method to impact social change. This paper uncovers the ways in which educationally-focused cross-sector networks engage with underserved communities. Twenty-eight education-focused community networks participated in the study. Interviews, organizational surveys, and archival data are used to evaluate the degree to which these networks engage in transformational equity practices. Using fuzzy-set qualitative comparative analysis, this study examines the impact of community poverty, network age, organizational composition, ties to national network organizations, and network governance on use of these practices.

The Evolution of Online Crowdfunding Networks: Inter-Organizational Relations Mediated by ICTs
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We performed a network analysis on online charitable funding in China for the first time, to examine how the online relationships between nonprofits and public foundations change over time with the prevalence of ICT application in the nonprofit sector. For data analysis, we scraped all validated fundraising campaigns from 2013 to 2017, about 30,000 online campaigns initiated by over 5,000 nonprofits under the sponsorship of 200 foundations, from the largest crowdfunding platform in China. Our findings indicate a fast extending network. The changes of organizational ties clarify the shift of funding strategies and power dynamics among foundations in recent years.

The Fabric that Holds them Together: Organizational Field Identity in Russian Civil Society

ARNOVA

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This paper studies the role macro-institutional influences play in shaping collective identity within the organizational field of civil society under authoritarian regime conditions. We argue, that it leads to what we term mid-layer identities, which allow actors to reconcile and mediated the pressures they experience from the institutional environment with the overarching values and norms of the organizational field identity.

The Final Lines of Defense: The Influence of Nonprofit Organizations Legal Services on Immigration Removal Rates

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The nonprofit community has provided extensive research on the role of social service delivery for immigrant integration. However, the nonprofit community goes beyond social service delivery and provides important and integral low cost and pro bono legal services for immigrants facing removals. The availability of nonprofit legal services for immigrants varies dramatically across the country, and the question persists, what influence does legal aid provision have on immigrant removals. Using a newly developed survey for immigrant-serving nonprofits, we explore the role of philanthropic efforts in influencing immigration removal rates across the U.S.

The Fragmented Volunteer: Arguing for a Whole-Person Volunteer Resource Framework

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Volunteers are essential to many nonprofits. But, understanding the complex motivations and behaviors of volunteers can be difficult. Theoretical frameworks are especially helpful in volunteer research, guiding discussions attempting to explain complex behavior, especially volunteer turnover. Theoretical frameworks presently used in research focus on resources gained or expended within the volunteer role. But, these frameworks are fragmented and fail to capture where volunteering fits into an individual's entire life structure. The addition of Lehmann and Keller's altruism framework (2006) helps pinpoint the mechanisms leading to volunteer burnout. Gratwich, Barber, & Justice's (2015) personal resource allocation model (2010) helps explain the use of resources across various domains. The use of these additional frameworks in future volunteer research will better explain volunteer behavior, especially burnout and turnover. A new synthesized model combining these frameworks helps capture volunteer behavior from a whole-person perspective.

The Gendered Illegitimacy of Informal Volunteering

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This paper utilises working-class feminist theory to critically explore the concept of informal volunteering. Informal volunteering - giving one's time on an ad hoc basis to friends and neighbours - is often forgotten within nonprofit and voluntary action research. Given that many ethnographies reveal such informal practices of care often form the basis of bonding social capital within poorer neighbourhoods, and surveys indicate women perform more of such roles, informal volunteering's illegitimate position within voluntary action research exacerbates inequalities within nonprofit thinking. By applying working-class feminist theory from Skeggs, Taylor and others, this paper aims to highlight this imbalance.

The Give-O-Meter: Can Interacting with Social Comparison Information, Via an Online Data Tool, Promote Generous Behaviors?

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How does social information influence charitable giving? Can interacting with peer comparison data increase generosity? In this paper, we present results from a survey experiment conducted with a nationally representative sample of American adults. We show how providing an individual with relevant social comparison information, through interaction with an online data tool (the Give-O-Meter, an interactive tool that allows individuals to provide their own demographic information and then compare their giving and volunteering habits to their peers, allowing users to recognize and think about their own behaviors and areas for growth; from the GenerosityForLife.org website) influences actual donation behavior.

The Hard Core: Testing the Effects of Long Term Operational Funding on Nonprofits

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The loss of general operating support as a component of grantmaking is widely lamented by nonprofits, yet because such funding is sufficiently rare, its effects are rarely tested empirically. Using a panel data set of Canadian charities, this paper analyzes the effects of sustained operational funding on human service nonprofits over a fifteen year period relative to comparable organizations that lacked such support. It tests two alternative hypotheses: that operational funding promotes overall revenue growth, innovation and diversification of services; or that it creates dependencies and crowds out fundraising, making nonprofits less resilient and less innovative.

The Hungarian Patient: Nonprofit Organizations in a Shrinking Space

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This paper examines how nonprofit organizations in Hungary adapt to the government's formal and informal restrictions on civil society. So far, extant research on the "shrinking space" phenomenon has mostly focused on nonprofit sectors in authoritarian or hybrid regimes. However, to have a better understanding of the vulnerability of the sector against anti-democratic measures, it is important to examine how organizations in (yet) democratic contexts respond to these tendencies. Following a theoretical framework which combines institutional and resource dependence perspectives, this paper uses qualitative methods to understand nonprofit organizational adaptation to anti-democratic restrictions in a European (illiberal) democracy.

The Impact of Accelerators on Social Entrepreneurship in Education

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Social entrepreneurs are the "the vanguard[s] [of the] worldwide transformation to improve the quality of life and standard of living around the world" (Zahra et al. 2008), and one of the key issues many attempt to solve is poor public education (Austin et al. 2006). A number of social ventures have attended accelerator programs that provide attendees with funds, resources, and entrepreneurship skills. However, it remains unclear how effective those accelerator programs are. This study uses a novel social accelerator dataset to examine to what extent and under what

circumstances accelerators affect social ventures' performance in the education domain.

The Impact of Donor and Board Pressure on Cost Reporting – An Experiment Among Nonprofit Managers

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Nonprofit accounting and accountability literature regularly argues that nonprofit organizations are under pressure to report low overhead costs. However, little research has examined how different pressure sources affect accounting choice on an individual level. In this study, we investigate in an online scenario experiment to what extent different levels of donor pressure and board pressure affect nonprofit managers' overhead cost reporting decisions. Our study is relevant for nonprofit research and practice, because it can shed light on whether the widespread practice of reporting low overhead costs is truly driven by external accountability demands or rather by organizations themselves.

The Impact of Microfinance on Empowering Women: What Do the Numbers Tell Us

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Inspired by its success in the developing countries microfinance has been considered as an effective tool to empower women through socio-economic development in the United States. Reports prepared by the lending organizations seldom portrays the success of such initiatives, although the credibility remains in question. The aim of this paper is to examine the impact of microfinance on the empowerment of women by achieving financial self-sufficiency. The analysis will be based on cross-sectional survey interviews of loan recipients in Texas leading to the conclusion that microfinance has some positive impact on women in attaining empowerment.

The Impact of National Security Policy on Civil Society: A Study of Muslim Community Organizations in Canada.

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Counter-radicalization policies present a tension for Muslim community organizations because supporting counter-radicalization policies, which are thought to be more harmful than helpful, force organizations to confront a contradiction between external (state) and internal (member) expectations. Based on original data collected from 12 interviews with representatives of Muslim community organizations in Canada, my study examines how civil society organizations respond to the pressures of national security policy. Using a conceptual framework based on organizational sociology, I elucidate the choices adopted by Muslim community organizations when confronted with state security practices. My research emphasizes the importance of bottom-up, community perspectives in developing public policy.

The Impact of Transparency on Donations: Evidence from A Panel Study

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Voluntary disclosure of information is thought as an important way to increase nonprofit accountability in the era of web 2.0 and new media since it can enhance nonprofits' reputation and increase trust from the public. A growing body of empirical research examined the association between transparency and donations, but mixed and limited evidence is revealed. It is not clear whether transparency plays a causal role in influencing donations to nonprofits. By analyzing a 5-year panel data on a large sample of foundations in China with fixed-effect model, we intend to explore

the causal relationship between transparency and donations to nonprofits.

The Impact of U.S. Refugee Policy Changes on Nonprofit Service Providers' Emotional Well-Being: Differences by Organization Type and Personnel Level

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This paper examines the impact of changes in U.S. refugee policy on the emotional well-being of nonprofit employees and volunteers. Unexpectedly, the results also illuminate the impact of highly-charged political rhetoric on these service providers. Results uncover the differences in emotional impact on people by level of organization, and the differences in coping at the individual and organizational levels. While some studies have looked at political rhetoric's impact on the emotional well-being of the U.S. population in general, almost no work has been done to examine the qualitative impact of this rhetoric on nonprofit providers serving a negatively targeted population.

