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BARRYTOWN
COLLEGE *of UTS*

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Certificate-in-
nonprofit-leadership-
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Barrytown College is
the undergraduate
Bachelor of Arts
degree program
at the Unification
Theological Seminary

To Get Ahead, GIVE!

Richard A. Panzer

April 3, 2013

Greetings!

All of us are trying to achieve success in our lives, however we may define that. There are some voices advising "look out for #1" because "it's a 'dog eat dog' world," etc. Others portray successful people as ruthless opportunists whose wealth is derived from exploiting others.

But a Wharton School professor named Adam Grant has a different approach. Grant argues that the **"greatest untapped source of motivation is a sense of service to others; focusing on the contribution of our work to other peoples' lives has the potential to make us more productive than thinking about helping ourselves."** His research, which has generated broad interest in the study of relationships at work, will be published for the first time for a popular audience in **his new book, *Give and Take*.**

For Grant, **"helping is not the enemy of productivity,** a time-sapping diversion from the actual work at hand; it is the mother lode, **the motivator that spurs increased productivity and creativity."** *You may not be surprised to know that Grant is the highest student-rated professor at the Wharton School.*

As discussed in a recent *New York Times* magazine article, *"Give and Take* incorporates scores of studies and personal case histories that suggest the benefits of an attitude of extreme giving at work. Many of the examples - the selfless C.E.O.'s, the consultants who mentor ceaselessly - are inspiring and humbling."

Is-giving-the-secret-to-getting-ahead?

Such emerging developments in the study of relationships at work will be just one of the topics to be covered in the *Nonprofit Management and Grantwriting* certificate program starting this summer at UTS. The courses will be offered in a variety of formats, including weekend intensives, week-long intensives, online or as weekly classes.

According to Dr. Kathy Winings, UTS Vice President of Academic Affairs, the series of courses is intended to provide the practical knowledge, skills and tools to become effective leaders of nonprofit organizations who can develop sound fundraising strategies and programs and who can effectively manage such programs and organizations. For more information, visit **certificate-in-nonprofit-leadership-grantwriting**.

Courses in Leadership and Management will also be part of the

core concentration at Barrytown College Academics, starting this Fall of 2013.



The next Barrytown College Open House will be held on Saturday, April 13 ([click here](#)) to register. An "Instant Decision Event" at the Open House will allow students to know on the spot whether they have been admitted.



Student Life at Barrytown College

For more information, or to apply online, visit the **new website!** And, please **feel free** to spread the word to anyone looking for a **mind-heart-and-will-expanding college experience** together with other young Unificationists from around the country and globe! *Barrytown College* is a place to discover **your own unique ability to impact the world!**

Sincerely,

Richard

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