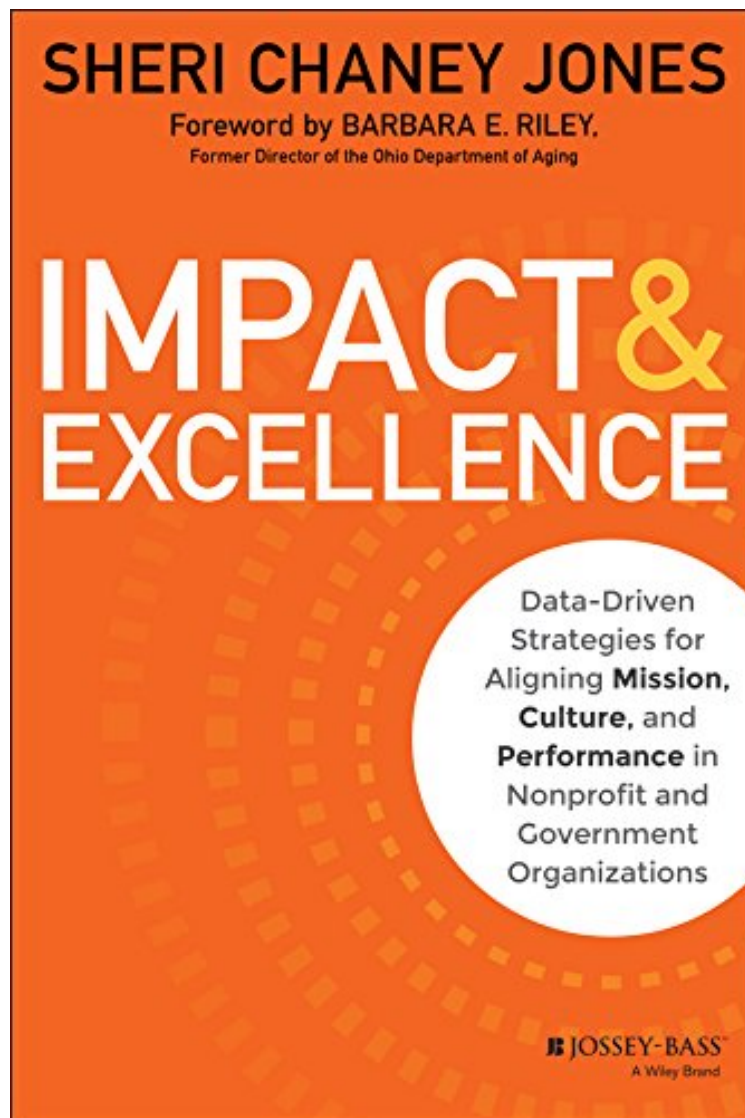


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Impact Excellence: Data-Driven Strategies for Aligning Mission, Culture and Performance in Nonprofit and Government Organizations

Sheri Chaney Jones

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Sheri Chaney Jones : Impact Excellence: Data-Driven Strategies for Aligning Mission, Culture and Performance in Nonprofit and Government Organizations before purchasing it in order to gage whether or not it would be worth my time, and all praised Impact Excellence: Data-Driven Strategies for Aligning Mission, Culture and Performance in Nonprofit and Government Organizations:

1 of 1 people found the following review helpful. Great Resource for Nonprofit / Social Enterprise Professionals
By Paul Collier
Sheri's book, *Impact Excellence*, is one of the best resources I've found for both strategic and tactical advice on improving your organization's data competence. As a Data and Evaluation Manager at a mid-sized nonprofit, I've been able to apply many of her strategies and have plans to implement several more. While many blog about this topic, I've found few concrete examples of successful evaluation practices and approaches to using data effectively to support social services. Sheri's case studies filled this need nicely, and her book is easy to read and understand. I'd recommend this book to anybody who is charged with driving better outcomes in nonprofits and social enterprises.
0 of 0 people found the following review helpful. Five Stars
By Kate McGough
Great
1 of 1 people found the following review helpful. An Excellent Impact
By Mark Condit
After hearing Mrs. Jones present at the Grant Professionals Annual Conference in Portland I was moved to buy her book on *Data-Driven Strategies* and was not disappointed. As a grant writer I am always looking for an edge and this book helped provide that advantage. My copy is now filled with highlighted passages, underlined and starred sentences, and has already had an impact on the most recent proposal I am writing. Sheri lays out a logical and insistent case for identifying specific and measurable outcomes as a way to sharpen the focus of any project or institution. I would recommend this book to anyone interested in improving the performance of their workplace.