The Implementation of the Chinese Overseas NGO Law: Research with Overseas Nonprofit Organizations on the First Several Years

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This paper and presentation will discuss the findings of Ms. Wilhelm's 2018-2019 interviews with a diverse group of 53 foreign nonprofits about the impact of China's 2017 Law on Managing the Activities of Foreign NGOs in Mainland China. In these interviews, the nonprofits describe how they have experienced the simultaneous challenges of complying with the law's administrative demands, overcoming its restrictions on funding sources, updating their programs to keep pace with China's rapidly changing needs and capacities, and adjusting their long-term strategies in light of China's growing wealth and power.

The Importance of Context and Nuanced Regulatory Variations

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A specialist in close comparative work, Jacqueline Wood focuses on a broad spectrum of drivers of regulatory change.

The Independent Sector: A Persistent Contradiction?

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In 1978 a committee met to explore the possibility of a merger between the National Council on Philanthropy and the Coalition of National Voluntary Organizations. Their decision to establish Independent Sector was intended to represent a step forward towards unifying the sector. Yet, there was an inherent tension in the project. While advocates sought a unified voice, they wanted to preserve the diversity of views within the sector. We explore this "persistent contradiction" through the founding of IS, asking whether it was a successful compromise or a missed opportunity to address deeper concerns about the nature and role of philanthropy.

The Influence of Public Service Motivation on Job Satisfaction and Performance in Social Organizations of B District in Shanghai

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Social organizations (SOs) have become an important deliver of public service to meet social and community needs in China. However, ineffective human resource management are likely to post significant threats on the sustainability of a social organization. Through reviewing previous literatures, it's noted that public service motivation can be a potential alternative to tackle with challenges of organizational commitment and job dissatisfaction of employees facing Chinese SOs. The aim of our study is to examine the relationship between public service motivation and job satisfaction and performance in SOs in Shanghai. We conduct our study in B district of Shanghai and find that there are four key indicators of public service motivation that predict job performance and job satisfaction: civic responsibility, selfdedication, sympathy and social equality. By revisiting previous consistent findings in public service motivation in SOs, we aim to contribute one case study to the current research database for future comparative analysis in the hope to improve the effectiveness of human resource management among Chinese social organization.

The Joy of Giving: Evidence from a Matching Experiment with Millionaires and the General Population

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Does charitable giving make people happy? If so, why? We conducted a field experiment among a large and representative population sample and a large sample of high wealth individuals to answer these questions. In a 1:1 match treatment, we provided additional money for charity at no cost to the donor to test whether the benefits of giving for recipients increased hedonic mood benefits of giving to donors. The results imply that people do not give to charity to make themselves happy. We suggest that matches work because they activate a sense of duty.

The Languages of Muslim Nonprofits in Relation to Social Movements: A Critical Discourse Analysis

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This paper investigates the discourses ("language in use") associated with two subsets of nonprofits affiliated with the religion of Islam. Through Critical Discourse Analysis, we highlight the connections from ostensibly discrete, incorporated nonprofit organizations to broader social movements. We purposively sample organizations identifying as African American in focus as well as those serving migrant-based communities. By analysis of more than 75 distinct "language events" across various subsectors, we find that Muslim nonprofits are consciously or empirically in dialogue with social movements, seeking to expand the definition of American-ness while at the same time reinterpreting its meaning and relevance.

The Management of Court-Ordered Volunteers: What are Public and Nonprofit Organizations' Experiences with Court-Ordered Volunteers?

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Many courts throughout the United States use community service hours as an alternative sanction for individuals involved in the criminal justice system. Unfortunately, there is hardly any empirical research that investigates the motivation, commitment, and performance of court-ordered

volunteers. As a first step to investigate this phenomenon, we seek to understand how public and nonprofit organizations use and work with Court-Ordered Volunteers (COVs) and their experiences with this unique group of volunteers. We explore this using data from interviews 31 public and nonprofit organizations that receive COVs in a small city in the southeastern United States.

The Mandela Day Phenomenon: Mobilizing Episodic Volunteers or Sustainably Engaged Citizens?
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Mandela Day is an informal day of service that, every July, attracts thousands of South Africans to volunteer time in service for their communities. In this paper we ask critical questions regarding the ability of this philanthropic endeavor to attract new volunteers, and to promote sustainable civic engagement beyond episodic volunteering. Relying on survey, interview, and observation data gathered at 90 different events in 2018 we show that while Mandela Day does attract some new volunteers through corporate influence, it is a paradoxical event that potentially also discourages deep civic engagement that is democratic and sustainable.

The Missing Link Between Participatory Democracy and Political Trust
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Can participatory democratic innovations increase trust in government, not only among willing participants, but also among the broader community? While participatory budgeting or the citizens' initiative review bring civic-related benefits to those who willingly participate, it has not been shown whether these benefits can also accrue to the community at large. Using data from participatory budgeting in Brazil and the citizens' initiative review in the U.S., this study draws tentative conclusions on the political trust effects of participatory innovations, with obvious implications for the nonprofits that run them, and generates hypotheses to be tested on recently-adopted innovations in the U.S.

The Mixed Industry of Skiing in Maine
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The nonprofit sector is increasingly assuming responsibility not only for formerly government services but also for formerly for-profit ventures. This paper focuses on the shifting landscapes of collaborations in mixed industries, and the decisions made around the provision of services through the public, private or nonprofit sectors. The paper analyses the history of the involvement of the three sectors in the provision of downhill skiing in Maine – where 11 of the 19 ski areas are 501(c)3 nonprofits – and the emerging phenomena of ski areas moving from the for-profit to the nonprofit sector.

The Momentum Center for Social Engagement: An Entrepreneurial Approach to Improving Mental Illness and Defeating Stigma
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Social Labs are an innovated approach to solving social problems. Social Entrepreneurship is an approach to funding resulting initiatives. Extended Grace used these models to develop and open the Momentum Center for Social Engagement, which is an innovative approach to serving individuals with mental illness, addictions, and other disabilities while also serving the entire community. It includes Just Goods Gifts and Café, a vehicle of social entrepreneurship, that provides a funding mechanism fully integrated into the fabric of the program itself. Our presentation will provide an

overview of Extended Grace as a grassroots movement to create a stigma free community.

The Motives of Billionaire Philanthropy: An Analysis of the Giving Pledge Letters

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Philanthropy is perceived as supporting the common good, including equity goals. Some wealthy donors have increased their efforts to shape public policies; insist on measurable results; and often advance market-based solutions. One of the most prominent philanthropic expressions is the 2010 Giving Pledge, created by Warren Buffett and Bill and Melinda Gates. Signatories promise to give away at least half their wealth. An analysis of Giving Pledge letters shows a traditional approach and limited evidence of transformational efforts. The pledge may increase giving from the ultra-rich, but evidence that it will contribute to narrowing the wealth gap is slight.

The "New" IRS 990 Ten Years Later: An Evaluation

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Beginning with the 2008 tax year, the Internal Revenue Service (IRS) released a significantly revised 990 tax filing form for nonprofit organizations (NPOs). Among the reasons for the revision were improvement of the transparency and accountability of the reporting organizations. Over the past ten years, the revised 990 has received minor revisions, but the vast majority of the form has remained constant during a period when it has taken on increased importance as a metric to rate NPOs. This study reviews the expanded reporting requirements and evaluates their contribution to greater organizational transparency and better information for the public.

The Nonprofit Starvation Cycle: A Comparative Analysis

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Donors' lack of information on impacts has caused an increasing reliance on proxies such as the overhead ratio (the ratio of administrative to total expenses) in order to inform resource allocation. The incentives from this process have created a "starvation cycle" of consistently doing more with less, with devastating consequences for the institutional capacity of the sector. We bring together an international multi-disciplinary team to conduct comparative work examining how the starvation cycle manifests across different institutional contexts. We mobilize large-scale data resources from four countries to better understand the socio-cultural components of the phenomenon, and the role of regulation.

The Nonprofit Starvation Cycle: Impact of Underfed Overhead on Program Outcomes

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The nonprofit starvation cycle suggests that underfunding overhead can have detrimental effects on nonprofits' program outcomes and effectiveness. Building on the cycle, this study examines the impact of overhead spending on program outcomes, measured by attendance. The

analysis draws on a sample from the arts sector from 2008 to 2016. Contrary to conventional wisdom, the results show that there is an optimal level of overhead captured by a curvilinear relationship, suggesting that underfunding and overfunding overhead can hurt program outcomes. The findings have implications for donors, watchdogs, and other stakeholders concerned with the accountability and effectiveness of the sector.

Theoretical Approaches to the Big Questions of Nonprofit Studies: An Empirical Mapping based on Twenty Years of Nonprofit Research

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Nonprofit studies draws upon theoretical insights from a variety of disciplines. This interdisciplinarity can create issues for scholars including blind spots, challenges in communicating across disciplinary boundaries, and difficulty in understanding the state of nonprofit research. This study is designed to help mitigate these issues by qualitatively coding 20 years of published research in the top journals of the field in order to: 1). Identity big questions of research and theories-in-use 2). Map research questions to theories in a manner that facilitates student learning and future research. 3) Describe trends in nonprofit research during the period of study.

