

JOHN A. YANKEY

Education

- 1970 *Ph.D. in Social Work (Public Administration Emphasis)*
University of Pittsburgh
- 1965 *M.S.W.*
West Virginia University
- 1961 *B.A. in Secondary Education*
Alderson-Broaddus College

Professional Work Experience

Case Western Reserve University

- 2004-- *Leonard W. Mayo Professor*
Mandel School of Applied Social Sciences
- 2001--2002 *Interim Executive Director*
Mandel Center for Nonprofit Organizations
- 1996--2004 *Leonard W. Mayo Professor*
Co-Director, Center for Public Sector Leadership & Service
Mandel School of Applied Social Sciences
Director of Community Services
Mandel Center for Nonprofit Organizations
- 1995--1996 *Leonard W. Mayo Professor*
Co-Director, Center for Public Sector Leadership & Service
Mandel School of Applied Social Sciences
- 1994--1995 *Leonard W. Mayo Professor*
Director, Program for the Advancement of Public Human Services
Mandel School of Applied Social Sciences
- 1992--1994 *Leonard W. Mayo Professor*
Director, The Fund Raising Academy
Mandel School of Applied Social Sciences
- 1985--1992 *Professor*

*Director, Ohio Family & Children Services Executive Institute
Mandel School of Applied Social Sciences*

*1982--1985 Assistant to CWRU President
Professor
Mandel School of Applied Social Sciences*

*1981--1983 Professor
Associate Dean for Community Programs
Mandel School of Applied Social Sciences*

*1980--1981 Associate Professor
Acting Dean
Mandel School of Applied Social Sciences*

*1973--1980 Associate Professor
Mandel School of Applied Social Sciences*

West Virginia Department of Human Services

1968--1973 Deputy Commissioner

1966--1967 Assistant Commissioner, Child Welfare

1965--1966 Child Welfare Supervisor

1962--1963 Child Welfare Worker

Management Studies, Publications, & Research Reports

Yankey, John A. Book Review: Work and Welfare Go Together, by Sar Levitan, David Marwick, & Martin Rein. Public Welfare, Winter, 1973.

Yankey, John A., Il-Sub Choi, & J. Truett Fogle. SASS Curriculum Evaluation: Alumni Survey. Cleveland: School of Applied Social Sciences, 1975.

Yankey, John A. SASS Curriculum Evaluation: Survey of Alumni in Public Welfare. Cleveland: School of Applied Social Sciences, 1976.

Yankey, John A. & Lois Swack. "Short-Term Management Training: Practical Perspectives," Social Work Continuing Education Yearbook, 1974-1975. Austin: University of Texas, 1976.

Yankey, John A. "Marketing Strategy as an Aid to Curriculum Design," Public Welfare, Fall, 1976.

Yankey, John A. Case Management Project Report. Cleveland: Cuyahoga County Department of Human Services, 1976.

- Yankey, John A., et. al. Social Service Delivery System. Cleveland: The Cleveland Foundation, 1976.
- Yankey, John A. "Cleveland's Social Services: What Now and Questions for the Future," Cleveland's Human Services: Re-examination of a Pioneering Community--Collected Conference Presentations. Cleveland: School of Applied Social Sciences, 1977.
- Yankey, John A. "Welfare Administration: State or Local--The Case for State Administration," Public Welfare, Fall, 1977.
- Yankey, John A. The Personal Social Services System Approach: Is It Feasible? Cleveland: Case Western Reserve University, 1978.
- Yankey, John A. "Organizational Conflict and Its Management," Management in the Human Service Organization. Charles Odewahn, et. al. (eds.). University: University of Alabama, 1978.
- Yankey, John A., Carol Simonetti, & Claudia Coulton. Strategy to Test Alternative Approaches for a Comprehensive Integrated System of Social Services. Cleveland: The Cleveland Foundation, 1978.
- Yankey, John A. & Claudia J. Coulton. "Promoting Contributions to Organizational Goals: Alternative Models," Administration in Social Work, Spring, 1979.
- Yankey, John A. Book Review: Changing Human Service Organizations by George Brager & Stephen Holloway. Administration in Social Work, Fall, 1979.
- Yankey, John A. & Michael Smith. Study of Human Services Management Education. Cleveland: Case Western Reserve University, 1979.
- Coulton, Claudia, Marvin Rosenberg, & John A. Yankey. "Scarcity and the Rationing of Services," Public Welfare, Summer, 1981.
- Kosberg, Jordan, John A. Yankey, & Michael Murphy. "Interfacing Gerontology and Human Services Management: Preparing Future Administrators for the Field of Aging and Old Age," Journal of Education for Social Work, Fall, 1981.
- Yankey, John A., Margaret Kennedy, & Joe Ferrante. "Commitment to Work Among to Work Among Public Welfare Workers," Journal of Applied Social Sciences, Spring/Summer, 1982.
- Yankey, John A. Portage County Welfare Department Employee Survey. Ravenna: Portage County Welfare Department, 1982.
- Yankey, John A. Breckenridge Village Community Outreach Program Analysis. Columbus: Ohio Presbyterian Homes, 1982.