Learn to identify, capture, and utilize impactful data for organizational transformation
Impact Excellence is the culmination of a four year research study into the most successful data-driven strategies for today's non-profit and government organizations. The book focuses on five strategic elements to success based on proven principles, with solutions that are easy to implement and often lead to sweeping change. Each chapter includes discussion questions and action items to help leaders implement key concepts in their own organizations. Included with purchase is access to the *Measurement Culture Survey*, which, will allow readers to access a free benchmark report. Learn to implement a measurement culture that emphasizes strong performance and measurable outcomes
Read vivid case studies from successful organizations that do things differently
Learn to utilize and leverage data to take decisive actions within your organization
Avoid common barriers to developing a measurement culture and learn ways to overcome limitations
The book utilizes a series of experiences and templates to help leaders develop a unique action plan tailored to their organization's particular circumstances. Filled with real success stories to inspire readers and with full study results available in the appendix, *Impact Excellence* is a crucial resource for leaders to enable their social sector organizations to prosper and compete in today's economy.

From the Inside Flap
In an era of tight budgets and funding challenges, social sector organizations are suffering. Public opinion of government agencies and nonprofits is at a remarkable low. Leaders of these organizations need to breathe renewed vitality into the work of promoting the social good. In *Impact Excellence*, Sheri Chaney Jones shows exactly where this vitality will come from. Using the "Five Cs" framework, readers will be inspired to implement measurement cultures, not out of fear, but out of excitement. This book's distinctively practical orientation allows leaders to create action plans that account for their unique realities, identifying and overcoming obstacles along the way. There is no clearer case for the value of measurement than the author's four-year study. *Impact Excellence* draws on the evidence to present illuminating case studies and success stories that anyone can emulate. Using templates, discussion questions, and the *High Measurement Culture and Leadership Self-Assessment Tool*, readers of *Impact Excellence* can provide their organizations with hands-on guidance through radical transformation and high performance. In her original research with over 200 government and nonprofit organizations, Sheri Chaney Jones found a strong positive correlation between organizational outcomes and cultures that value data and measurement. Data-driven change is not, as many have long thought, a way to make the social sector more like the business sector. Quite the contrary—*Impact Excellence* is a manual for using measurement to capture the strengths of mission-driven organizations, allowing us to do even more good in the communities we serve.
From the Back Cover
PRAISE FOR "IMPACT EXCELLENCE"
Gold Medal winner of the 2016 Axiom Business Book Award in the Philanthropy/Nonprofit/Sustainability category. "With *Impact Excellence*, Sheri Chaney Jones makes the case that great leadership, a high-performance culture, and the right success measures are three essential ingredients for impact and effectiveness. Organizations that focus on only one will struggle, do harm, or ultimately fail." --Mario Morino, Chairman, Morino Institute; author, *Leap of Reason: Managing to Outcomes in an Era of Scarcity*
"Impact Excellence" reveals the fragile situation that now exists within the social sector, but also gives us a practical guide for nonprofit leaders to transform their organizational cultures to 'data informed.' This book will help all nonprofits make better decisions with their data that lead to better outcomes for the programs, stakeholders, and communities." --Beth Kanter, co-author, *Measuring the Networked Nonprofit*; bethkanter.org
"Impact Excellence" is more than a 'how to' primer. It helps you to dream bigger, think harder, and be better. Sheri Chaney Jones has conceptualized and captured essential and easy-to-understand steps in creating a performance culture that can improve results for any organization. More importantly, these strategies will help nonprofit leaders increase their impact. She provides clear examples through case studies, assists leaders in asking the right questions, and offers clarity for action." --Jim Mahoney,

Executive Director, Battelle For Kids "Impact Excellence" is an important contribution to the field for nonprofit leaders who not only want to make more of a difference in their communities, but want all of the members of their communities to "know" they did. Jones shows us how to implement the old management maxim, 'You can't manage what you don't measure, ' and then goes beyond that to demonstrate how great nonprofits can transform themselves by measuring their impact at every level." --Peter Brinckerhoff, award-winning author, "Mission-Based Management" "In "Impact Excellence," Sheri Chaney Jones has outlined the risks of hanging onto the status quo. Her insights allow you to form a plan for the realignment of priorities and practices within a nonprofit that will lead to sustainability and long-term growth. Every social sector leadership team, regardless of size, should read this book and follow its proven path to success. 'Business as usual' will never be the same." --Donna S. Collins, Director, Ohio Arts Council

About the Author
SHERI CHANEY JONES is the president and founder of Measurement Resources Company. She has over 15 years of experience helping government and nonprofit organizations achieve performance and budgetary goals. At the Ohio State University, Sheri teaches Creating Measurement Cultures as part of the Ohio Certified Public Managers' Program. She holds a master's degree in industrial and organizational psychology from Central Michigan University and is a member of the American Evaluation Association and the Ohio Program Evaluators Group.