The Pressures on Civil Society in Hungary

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The present Hungarian regime led by Prime Minister Viktor Orban has steadily increased its pressure on many of his country's civil society organizations, defining them as foreign agents dedicated to opening national borders to hordes of migrants seeking entry from the South. This campaign has proven helpful to the reelection of the Prime Minister, and has provided him, in the person of philanthropist George Soros, with a highly visible representation of the third sector as the locus of evil and danger. This paper will reflect on these developments.

The Pressures on Civil Society in Turkey

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The purposes addressed by voluntary organizations involve differing blends of service, advocacy, and interaction. The vigorous assertion of advocacy purpose often places these associations into positions perceived by governmental leaders as not only expressive of civic interest, but also as directly challenging of the legitimate position and prerogative of public authority (Van Til, 2008). In Turkey, following on the abortive coup attempt of 2016, some 1,500 associations have been closed under executive decrees issued by an increasingly centralized national government, reversing two decades of independent advancement by the country's third sector (ICNL, 2018).

The Public's Trust in Nonprofit Organizations: Evidence from a Large-Scale Study

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Nonprofit organizations highly depend on the public's trust for legitimacy and support, to ultimately further their missions. Despite its high importance, little is known about the trust building processes of the general public. In this study, we develop and test a cross-level study design on public's trust in nonprofit organizations. We used a comprehensive data set of 4,072 dyads, with survey data from 1,686 respondents and

organizational data related to 102 German nonprofit organizations. The results reveal unexpected differences in the importance of the different trust components.

The Research to Practice Handbook for Nonprofit Management

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Dr. Einolf is associate professor of the Center for Nonprofit and NGO studies at NIU. He is currently working on an edited volume entitled, The Research to Practice Handbook for Nonprofit Management.The Handbook will be useful both to scholars looking new directions for research, and for practitioners looking to learn useful information from the scholarly research. He will discuss his work in volunteer management and charitable giving, and outline the book project, which aims to take stock and evaluate the state of the art in research and its utility for practitioners, and to set out directions for future research.

The Role of Conveners in Cross-Sector Collaborative Governance

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Collaborative networks in response to social problems are a common area of research, but questions of who manages these networks and how they organize cross-sector partners represent new challenges for nonprofit organizations and their partners. This study draws from interviews and archival records from 28 community-based coalitions across the United States to explore who convenes these networks and why. Anticipated contributions include a definition and typology of conveners and the varied roles they play in cross-sector, community-based networks.

The Role of Critical Discursive Analysis within Nonprofit Research: A Study of National Government Documents in England

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This paper digs beneath the surface of national policy documents, showing how a critical, discursive lens can expose shifting norms and associated 'knowledge' about the role of nonprofit organisations in England. Within the current turbulent era, characterised by political disruption, debates about the role of public, private and nonprofit sectors are framed by deepening inequality and need. Through a critical discursive analysis of documents over time, I demonstrate how the language used within particular contexts can be a powerful resource, reinforcing or challenging assumed knowledge. I argue that ideological 'work' is taking place, sustaining and strengthening systems of power imbalances.

The Role of New Right Organizations and Foundations in U.S. Polarization (1970-1996)

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In the early 1970s, nonprofit entrepreneurs, wealthy funders, and social movement leaders came together in what became known as the "New Right" to reorient the Republican Party and the political spectrum in the United States toward the Right. This paper looks at the grant-making behavior of 15 core conservative foundations from 1971-1997. Incorporating a unique database of over 35,000 foundation grants with an archival history of the development of the New Right infrastructure, this paper seeks to understand the relationship between movement organizations and

funders as a dynamic process, and the factors leading to their long-term effectiveness.

The Role of Nongovernmental Organizations in Refugee and Immigrant Integration: A Case Study of Seoul, South Korea

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This manuscript examines the roles that NGOs play in shaping immigrants' and refugees' integration into South Korean society. Interviews were conducted with a robust sample of NGOs in Seoul, South Korea that provide services to immigrants and refugees. Findings indicate immigrants experience diverse patterns of service needs, that NGOs attempt to fill these needs through innovative approaches, and that NGOs are challenges by lack of nonprofit policy or framework and lack of government funding support. This research adds to a developing and important literature on NGOs in East Asian countries.

The Role of Public, For-Profit, and Non-Profit Service Providers in Co-Production: A Survey of Social Welfare in Sweden

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The aim of this paper is to contribute to research on the role of non-profit organizations in co-production. By studying and comparing co-production in public, for-profit, and non-profit organizations, similarities and differences between different types of organizations will be identified as well as distinctive contributions made by these organizations. The empirical material is delimited to social welfare service providers in Sweden, collected by using a questionnaire, and analyzed with theoretical perspectives related to the distinctive character of non-profit organizations.

The Role of Social Capital for Local Philanthropy as a Collective Response to Natural Disasters?

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Massive natural disasters threaten social and economic well-being of communities. Although the government provides institutional assistance, philanthropy also plays an important role in providing supplemental and substantial aids. Social capital is integral to local philanthropy's reactive strategies to natural disasters. By promoting internal solidarity, social capital can help communities be resilient to external disruptions. This study analyzes the effect of social capital on local philanthropy in disaster-inflicted communities. Also, to answer a long-standing argument regarding the effect of racial diversity on social capital, this study examines how the relationship between social capital and local philanthropy is moderated by racial diversity.

The Roles of Religiosity and Homophily in Idealized and Actualized Faith-Based Partnerships

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Prior research has suggested that faith-based organizations (FBOs) are less likely to collaborate with other agencies to provide social services, in part due to their religious preferences. This research draws a survey of 139 U.S. FBOs to explore the impacts of religiosity (organizational, staff, and service) and homophily (attribute, geography, and institutional) on FBOs' idealized collaboration partners and actual collaborative behavior.

Results suggest that FBOs reporting higher staff religiosity than ideal collaborative partners were more likely to collaborate with organizations of a different type as well as more likely to seek partners in a similar socio-cultural environment and with organizations that share funders.

The Scarcity of African-American Women in Executive Leadership Positions
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African-American women represent a small number of Senior Executive positions in non-profit, government and corporate organizations. We inquire into one potential remedy by investigating those with sponsors vs. those without sponsors. Findings will reveal whether and how African-American women with sponsors advance their careers and experience promotions to top senior level positions more than those without a sponsor. These findings are important because even though the country has become more diverse there still exists a scarcity of African-American women in top leadership positions that match the communities their nonprofits serve.

The Science of Fundraising: Does Our Research Have Value for Practitioners?
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After decades of research on altruism and charitable giving, what do we know that is useful to fundraising professionals? There are four types of research on these topics. This paper considers each type of research in turn before concluding that general research on altruism and giving is the most useful to practitioners, despite the fact that it seems to be the most distant from applied research. Teaching practitioners the general theories of prosocial behavior gives them the intellectual tools they need to construct effective fundraising appeals that fit their particular situation.

The Scope of Nonprofit Marketing: Lessons from a Review of the Literature
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Although marketing has been studied for decades in the field of business, we still know little about nonprofit marketing. Additionally, it is often perceived as fundraising activities in the eyes of practitioners despite its broad concept. Therefore, this study collects and reviews peer-reviewed journal articles and integrates the results of studies focusing on nonprofit marketing. The aim of this study is to explore the scope of nonprofit marketing and strategies that have been proposed so far and to provide practical advice to nonprofit practitioners.

The Sexual Exploitation of Fundraisers: A Feminist Perspective of Sexual Harassment in Fund Development
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The power differential between fundraisers and donors make fundraisers vulnerable to sexual harassment and assault. Fundraisers so commonly experience harassment that it verges on exploitation. Through a partnership with the Association for Fundraising Professionals (AFP), we conduct interviews with fundraisers who have experienced sexual harassment. Research participants share their stories of harassment, recounting their decisions of whether to report and, if they did, how they felt their organization supported them or not. Using a feminist perspective and methodology, we share fundraisers' subjective experiences in order to make their voices heard and to enhance understanding of sexual harassment in nonprofit organizations.

ARNOVA

The Signaling Role of the Web: What Effect on Charitable Contributions?

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With the lens of signaling theory, we investigate what kind of information nonprofits intentionally communicate to donors through their websites. In particular, in line with existing regression-based economic-model-of-giving studies, we investigate the relationship between the depth of web-based disclosure and the level of donations in community foundations, which are grantmaking charities that achieve their mission by pooling financial resources from individuals, families and business donors. The results highlight what kind of information provides better signals for persuading donors to support the nonprofit, thus contributing to gain a deeper knowledge of the link between charitable giving and web-based accountability practices.