- Yankey, John A. *Income Maintenance Employee Survey*. Cleveland: Cuyahoga Welfare Department, 1983.
- Yankey, John A., Claudia Coulton, & Janet Werkner. *Productivity/Work Measurements and Marketing Activities in Greater Cleveland Human Service Agencies*. Cleveland: Case Western Reserve University, 1984.
- Yankey, John A., Nancy Koury, & Diana Young. "Utilizing a Marketing Audit in Developing a New Service," *Health Marketing Quarterly*, Winter, 1985.
- Yankey, John A., Diana Young, & Nancy Koury. "Designing a Promotional Tool: Practical Applications of Market Targeting and Research," *Marketing Strategies for Human and Social Service Agencies*, William J. Winston (ed.). New York: The Haworth Press, 1985.
- Yankey, John A., Christine Lutz, & Nancy Koury. "Marketing Welfare Services," *Public Welfare*, Winter, 1986.
- Yankey, John A. "Public Social Services," *Encyclopedia of Social Work, 18th Edition*. Silver Spring: National Association of Social Workers, 1987.
- Yankey, John A. "The Not-For-Profit Entrepreneur," contained in series of papers produced for the Mandel Center. Cleveland: Mandel Center for Nonprofit Management, 1987.
- Yankey, John A. "Entrepreneurship in Human Service Organizations," *Journal of Applied Social Sciences*, Spring/Summer, 1988.
- Yankey, John A. & Mark Singer. "A Manager's Guide To Mergers and Consolidations," *Skills for Effective Human Services Management*. Silver Spring: NASW Press, 1991.
- Singer, Mark & John A. Yankey. "Organizational Metamorphosis: A Study of 18 Nonprofit Mergers, Acquisitions, and Consolidations," *Nonprofit Management & Leadership*. Summer, 1991.
- Yankey, John A., Mark Singer, & Pam Howell-Beach. *Mergers: A Comparative Look at For-Profit and Nonprofit Experiences*. Unpublished Manuscript.
- Edwards, Richard & John A. Yankey (eds.). *Skills for Effective Human Services Management*. Silver Spring: NASW Press, 1991.
- Yankey, John A. "Mergers, Acquisitions, and Consolidations in the Nonprofit Sector Trends, Processes, and Lessons." Contained in the series of papers for the Nonprofit Organizations in a Market Economy Research Conference. Cleveland: November, 1991.
- Yankey, John A. "Strategic Planning," *Encyclopedia of Social Work, 19th Edition*. Silver

Spring: NASW Press, 1995.

Yankey, John A. "Corporate Support for Nonprofit Organizations: Partnerships Across the Sectors," in D.F. Burlingame & D.R. Young (eds), Corporate Philanthropy at the Crossroads. Indianapolis: Indiana University Press, 1996.

Yankey, John A. "A Marriage of Necessity," Advancing Philanthropy. Winter, 1996-97.

Edwards, Richard, Benefield, Elizabeth, Edwards, Jeffrey, & Yankey, John A. Building A Strong Foundation: Fundraising for Nonprofits. Washington, D.C.: NASW Press, 1997.

Hisrich, Robert, Everette Freeman, Anne Standley, John A. Yankey, and Dennis Young. "Entrepreneurship in the Not-For-Profit Sector: The State of the Art," Chapter 14 in Entrepreneurship 2000, Donald L. Sexton and Raymond Smilor (eds.). Upstart Publishing Company, 1997.

Edwards, Richard L., Yankey, John A., and Altpeter, Mary A. (eds.). Skills for Effective Management of Nonprofit Organizations. Washington, D.C.: NASW Press, 1998.

Yankey, John A. "Selecting and Using Consultants," Chapter in Skills for Effective Management of Nonprofit Organizations, Richard L. Edwards, John A. Yankey, and Mary A. Altpeter (eds.). Washington, D.C.: NASW Press, 1998.

Yankey, John A., Campbell, David, and Wester, Barbara. "Is Merger in My Future: Developing a Planned Response," Chapter in Skills for Effective Management of Nonprofit Organizations, Richard L. Edwards, John A. Yankey, and Mary A. Altpeter (eds.). Washington, D.C.: NASW Press, 1998.

Lu, Marci, Lucas, Christine, Raines, Valerie, and Yankey, John A. "Lesson in Strategic Plan Implementation," in The Nonprofit Handbook: Management, Second Edition 2000 Supplement. NY: John Wiley & Sons, Inc., 2000.

Yankey, John A., McClellan, Amy, and Jacobus, Barbara. Nonprofit Strategic Alliances Case Studies. Cleveland: Mandel Center for Nonprofit Organizations, 2001.

Yankey, John A., Jacobus, Barbara, and Koney, Kelly. Merging Nonprofit Organizations: The Art & Science of the Deal. Cleveland: Mandel Center for Nonprofit Organizations, 2001.

Yankey, John A. and McClellan, Amy. The Nonprofit Board's Role in Planning and Evaluation. Washington, DC: BoardSource, 2003.

Yankey, John A., Jacobus, Barbara, McClellan, Amy, and Willen, Carol. Strategic Alliances Case Studies: The Role of Trust. Cleveland: Mandel Center for Nonprofit Organizations, 2004.

Yankey, John A. and Willen, Carol. "Strategic Alliances," in The Jossey-Bass Handbook of

Nonprofit Leadership and Management, Robert Herman (ed.). San Francisco: Jossey-Bass Publishers, 2005.

Honors

Selected as **Faculty Member of the Year** at the Mandel Center for Non-profit Organizations, 2001, 1996, 1992.

Selected as recipient of the **Peacemaker Award** by the Lutheran Metropolitan Ministry, 1997.

Selected as recipient for the **Outstanding Alumnus in Education** by the University of Pittsburgh School of Social Work, 1994

Cited by the **State of Ohio Legislature for Contributions to the University and the Community**, 1992.

Selected as the **Outstanding Teacher of the Year** at the Mandel School of Applied Social Sciences, 1989, 1987, 1977.

Selected as the **Ohio Social Worker of the Year**, 1981.

Selected as the **Outstanding Social Worker of the Year in Cleveland**, 1977.

Cited by the **Cleveland City Council for Accomplishments in the Profession and Contributions to the Community**, 1977.

Selected as recipient for the **Alumni Citation for Outstanding Achievement** by Alderson-Broadus College, 1976.

Chosen as one of the **Outstanding Young Men in America**, 1971.