

## 9/24 Study Guide Questions

### Discussion/Readings

If a social entrepreneur were to give you \$1M tomorrow to launch the nonprofit you've dreamed of launching for a cause you're passionate about, what:

1. Direct services or products would you deliver to your clients or stakeholders?
2. What societal, cultural, political, or funding changes would you be exerting some influence on to see changed/improved?
3. How would you be using the market-place to help fund your efforts, and with whom in the business sector would you be working to meet both of your needs?
4. How would you convince others in civil society, in government, and in business to get fired up with enough of a sense of urgency and care about your cause to pitch in and help?
5. What existing nonprofits would you turn to right away to help deliver your services and advocacy, and what value would they provide your effort and what value would you provide them?
6. Who are the 3 top people you would want to work with you to help make your endeavor a success in those first 12 months - what would be the scope of their work and what qualities must they exude?
7. Assuming that after 12 months you don't have the traction you want in the public's mind and haven't delivered as much direct impact as you would have liked, what would be the 3 biggest-difference turn-around actions that you would take and with which stakeholders?

Do you agree with "catalytic philanthropy's" hypothesis that traditional philanthropy isn't working and even venture philanthropy is self-limiting?

Why might catalytic philanthropy work? With what social cause or need might a cross-sector campaign work best? When/how might it not work?

What would it require of a nonprofit executive to make catalytic philanthropy work?

What would you say is a 1-line description for each of the SCALERS?

Thinking of an NPO you're familiar with, what evidence can you point to regarding that organization's relative effectiveness the last three years in:

- Ensuring it has an ample supply of the skilled labor (whether paid or volunteer)?
- Ensuring it has the right management skills needed?
- Communicating why and what key constituencies and stakeholders should invest in the organization's work?
- Communicating clearly and persuasively the organization's outcomes, impact, and value?
- Building win-win organizational partnerships that better serve the organization, its clients and stakeholders, and the community?
- Garnering from the public a greater "share of mind" for the organization's mission and value?
- Influencing favorable public-policy, including funding, that better serves the organization's mission and the community?
- Generating higher profit margins?
- Replicating our successes?
- Engaging other sectors of the economy in the problem-solving work of our mission, including the business sector, and utilizing vested self-interest and economic forces to improve our value-proposition?

Reflecting upon the "Scaling What Works" reading, which organization-building and field-building strategies have you utilized? Or which do you think might be most effective for the NPO you're interested in, and why?

What are the opportunities and risks of a collective impact approach? And when might it be most appropriate to utilize and why?

Potential questions for Nikki Halle and Jenn Teufel Schoenberger of H2H Venture Philanthropy:

1. What is H2H, and what are you trying to do with it and why?
2. What should people know and appreciate about philanthropy and/or the nonprofit sector that might be overlooked, taken-for-granted, or underestimated?
3. What current emerging trends or debates are happening in philanthropy or the nonprofit sector, and what is your assessment of the value and feasibility of these changes (including “collective impact”)?
4. What engages and energizes you in your work?
5. What advice do you have for young people entering the world of philanthropy and nonprofit service?