The Social Construction of Nonprofit Practices Through Cross-Sector Relations in the Local Context: The Case of Food Banks in Taiwan

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Nonprofit practices are the result of social construction if we critically examine the nature of the nonprofit sector. Yet, what shapes the social construction of nonprofit practices remain understudied in the literature, especially how governments, businesses, and nonprofits work together in socially constructing nonprofit practices in the local context. This research employs a constructivist grounded theory approach (Charmaz, 2014) to explore the case of three food banks in one major city in Taiwan. The research seeks to depict how different sectors interact in shaping, defining, and refining the concept and practices of food banking in the Taiwan local context.

The Sovereignty Economy: Diversifying and Decolonizing Beneficence in Native American Communities

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Often regarded as resourceful and resilient communities, little attention has been paid to American indigenous communities and the utilization and subsequent effect of philanthropic and charitable practices, and contributions made by these peoples. Deleterious effects of colonialism and historical policy actions of the US government forced Native communities to employ this resourcefulness first in the westward expansion of the United States through land acquisitions and annexations. Indigenous communities in the United States have turned to various enterprising functions, including philanthropy, to bridge the gap between sovereignty and a politically constructed lack of resources.

The State of Religious Giving: Findings from the National Study of Congregations' Economic Practices

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For many people in the U.S., religious faith is a key component of their charitable giving. Almost one-third of all charitable dollars given in the U.S. go to religious congregations. Therefore, we conducted the National Study of Congregations' Economic Practices (NSCEP) to better how congregations receive, manage and spend their finances. We present an overview of the key findings from a survey of 1,234 congregations and highlight how congregations build capacity and make a social impact. We conclude with a discussion about how the state of the economic health of

religious organizations influences the impact of religion on broader society.

The Study of Values Held by Nonprofit and For-Profit Boards in Russia

Alexandra Telitsyna, National Research University Higher School of Economics (atelitsyna@hse.ru)

The   desire to change the polarized world for the better became a priority for many organizations. The main question of this study is to compare the values of for-profit and non-profit Board members.   The content analysis (NVivo) and the u-Mann-Whitney test identified the main values that these organizations share. In-depth interviews with 30 respondents were conducted. The study   showed that there are some differences and variations between the values of NGOs and   for-profit companies. This research contributes to the theoretical framework of the study of values to help to recruit new board members.

The Transitional Generation of Nonprofit Leaders: An Examination of the Chicago Commons Settlement House

Alicia Illinois Schatteman, Northern Illinois University (aschatteman@niu.edu)

This research examines the role of gender, nonprofit professionalization, and founder transition using the case of the Chicago Commons Settlement House. Lea Demarest Taylor (1883 – 1975) ensured the sustainability of this nonprofit while serving as the chief staff person from 1922 to 1954 and was active on the board of directors through the late 1960s. This research illustrates how her management practices and attitudes contributed to the longevity of the organization that transitioned from its founder to successive generations of leaders and continues to this day.

The Truth About STEM Education and the Power of STEM Entrepreneurship

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There is a shortage of literature on STEM-educated and self-employed entrepreneurs. This paper contributes to education and entrepreneurship theory and practice. The paper includes a powerful career blueprint for STEM Entrepreneurs. The qualitative and quantitative research of this paper examines the true experiences that effectively prepare STEM-educated majority and underrepresented minority students (URM) for the workforce when 74% of STEM-educated individuals are not employed in STEM fields (U.S. Census Bureau, 2014). These statistics point to the importance of educating STEM students with skills beyond a STEM degree and to empower them with entrepreneurship to achieve career success and job satisfaction.

The Unintended Consequences in Non-Profit and Public Cooperation. Case Studies from Poland.

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Cooperation between NPOs and public organizations is valuable when it brings benefits to the organizations involved, but also when it is of certain added value to the communities in which the organizations operate. Our research in turn concentrates on situations when cross-sectoral cooperation brings unintended consequences. In our elaboration, based on the qualitative comparative case studies, we showed unintended consequences of this kind of cooperation. The results of our studies proved that the most common unexpected effects include: opportunism, manipulation, simulation of cooperation, conflict, as well as perverse effect in the form of crisis of local non-public communities.

The Utilization of Performance Measures in Nonprofit Organizations

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Whereas nonprofits have invested a great deal of resources in performance measurement, it is not a panacea that automatically cures management problems and leads to success. To evaluate the success of performance measurement, the author examines how nonprofit organizations use the performance information and what factors are related to its uses. Using survey data from California nonprofits (n = 143), the author finds that the performance information use is influenced by government funding, range and credibility of performance measurement, developmental culture, and stakeholder participation. This study contributes to our understanding of performance information use in the nonprofit sector.

The Value of Translational Scholarship: Writing for a Professionally Reviewed, Practitioner-Focused Publication

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Dr. Castillo is an Assistant Professor of Organization Leadership at Arizona State University. Her research focuses on capacity building, particularly the role of intangible resources in value creation. Prior to her academic career, she worked for two decades in nonprofit fundraising management. She will discuss the value of translational scholarship to the community, scholars, and their universities. She will describe how writing for professionally reviewed, practitioner-focused publications like Nonprofit Quarterly advances practice, promotes systems change, and elevates the profile community-engaged research, as well as offer suggestions for effectively framing the public impact of scholarly contributions for tenure review packets.

Throwing in the Towel: An Exploratory Study of Disengagement from the Nonprofit Start-Up Process

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This paper investigates why nascent nonprofit entrepreneurs (i.e., individuals who are currently actively involved in a not-yet-up-and-running nonprofit start-up) decide to withdraw from the nonprofit start-up process. Exploratory in nature, this paper utilizes self-reported answers from 29 nascent nonprofit entrepreneurs having disengaged from the start-up process.

Toward an Empirically Grounded Theory of Transcalar Advocacy

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Recent cases challenge the assumption of Northern NGO power, Southern NGO limitations, and the necessity of networks common in conventional theories of transnational advocacy, most notably the boomerang model. However, new data have yet to be combined to develop a new theory of transnational advocacy. In this paper we begin that process by outlining a theory of transcalar advocacy, in which NGOs strategically choose the level or 'scale' of activism to match their policy objectives and then select – or eschew – partners and network linkages to maximize their advantages within their chosen context.

Toward a Nonprofit Sector Health Index

Alan J. Abramson (aabramso@gmu.edu)

This paper will propose a design for a new Nonprofit Sector Health Index that will provide important information about the vitality of the overall nonprofit sector in the U.S., much in the way that the Dow Jones and other indices afford useful signals about how the business sector is faring. The Health Index will be developed through a review of other indicator efforts; interviews with nonprofit leaders, scholars, and other nonprofit stakeholders; and examination of a broad range of databases.

Toward a Sustainable Sector: The Individual and Organizational Needs of Young Nonprofit Professionals

*Jodi Benenson (jbenenson@unomaha.edu); *Jamie Smith, Young Nonprofit Professionals Network (jamie@ynpn.org); *Liam Miranda, Young Nonprofit Professionals Network (data@ynpn.org)

As young nonprofit professionals increasingly assume leadership positions within nonprofit organizations, the nonprofit sector must adapt to the professional needs of this population. This paper uses data from the 2018 Young Nonprofit Professionals Survey to examine the current professional development needs of young nonprofit professionals. Findings reveal that one of the most salient issues that impacts young nonprofit professionals is their difficulty balancing their social change career goals with their own basic financial, emotional, and health needs.

Towards a Constructive Epistemology of Nonprofit Management Education

*Roland J. Kushner, Muhlenberg College (rolandkushner@muhlenberg.edu)

Nonprofit management education is typically based on a functional structure of tools to be appreciated and learned, along with institutional structure analyses and theoretical explanations for the sector. This presentation exposes an underlying epistemology that can be used to support management education in nonprofits, with particular attention to four specific dimensions: Normative, Positivist, Diagnostic, and Prescriptive. The presentation highlights desired learning outcomes associated with each of these, and pedagogical tools to apply in support of those outcomes.

Towards a Typology of How Civil Society Can Fail Democracy

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Scholars have expressed skepticism for several decades about the more optimistic aspirations for civil society. They have noted both that it can fail to support the democratic values, goals and institutions, and- especially- that in extreme cases it can even actively frustrate them. But the extreme case, and worry about it, can crowd out the less visible and obvious ways in which civil society can fail democracy. This paper develops a typology of how civil society can more insidiously fail democracy. Such a typology is the first step towards understanding this problem, and developing countervailing expedients.

Towards the Light and Away from the Dark: Where Should the Field and Policy Go?

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This presentation reconciles the dark side of social innovation, entrepreneurship, and enterprise (DSSIE) model presented in the first paper with other models found in the literature. For example, Talmage, Bell, & Dragomir (2019) propose four enterprise forms ranging in lightness and

darkness: traditional (pro-economic, pro-social); taboo (pro-economic; anti-social); dark (anti-economic; anti-social); and, alternative (anti-economic, pro-social). A review of the previous literature is conducted regarding the forces that might move innovations and enterprises from being categorized as light to dark and vice versa. In the end, the DSSIEE model is used to build conceptualizations of innovations/enterprises as sad, bad, and ugly.

