

**SECRETS OF**

# SUCCESSFUL GRANTSMANSHIP

**A GUERRILLA GUIDE  
TO RAISING  
MONEY**



**SUSAN L. GOLDEN**

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# Resumo de Secrets of Successful Grantsmanship: A Guerrilla Guide to Raising Money

Competition for grants has escalated dramatically, bringing with it a barrage of how-to instruction manuals discussing the fine points of proposal writing. In this book, Susan Golden argues that grantseekers need to go well beyond strong ideas and beautifully written proposals.

Her innovative approach is based on the simple truth that people, not proposals, secure grants.

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