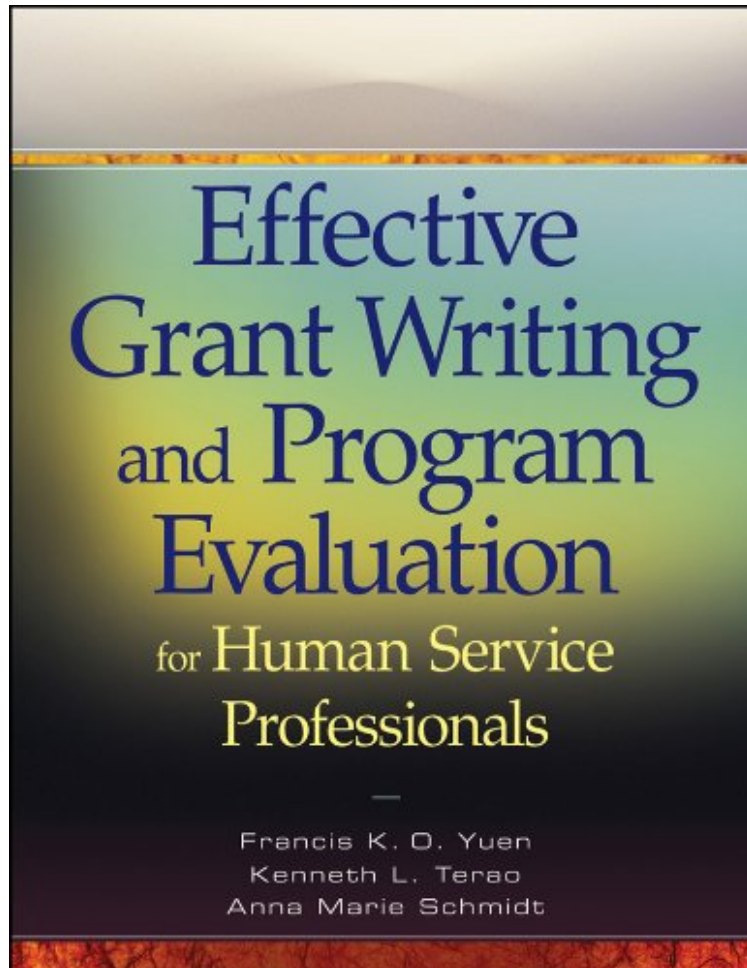


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# Effective Grant Writing and Program Evaluation for Human Service Professionals

*Francis K. O. Yuen, Kenneth L. Terao, Anna Marie Schmidt*

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A state-of-the-art guide for developing grants with a strong emphasis on using program outcome measurement to underscore need and accountability. Based on the authors' many years of experience in the public and nonprofit sectors, *Effective Grant Writing and Program Evaluation for Human Service Professionals* integrates the topics of grant proposal writing and program evaluation, offering grant seekers the practical guidance they need to develop quality proposals, obtain funding, and demonstrate service results and accountability. The authors clearly and succinctly illustrate and describe each stage of the grant writing and evaluation process. Problems or issues that arise frequently are highlighted and followed by specific advice. In addition, numerous real-world examples and exercises are included throughout the book to give readers the opportunity for reflection and practice. This timely reference incorporates a strengths perspective, providing: An inside look at the grant writing and evaluation processes, with insights from experienced grant writers, agency administrators, foundation program managers, and grant reviewers. Specific examples of successful grant proposals and evaluation plans and instruments serving as models for learning and practice. Field-tested individual and group exercises that facilitate the development of grant writing and evaluation skills. Discussion of electronic technology in grant writing and evaluation, including writing and submitting grant proposals online, and identifying funding sources. This grant writing and program evaluation guide follows a needs-driven, evidence-based, result-oriented, and client-centered perspective. Its authoritative discussion equips human service professionals to effectively develop grants with a strong emphasis on measuring program outcomes.

**About the Author** Francis K. O. Yuen, DSW, ACSW, is a Professor in the Division of Social Work at California State University, Sacramento. He has served in many capacities as human service agency administrator; principal investigator for government grant projects; grant writer and reviewer; and program evaluator for local, state, and international projects. Kenneth L. Terao, MA, is a senior evaluation specialist with JBS International, Inc., Aguirre Division, a social science research firm located in the San Francisco Bay Area. He has been a director and evaluator for many major grant-funded projects in community and educational settings. Anna Marie Schmidt, MA, is an evaluation specialist with JBS International, Inc., Aguirre Division, a social science research firm located in the San Francisco Bay Area. Previously, she managed national and international nonprofit projects.