Transformational or Transactional Leadership Effects on Nonprofit Performance: The Moderating Role of 360 Degree Assessment

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Government reliance on the nonprofit sector present a timely need to understand transformational leadership in nonprofits, but very few studies on nonprofit leadership have been conducted. A randomized survey experiment would help us understand how the effect of transformational leadership varies depending on the contexts of 360-assessment and offer promising insights that encourage nonprofit managers to conduct practice led by research. Drawing on earlier empirical and theoretical attempts to understand the effect of transformational leadership on organizational performance, this study will show new possibilities to learn about the moderating role of 360-degree assessment through a survey experiment of nonprofit executive leaders in health and human services.

Transformation from the Millennial to Sustainable Development Goals: A Multi-Stakeholder Governance Perspective

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This study examines the roles of international NGOs and other civil society organizations in the process of transition from the UN's Millennial Development Goals to Sustainable Development Goals (SDGs). The study employs mixed methods of quantitative analysis using the UN-NGLS News Archive and i-CSO Data and qualitative analysis using in-depth interviews with leaders and senior staff of civil society organizations that contributed to setting up the UN's SDGs 2030 and participatory observation of civil society group-led round table and stakeholder events. The study shows the governance process by multi-stakeholders surrounding the emergence and establishment of the SDGs system.

Trends and Roles of Philanthropic Foundation Funding on Women

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Despite the overall growth of foundation funding for women, little is known about the trends and its influences on women in the U.S. By employing data on the U.S. foundation grants for women in the period of 2005-2014 from the Foundation Center, this study examines if foundation funding for women tends to direct activities toward service delivery and away from advocacy based on government failure theory and elite power theory. This study also explores whether and what foundations' characteristics influence their funding decision for women based on institutional theory.

Trust and Giving: Public Trust in Nonprofits and its Impact on Charitable Giving

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Nonprofits ostensibly rely on the public's trust to secure donations. Recent high-profile scandals could therefore reduce trust in charities and threaten the viability of the entire sector. I will first present a systematic review and meta-analysis of 35 studies to determine the size of the

relationship between trust and charitable giving. Next, I will present data from two multinational studies that surveyed 323,905 people across 44 countries between 2005 and 2017 to assess changes in public trust over time. Results delineate the types of trust that most influence giving and show no global crisis of confidence in nonprofits.

Trustee Characteristics and Networks: A Longitudinal Perspective

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There is an increasing focus on the way in which nonprofit organisations are governed in the U.K. and other jurisdictions (CASS, 2017). In this paper we describe emergent research on the characteristics of trustees, and the network structure and connections that exist in the U.K. charity sector. This study applies network analysis to explain the nature and degree of board interlock between charities, and between charities and the private sector. We collect longitudinal data on the population of U.K. charities by scraping trustee information from the U.K. charity regulator's website, and harvesting company data from the U.K. company registrar's API.

Undergraduate Student Perceptions on Incorporating Community-Based Learning into Online Instruction in Nonprofit Management Education

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This study, which was conducted in early 2019, investigated student perceptions of the incorporation of community-based learning in online instruction in nonprofit management courses at the undergraduate level. Both quantitative and qualitative data were collected and the results of the study will be available for presentation at the 2019 ARNOVA conference.

Understanding Drivers of Nonprofit Board Interlock: The Role of Network Structure, Homophily, and Organizational Attributes

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A board interlock occurs between the organizations when they have overlapping board members. This study explore the antecedents of board interlock at multiple levels: (1) organization level, (2) dyad level, and (3) structural level. A temporal exponential random graph model is employed to address the interdependent nature of network in the longitudinal network. The network analysis of a total of 394 public charities located in three cities in Central New York from 1998 to 2014 demonstrates that board interlocks are driven by structural attributes such as preferential attachment and transitivity. Ancillary analysis suggests that the driver of structural effects are a small group of highly connected board members ("super-connectors") that affect the overall network properties via their multiple board memberships. The study results have implications for public and nonprofit managers in the understanding of unique types of structural processes through which board interlock relations develop.

Understanding Environmental Nonprofits Through Improved Nonprofit Measurement

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Nonprofits are often associated with environmental services and conservation, yet past research is inconsistent in explaining the origins of environmental nonprofits. This study re-examines the theory of demand heterogeneity and argues its mixed support is due to poor measurement and

theory misspecification. Using new measures of U.S. land conservation and policy preference, my OLS models produce better fits and are more statistically powerful than models using traditional measures of nonprofit activity and demand heterogeneity. I confirm my findings using spatial statistical models, which also support my updated theory of demand heterogeneity.

Understanding NGO Accountability: For What, to Whom and Factors Affecting Accountability
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This study examines NGOs' accountability practices by addressing the following research questions: a) To what extent are NGOs accountable for annual reports, expenditure reports, and project financial information? b) To what extent are NGOs accountable to various stakeholders, including the board of directors, staff, funders, the public, and sponsor agency? c) What organizational and environmental factors affect NGOs' accountability? Analysis from a nationwide survey of Chinese environmental NGOs in 2014-2015 shows that eNGOs exhibit different levels of accountability to various stakeholders, and organizational and environmental factors have varying effects on different dimensions of eNGO accountability.

Understanding Nonprofit Policy Implementation in Homelessness Prevention Services
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We explore how a local public agency's funding of a homelessness prevention initiative via contracts with nonprofit organizations affects program implementation. Our research question asks: how does program implementation differ across diverse nonprofit implementing partners and program sites? The County contracts with 25 nonprofit partners to administer the Youth and Family Homelessness Prevention Initiative, including dedicated case managers at each nonprofit. We use direct observation and semi-structured interviews to explore how case manager discretion and organizational context affect services received by clients. Our study is part of a larger project evaluating the effectiveness of two different approaches to homelessness prevention.

Understanding Relationships Between Government and Self-Help Groups: A Non-Western Perspective
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The self-help groups (SHGs) literature has two limitations: the majority of research has been done in the western context and has largely taking an individualistic approach. The current study fills in this gap by exploring the government-SHGs relationships in China through a specific type of SHGs: groups organized by parents who were bounded by the One Child Policy and has lost their only child. SHGs within this particular population need certain support from the government to sustain. Yet, their advocacy work does not make the government appreciate and may work against their goals. This fact makes the government-SHGs relationships complex.

Understanding Resource Mobilization by Social Entrepreneurs: From Multi-Theoretical Perspectives of Causality, Bricolage, Resource-Based View, and Effectuation
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The main objective of this study is to enhance our understanding of social entrepreneurs' resource mobilization strategies—which scholars argue as

the most critical part of the entrepreneurship process. It examines similarities and differences between the four theoretical perspectives—causality, bricolage, resource-based view, and effectuation—and offers insight into how these perspectives contrast and complement one another as well as their utility for social entrepreneurship. Case analysis provides a critical examination of how these theories translate into the way entrepreneurs mobilize resources to develop the opportunity. We conclude with discussions over how implications from these theories advance social entrepreneurship research.

Understanding the Founding of Community-Based Organizations by Social Entrepreneurs: The Role of Nonprofit Organizations

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This paper seeks to understand the role that nonprofit organizations play in supporting and cultivating social entrepreneurs who seek to achieve social, economic, and political change in local communities. We adopt a mixed-method research design by relying on semi-structured interviews with social entrepreneurs and data from a unique survey of nonprofits with initiatives that support social entrepreneurs. Results indicate that nonprofits provide an array of services but often in partnership with other community organizations, and that capacity and resources explain variation in the effectiveness of these initiatives.

Understanding the Role of United Way Leadership in Cross-Sector Collaborations: Implications for Philanthropy and Network Leadership

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One of the most pressing concerns in the study of cross-sector collaboration is the role that foundations play. Foundations may play convening, lead agency, or agenda setting roles – or they may play an insignificant role in network funding. In this study, we examine the role of United Way in 24 community-based cross-sector educational coalitions. In particular, we examine the effect of their role in the network on relationships with other partner organizations. The implications for this research will help broaden our understanding of the implications of philanthropic organizations in leadership roles and governance of collaborations.

Understanding the Roles and Contributions of Neighborhood Organizations in Civic Governance

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Neighborhood organizations are positioned to mediate between private interests and public purposes by facilitating civic engagement. However, it is not clearly understood to what extent these organizations engage a more active populace and contribute to democratic outcomes. This paper presents the results of a study examining the roles and contributions of neighborhood organizations in fostering civic engagement and governance. The research was structured as a case study of 40 neighborhood organizations located within a municipality, and the analysis identified limitations in the levels of engagement. Study findings also indicated latent influences of organizational and neighborhood contexts on civic governance capacities.

Unequal Protection: Do Police Foundations Reflect a Hegemonic System?

