



How Foundations Work: What Grantseekers Need to Know About the Many Faces of Foundations

Dennis P. McInay

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Based on his extensive research and on insights from foundations themselves, Dennis P. McIlroy reveals the underlying principles and philosophies that guide grantmaking. He gives the grantseeker an edge in the highly competitive world of foundation grants both by debunking many of the myths and misconceptions surrounding foundations and by including more productive strategies for dealing with them. The book is structured around six common perceptions of foundations - those of judge, editor, citizen, activist, entrepreneur and partner - and reveals the complex and often contradictory nature of foundations. How Foundations Work suggests that foundations have unique organizational personalities with unique values, languages, cultures, rituals, and behaviors. Understanding these personalities is the key to grantseekers' success.

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