



# **Advancement Work in Student Affairs: The Challenges and Strategies: New Directions for Student Services, Number 130**

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Readers are encouraged to consider fundraising an essential component of their future as student affairs professionals. Chapter topics discussed include

1. The context for development work in student affairs
2. Getting started in student affairs development
3. Student affairs and alumni relations
4. Fundraising for student affairs at comprehensive institutions
5. Entrepreneurialism in student affairs: the Eckerd College Waterfront Program story
6. More than an open door: deploying philanthropy to student access and success in American Community Colleges
7. Suggestions for the path ahead

Student affairs divisions need to find ways to support themselves and move toward self-reliance and self-determination. The most important aspect of student affairs practice will always be in the context of institutional frameworks and mission, and it will always be characterized as a collaborative partnership with others. However, the best of student affairs operations will at the same time be characterized as self-sufficient, carrying their own weight--a goal best accomplished through a commitment to development work and fundraising. This volume aims to help student affairs professionals realize that goal.

This is the 130th volume of the Jossey-Bass higher education quarterly report series ***New Directions for Student Services***. An indispensable resource for vice presidents of student affairs, deans of students, student counselors, and other student services professionals, ***New Directions for Student Services*** offers guidelines and programs for aiding students in their total development: emotional, social, physical, and intellectual.



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