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This paper is an exploration of whether the board composition and donations to police foundations in the United States reflect a hegemonic system. The study uses logistic regression to analyze the board composition of 50 police foundations to identify whether they may reflect hegemony. In addition, police foundations in the cities of Chicago, Baltimore, and Alexandria, Virginia are used as case examples. If nonprofit police foundations are reflective of a power elite and contribute to unequal access to the police, it is important to recognize the issue and identify ways to improve police foundation governance for more democratic representation.

University-Community Partnerships in the Midst of Changing Local Policies: Designing a Shared Destiny
*Stephanie C. Boddie, The Pew Forum on Religion

Polarization increasingly dominates our world. As social work scholars, we challenge our students to wrestle with dualism and the role of the profession to address complex community challenges without demonizing any side. Through a 2019 university-community partnership, three undergraduate social work classes collaborate with a local social service agency to explore its current challenge as a service provider within a quickly gentrifying, downtown neighborhood at odds with local policy changes. This case study documents how students use appreciative inquiry (Cooperrider & Whitney 2005; Whitney & Trosten-Bloom, 2010; Stavros, Torres, & Cooperrider, 2018) and asset mapping (Kretzman & Mcknight, 1993).

Unpacking the Relationship Between NGOs and Publics
*Takumi Shibaike, University of Toronto (takumi.shibaike@mail.utoronto.ca)

In any given issue area, there is always a substantial discrepancy between the objective need for external support and the destitution of public attention. How could NGOs mitigate this discrepancy? Existing research overwhelmingly focuses on the "supply" of advocacy, such as framing strategies and issue (non-)adoption, but overlooks different levels of motivation among publics to learn about an issue area. I propose a theory that explains how a segment of the public generates the "demand" for a particular type of NGOs and strategies. I explore my argument with cross-national survey experiments in the issue area of conservation.

Urban Commons in Interaction with Government: Local Governments Dealing with Energy Cooperatives
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The theory on commons has been widely discussed and researched over the past decades. This in-depth case study aims to expose a hiatus in the literature. The traditional view frames that commons are separated from government. Preliminary findings state that there is in fact a layered relationship between common and all forms of government including a substantial role for the boundary spanner. Furthermore a longitudinal is eminent as there is a changing dynamic relationship between common and government. Based on qualitative research (40 in-depth interviews) collected in 3 municipalities in Flanders (Belgium) we present an in-depth analysis of energy cooperatives.

Using Machine Learning to Map NGOs in Ghana
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This study uses novel data and mixed methods to develop an approach for mapping large sets of NGOs in the Global South based on hard-copy records. We use qualitative analysis and machine learning techniques to analyze textual data from reports submitted by NGO's to Ghana's central government. As technology advances, there are more opportunities throughout the world, to make repositories of hard-copy data accessible in digital format. Moreover, as countries like Ghana enhance information technology infrastructure for public services, it opens up new opportunities for the kind of digital mapping undertaken for this project.

Using Thiessen Polygons to Estimate Nonprofit Service Area: An Application of Federally Qualified Community Health Center Data

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The application of Geographic Information Systems (GIS) in nonprofit sector studies has grown substantially over the past decade. While early studies have examined questions of location, questions such as the geographic extent of a nonprofit's service area, remains to be addressed. Using data for Federally Qualified Health Centers (FQHC), this study will apply Thiessen polygons to estimate the shape of a center's service area. Thiessen polygons will then be compared to patient data for FQHC to determine the accuracy of the estimates. Initial results suggest that Thiessen polygons provide a partial approximation of the service area of FQHC. The utility of Thiessen polygons as a surrogate to actual client data-based service areas depends on the context and applications of the analysis. This is the first attempt to develop a technique that can approximate service areas based on location data of nonprofit service providers, when client data is unavailable or unreliable.

Utilizing Critical Perspectives in the Online Classroom

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In recent years, there has been a trend within the field of nonprofit management education to incorporate critical perspectives within the nonprofit classroom. Students of nonprofit management are often studying societal issues in the classroom, yet many times lack various perspectives. Critical pedagogy "demand[s] that democratic principles (representation, equality, freedom, dignity and justice), within a framework of cultural diversity, be applied to the curriculum content and classroom instruction offered to all students" (Gay, 1995, p. 158). Utilizing this definition, this study presents findings from student reflections, surveys, and assignments from a nonprofit management course taught online utilizing a critical framework.

Venturing into Public Good: From Venture Capital to the Creation of State-Supported Venture Philanthropy and its Implications for Third Sector Financing

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Policymakers and researchers assert that specialized capital providers contribute to the performance and growth of supported industries. Venture capital, in particular, enjoys significant government support in recognition of this role. The past twenty years have seen the emergence and rapid growth of analogous funders in the nonprofit sector. The putatively value-adding activities of these "venture philanthropists" are underexplored, as are their growing interactions with governments. I explore the emergence and operational practices of the first such fund in Europe and the first

such fund co-created with the state—finding that these intermediary foundations can decrease power differentials and facilitate three-sector collaboration.

View from Within: The Defining Characteristics of NACC Academic Centers and Institutes in the US

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The paper investigates the institutionalization of nonprofit and philanthropic studies through an analysis of nonprofit centers and institutes affiliated with the Nonprofit Academic Centers Council (NACC). The purpose of the study is two-fold: (1) to identify the role of academic centers/institutes in supporting and complementing the development of academic programs; and (2) the role of these centers/institutes in connecting academia and communities of practice. In so doing, the analysis seeks to provide academic managers with a better understanding of how centers/institutes can support the development of graduate/undergraduate programs in nonprofit and philanthropic studies.

VisArts: A Case for ABC Application in Third Sector Organizations

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Voices of a Social Movement: Addressing the Polarization Within

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When members within a social movement perceive their voices to be unheard, they form caucuses to strengthen their collective voice. When conversation about inclusion and diversity become static and change within the movement is not observed, one could conclude that caucuses' calls to action are small in impact or the perceived risk too high. If nonprofits born of social movements are to play a role in ameliorating polarization within society, they must first understand it within their own actions. This study offers lessons from the 40-year history of a social movement in order to inform social action more broadly.

Voluntary Action Fields in Historical Context: Dynamics of Change and Continuity in the Birmingham (UK) Nonprofit Field from 1965 – 2015

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This paper takes an interdisciplinary approach to understanding spaces for voluntary action, using historical methods to explore dynamics and narratives of change and continuity within a strategic action field (Fligstein and McAdam, 2012). Taking the case of Birmingham, England's 'second city', it will build a history of the local voluntary action field, as a developing institutional field, interrogating issues of individual and collective organisational identities, the impact of external 'shocks' and internal drivers for change. Finally, it will compare this to the established English national nonprofit sector historiography to draw out similarities, differences and voices missing from UK nonprofit history.

Voluntary Action, Resilience, and Hurricane Michael

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After Hurricane Michael severely impacted Florida, a wide range of organizations came together to provide assistance, whether labor, money, services, or supplies. This paper studies the variation in how this assistance is provided and organized across multiple counties that vary demographically and by severity of impact. Through surveying and field observations, narratives and statistics for each county challenge whether the existing guidance is appropriate across a range of very different communities.

Volunteer Perceptions of Human Resource Practices

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Human resource management scholars distinguish between intention, implementation, and perceptions of HR practices. Objectively intended HR practices are not necessarily congruent with actual HR practices and employees subjectively perceive HR practices leading to attitudinal and behavioral employee outcomes. Rooted in this literature, this study examines volunteer perceptions of human resource practices. This exploratory qualitative study draws from focus groups with volunteer managers and interviews with volunteers of a large youth-serving nonprofit organization to capture actual HR practices as well as perceptions of those practices. Findings, similar to the context of paid employees, point to a disconnect between implemented and perceived HR practices.

Volunteer Value: Beyond Head Counts and Wage Replacement Rates

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Fryar observed that "the most enduring and controversial question within the field of volunteerism is the one that relates to the 'value' of volunteers and the hours they contribute" (Fryar, Mook, Brummel, & Jalandoni, 2003). More than a decade later, the industry standard for calculating and reporting volunteer value continues to be numbers of volunteers, their hours served, and an hourly wage replacement rate. Critics argue that these measures omit essential elements of volunteer value that are meaningful and relevant for assessing volunteer contributions. This research study used Q methodology to determine if stakeholders who drive the collection of these items prioritized the standard metrics over other measures. The first step was the identification of diverse indicators of volunteer value. Then key stakeholders, including funders, nonprofit executives, and volunteer administrators, ranked the indicators based on their perceived meaningfulness and relevance. The results indicated that most stakeholders did not rank the standard metrics as their highest preferences. They had a more nuanced understanding of the complexity of volunteerism than the common metrics provided and an appetite for additional indicators to capture volunteer value.

