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Part III: Practice

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Although it is exhilarating to flex our mental muscles in reflection and conceptualization, the real work of the profession must go on day by day. The papers in this section of the volume attack the business of development head on in a wide range of practical situations faced by all of us repeatedly.

The papers divide themselves into three audiences for our wares. The first four papers all represent development at the program level, both in terms of the development office itself and in terms of institution-wide development efforts of all sorts. The second set of three papers describes specific groups with which developers deal, from the department chairs to foreign teaching assistants to a single course revision involving several sub-groups. Finally, the last three papers in this section are directed at work with individual faculty and their special problems.