Vying for Time: How Programs Engage and Support a Busy Cadre of Baby Boomer and Older Adult Volunteers

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For many nonprofits, older adult volunteers are the bedrock of the volunteer workforce. However, older adults are increasingly leaving their volunteer work to pursue paid employment and family caregiving. To explore how the volunteer sector has responded to this reality, a survey was distributed to 55 Retired and Senior Volunteer Programs (RSVPs) across the U.S. Twenty-one programs responded identifying a range of strategies including: flexible scheduling, integrating care recipients into volunteer assignments, offering resource referral to caregivers, and expanded office

hours for older workers. Findings provide strategies that can be replicated across program sectors to retain older adult volunteers.

Watching the Watchman; the Role of Civil Society Organizations in Ghana.

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The social contract theory assumes that people came together to give the authority to rule over them to the state. This authority empowers the state to collect and manage public finances making the government the watchman of public finances. The study focuses on civil society organizations as watchdogs over the state to ensure an efficient utilisation of public finances. The study interviews civil society organizations in Ghana to ascertain the activities they engage in to watch the watchman. The study found that they monitor government spending, perform contract analysis and follow up on auditor general's reports.

What are the Barriers and Facilitators for Third Sector Organizations (non-profits) to Evaluate their Services? A Systematic Review

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The third sector is becoming a more common provider of social and health services, but little is known about how third sector organisations (TSOs) evaluate their activities, despite the fact that the third sector is under increasing pressure to evaluate its performance. To address to this knowledge-gap, we undertook a systematic review to synthesise existing literature on factors supporting and preventing evaluation by TSOs. By synthesising 24 studies, we demonstrate that factors revolving around the lack of support, resources and clarity on outcome indicators may drive poor and superficial evaluation practice among TSOs.

What are the Skills of Volunteers? A Proposed Schema to Categorize Skilled Voluntary Labor and Donated Services

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Skill volunteers and pro bono consulting are an increasingly important part of the volunteer workforce. In addition, board members now provide specialized services and donate their professional skills. As the actions taken by nonprofit board members and volunteers become more specialized, a suitable schema to categorize those contributions is lacking. I propose a multi-dimensional schema that can be operationalized by practitioners to provide a deeper understanding of received services, their internal needs, and the range of specialized skills that they draw upon. I test this schema using self-reported information by nonprofits on e-filed tax returns.

What Clients Learn about Government: Citizenship and Nonprofit Human Services

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Research suggests that third sector organizations can serve as "schools for citizens" by providing opportunities for developing civic skills and dispositions. Some scholars have critiqued this sanguine view, but few have examined it outside of member-based voluntary organizations and

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volunteers. This paper examines what clients learn about government when they participate in nonprofit social service organizations, and what the implications are for their capacity as citizens. Drawing on three literatures on nonprofit advocacy, case advocacy and social change organizations, we identify themes from client interviews and focus groups in six nonprofit organizations in the US

What Do Volunteers Do?

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Nina Eliasoph reveals how an emphasis on the voluntariness of donating time generates misleading ideas about volunteering. "Voluntariness" is, she argues, a placeholder for something we value: volunteering potentially offers free labor, camaraderie, altruism, as well as job training. Volunteers propagate cultural identities, create social capital, and fight for social change. Getting to the most fundamental issues in the study of volunteering requires an explicit focus on which actions are actually valued rather than relying on voluntariness as an abstraction that allows the underlying purpose to be assumed rather than stated directly.

What Influences Charitable Giving?

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Pamela Paxton reviews core findings and discusses the challenges related to research on charitable giving, interrogating the questions of who gives, to what causes, why, and to what effect. One classic finding in the literature on giving indicates that the greatest giving occurs among the poorest and wealthiest households. Another well-known result points to significant differences in giving priorities between wealthy and non-wealthy donors, with the former giving more to education and the latter more to religion. Problematizing this accepted "knowledge," she underscores how different kinds of measurement matter greatly for understanding giving behavior.

What is Enough? Qualifying Success in Impact Investing

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Foundation investors and field builders represent a subset of impact investors familiar with the challenge of creating social impact. In pursuit of social change, as well as the financial return that impact investments promise, these investors must define and balance social and financial priorities. Through in-depth interviews, impact investors are asked: what is enough social impact and financial return to constitute success or failure? What does not qualify as an impact investment? The answers to these questions illuminate the social impact and financial returns socially oriented investors expect from their impact investments, which may also indicate future market trends.

What Motivates People to Give to Disaster Aid

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The year 2017 witnessed a series of major disasters. Many individuals responded quickly by donating money, goods, and time to help with relief and recovery. It is important to understand what factors drive people to donate after disasters. This study explores the motives for charitable giving to disasters aid. Using recent data from a nationally representative sample of U.S. individuals, the study further compares the differences in motivations between disaster giving and non-disaster giving, controlling for socio-demographics of donors. The study also examines motivations

among donors to specific disasters, or by location and type of disasters.

What Type of Nonprofit Organization is Preferred by Government in Funding Allocation in China?

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This research explores what kinds of nonprofits are more likely to receive government funding for service delivery. Viewing nonprofits' pursuit of government funding as an interorganizational effort, we examine the contextual and organizational factors that influence nonprofits' receipt of government funding. Using data collected from a nationwide survey of Chinese nonprofits, the study finds that policy advocacy, board cooptation, external competition, and formalization have a positive impact on leveraging government funding, while interorganizational collaboration and professionalization do not appear to play a significant role. To our knowledge, this work represents the first nationwide survey research on government-nonprofit contracting in China.

When do Emotional Demands at Work Reduce Work-life Conflict? Examining the Indirect Effect of Supervisor Support Among Human Service Employees

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This paper examines the impact of emotional demands on work-life conflict, at different levels of supervisory support. A large community service nonprofit in New York City participated in a cross-sectional field survey study. We drew on self-regulation and conservation of resources theory to investigate the emotional demands relationship with work-life conflict was nonlinear and is moderated by supervisory support. Data support two out of three hypotheses; and as such contribute to the nonprofit literature by being the first to uncover these nonlinear moderating findings.

When Do Employees Break Rules? An Examination of Prosocial Rule Breaking in the Nonprofit and Government Sectors

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With the nonprofit sector becoming increasingly professionalized, nonprofits should develop an understanding of how to effectively convey organizational rules. When do nonprofit employees break rules? We employ a survey experiment to examine the influence of rule formalization and gender of the rule giver on employee rule following, in both a government and a nonprofit context. This study has implications for both research, contributing to work on rule compliance and prosocial rule breaking, and practice, as nonprofits formalize and expand their organizational policies and procedures.

When in Doubt, Go to the Library: What Are the Roles of Rural Libraries in Creative Placemaking?

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"When in doubt, go to the library," Hermione Granger advised Harry Potter and Ron Weasley. Libraries are community assets and are positioned to address community needs. The American Library Association identifies the opportunity of partnering in creative placemaking. As rural communities struggle in the post-industrial economy, many are exploring creative placemaking. This research examines the role of rural libraries in

creative placemaking initiatives. Analysis of the content of 160 websites of rural libraries in Texas and interviews with key library personnel answers the research question: What are the roles of rural libraries in creative placemaking?

Where Identities and Movements Intersect: Tactics, Strategies, and the Role of Service-Delivery, and Philanthropy in the 1965-1970 Delano Grape Strike

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Coinciding with the U.S. civil rights and women's movements, the Delano Grape Strike of 1965-1970 drew on a diversity of organizing strategies to build worker power and leverage the widespread support of the American public. Key aspects of the campaign are examined to understand the trajectory of social change that led to the greatest shift in the balance of power between farmworker and grower ever seen in U.S. history. Surfacing the often-overlooked but critical role of social service delivery and philanthropy in the progression of the movement, implications for nonprofits, funders, and activists are considered.

Where My Gays At?: The Status of LGBT Studies and Queer Theory in Nonprofit Studies

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What is the current state of LGBT research in nonprofit studies? This research examines the existing scholarship in the field of nonprofit studies that pertains to LGBT issues and introduces queer theory as a lens through which to examine the nonprofit sector. Relying on the existing bodies of nonprofit theories poses significant limitations; we might lack the tools (language and theories) necessary to explore and explain the plight of LGBT identified individuals. However, we argue that by looking to queer theory, we can enhance our understanding and bring visibility to the lives of LGBT people.

Who Cares About Nonprofit Reputation: The Moderating Role of Individual Characteristics in the Nonprofit Reputation-Charitable Giving Relationship

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Using a 2x2x2 survey experiment, the study examines how individual characteristics moderate the effect of nonprofit reputation on charitable giving. The findings show that information about high financial efficiency is more effective in motiving donations from older individuals and from individuals with higher levels of educational attainment. Second, religiousness weakens the respective effects of financial efficiency and accreditation status on giving. Third, accreditation has a weaker effect on giving for people who are more conservative. Lastly, nonprofit employees respond less favorably to high financial efficiency, thereby making fewer donations to such nonprofits. The theoretical and practical implications are discussed.

Who Determines the Boundaries of an Organizational Field? The Role of a Nonprofit Membership Association in Shaping Lesbian Fiction.

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The world of lesbian genre fiction can be viewed as an organisational field – a grouping of individuals and organisations that act and interact with

each other and come to be a recognisable area of activity. It is a field with a relatively short but dynamic history. The focal research questions for this enquiry are • What role do membership associations play in determining the boundaries of an organisational field? • What can be learned from this enquiry about dynamics of LGBTQIA organising?

Who Gives to Women and Girls? Using QCA to Get Beyond Average Effects
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This paper uses qualitative comparative analysis (QCA) to understand who gives to women and girls. Resulting donor profiles can be used for more targeted and strategic philanthropy. QCA systematically uncovers which combinations of variables within individuals lead to giving to women and girls and whether those combinations are consistently associated with giving to women and girls. Findings from national survey data indicate that multiple demographic variables combine with being female to lead to giving to women and girls, but a more limited set of variables combine with being male to lead to giving to women and girls.

Who is Doing What and Why at Sport Events
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This paper uses a dataset from a survey conducted in about 20 countries, to explore the global trend of episodic volunteering in sports events. We analyze who sports volunteers are (age, gender, and profession), what social, economic, and cultural factor are related to them, and what their motivations are. We research their satisfaction of the event, and whether and how they are willing to continue taking voluntary actions. We compare sport volunteers within and between countries as compared to other episodic volunteering using hierarchical-linear analysis.

Who's (Not) Talking About Climate Change? A Systematic, Comprehensive Review of the Nonprofit Scholarship
Beth Gazley, Indiana University-Bloomington (bgazley@indiana.edu)

This paper applies a critical theory lens to argue that the nonprofit scholarship is not addressing one of the central public issues of the 21st century: Climate change adaptation. The evidence is based on a systematic, multi-disciplinary, literature review of the nonprofit scholarship. A pilot study for this project was presented at ARNOVA 2017; this 2019 study presents the full and final results, which demonstrate almost no discussion of climate change across the field's core journals. This paper proposes solutions for future scholarship, by addressing the potential role of nonprofits as climate change actors and as recipients of its effects.

Who Speaks Truth to Power for Nonprofit Organizations?: The Organizational Choice Between Volunteers and Paid Staff in Lobbying Activities
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This study investigates the use of volunteers for lobbying activities among nonprofit organizations, and examines organizational characteristics that predict such choice between using volunteers and paid staff. I use the 2013-2016 IRS Form 990 and Schedule C e-filer data and explore whether organizational factors such as size, funding sources, age, mission, and type of lobbying activities predict nonprofits' preferences over volunteer or paid staff. The analyses incorporate text data on mission statement, program service and lobbying, using structural topic modeling. It contributes to

the literature by identifying the types of nonprofits that are more active in involving volunteers in lobbying.

Why Diversity Matters: Making the Case for Board Diversity and Nonprofit Performance

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Boards are given plenty of instruction about what they 'should' do, but many fail to heed the advice – perhaps not realizing the critical linkage between board performance and organizational performance. In this study, the scholars examine diversity in board membership by linking board diversity to organizational performance. Using a national sample of 381 boards, they link who these boards are to what they do and how it affects performance. The findings offer fresh evidence about why diversity matters relative to how boards function and the impact they have fulfilling their organizational mission.

Why do Foundations Create Donor Advised Funds?

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Donor advised funds (DAFs) are one of the fastest-growing segments in the philanthropic sector. Recent estimates suggest there are more than 238,000 DAFs, holding assets of more than $70 billion. Despite their growth, there has been limited research that focuses on the institutional incentives to hold a DAF. Existing studies have primarily focused on the regulatory environment surrounding donor advised funds but a gap exists surrounding what factors lead to the creation of donor advised funds in the first place. We examine the economic environment, regulatory conditions, and organization characteristics that are associated with the creation of donor advised funds.

Why Donors Donate: Disentangling Organizational and Structural Heuristics for International Philanthropy

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As space for civil society has closed around the world, transnational NGOs have faced a crisis of funding. We explore how NGOs have shifted from traditionally Northern funding sources toward grassroots private philanthropic money. How do individual donors in the US feel about donating to legally besieged NGOs abroad? Do legal restrictions on NGOs influence donors' decision to donate? We use a conjoint survey experiment to argue that domestic political environments of NGO host countries influence preferences of private donors and that legal crackdowns on NGOs serve as a heuristic of organizational deservingness.

Willing to Fund Personnel Expenses? A Randomized Controlled Trial

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Donors and nonprofits tend to have different expectations about how to spend the donated money. Nonprofits do their best to utilize received contributions to deliver assistance to people in need, but in the process, there emerges personnel expenses and other overhead costs. Donors are not

always willing to cover these indirect costs, and instead expect full amount of their donations to be used directly on services provided to recipients. This study conducts a randomized controlled trial to examine explanations that encourage donor willingness to have their gifts used for indirect costs and to identify attributes of donors with such understanding.

Will the Real Nonprofit Fundraiser Please Stand Up? The For-Profit Mimicry and Takeover of Nonprofit Children's Consignment Sales
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This paper examines nonprofit/for-profit competition where for-profits have appropriated nonprofit practices to try and beat nonprofits at their own game. Prior research on competition between for-profits and nonprofits has focused on YMCAs, hospitals, and nursing homes with complaints about unfair competition aimed at nonprofit activity in these areas (Stern, 2011; Ben-Ner and Ren, 2015). For the first time, this study looks at the opposite case where local and national for-profit corporations have infiltrated the nonprofit children's consignment sale space over the last 20 years by mimicking nonprofit practices in particular the legally-contested use of volunteers.

Women in Board Leadership: Examining the Relationship of Board Gender Composition and Executive Director Compensation
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Female executive directors (EDs) are paid substantially less than male EDs. The representative bureaucracy literature may provide insight into ameliorating this disparity. Female board members have the ability – through the legally mandated responsibilities of the board – and the inclination to advocate for female EDs. I build on both existing nonprofit literature and representative bureaucracy literature by testing the impact of a female majority and board chair. This piece uses 6 years of Internal Revenue Service form 990 data and three ordinary least squares regressions to estimate the effects of gender board composition on the salaries of executive directors.

Women's Arts Management Education and Voluntary Labor in the Arts- A Case Study
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Modern nonprofit arts organizations are rooted in the establishment of women's volunteer-based groups. Those groups played a critical role in the development of modern nonprofit organizations and women remain principal leaders in the nonprofit sector today. This case study explores the relationship between women's arts education and volunteerism, and how the development of formal arts management education has impacted women's experiences as professionals and volunteers in arts nonprofits. The methodological approach for this research is phenomenological; interviews are collected, coded, and analyzed to qualitatively represent women's experiences in nonprofit arts organizations.

Work Environment, Governance and Service Quality in Japanese Healthcare
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This paper explores the contribution of governance to the work environment and service quality of Japanese healthcare. Its unique system includes two cooperative healthcare providers. Questionnaires were collected from 6,859 staff members at eight cooperative and two public hospitals, for a response rate of 72.1%. The Karasek & Theorell's 'demand and control' model expects that more staff control over work life promotes greater

work satisfaction and better service quality. However, governance is an important intervening factor and we consider three models for governing healthcare: a democratic, multi-stakeholder; a stewardship and a more traditional command and control model.

Work Integration Social Enterprises as Sites of Alternative Capitalism
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Around the world, free-market capitalism has created environmental and economic risk, increased individualism and consumerism, and widened the gap between the rich and the poor. Many voices are demanding a restructuring of the economy to alleviate these problems. This growing need for social and economic opportunity has resulted in the emergence of social enterprise, which can be broadly defined as mission-driven organizations that utilize market-based strategies to achieve a social aim. Work integration social enterprises (WISEs) provide employment opportunities to individuals disadvantaged within or excluded from the job market. With their emphasis on promoting economic justice for marginalized populations, WISEs have the potential to be sites of alternative capitalism. In this paper, I will provide a definition of alternative capitalism, review the literature on WISEs, and identify alternative capitalist policies and practices in WISEs. This paper serves as an inquiry into the practical and theoretical possibilities of alternative capitalism in work integration social enterprises.

Work Integration Social Enterprise (WISE) Perspectives on Social Procurement
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Work Integration Social Enterprises (WISEs) are a particular form of nonprofit organization that provide training and/or employment for members of marginalized social groups, often people with disabilities. Social procurement is believed to be a way for government agencies and corporations to achieve their social policies and to help WISEs fulfill their mission. This poster presents the results of a qualitative cross-case analysis of twenty WISEs in Canada – some organizations that have engaged successfully in social procurement tenders, others that have tried but were not successful, and others that have not tried but for which there is evidence of other social purchasing arrangements.

You Thought That This Would Be Easy? Seeking an Understanding of Episodic (Event) Volunteering
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This paper aims at clarifying the boundaries and meaning of episodic (event) volunteering systematically, while highlighting key archetypes. Based on insights from the literature and using the experience from the cross-national research project the paper aims at definitional clarity and practical knowledge clarity.