



Ohio Society of Association Executives



Domain 1: Strategic Management (16%-18% of the exam)

Recommended Reading

- *ASAE Handbook of Professional Practices in Association Management*, 3rd ed., Chapters 1–13, 18, 21.
- *Association Law Handbook*, 5th ed., Chapters 1, 6, 8, 9, 10, 11, 12, 24–25, 61, 67–68, 78–94.
- *How to Read Nonprofit Financial Statements*, Chapters 1–7.
- *The Jossey-Bass Handbook of Nonprofit Leadership and Management*, 3rd ed., Chapters 1–4, 8–12, 15–18, 20, 22.

Additional Reading

- *7 Measures of Success: What Remarkable Associations Do That Others Don't* (Washington, DC: Association Management Press, 2012).
- Coerver, Harrison, and Mary Byers, *Race for Relevance: 5 Radical Changes for Associations* (Hoboken, NJ: Wiley, 2013).
- Coerver, Harrison, and Mary Byers, *Road to Relevance: 5 Strategies for Competitive Associations* (Washington, DC: ASAE, 2013).
- Dalton, James, and Alan Balkema, *Environmental Scanning for Associations: The Everyday Guide to Capturing, Analyzing, and Interpreting Strategic Information* (Washington, DC: ASAE, 2012).
- Ernstthal, Henry L., and Bob Jones, *Principles of Association Management* (Washington, DC: ASAE, 2001), Chapters 6, 11, 16, 17.
- *The Power of Partnership: Principles and Practices for Creating Strategic Relationships Among Nonprofit Groups, For-Profit Organizations, and Government Entities* (Washington, DC: ASAE, 2008).

Associations Now Scenarios

- “Balancing Mission and Budget,”
www.asaecenter.org/Resources/articledetailnew.cfm?ItemNumber=217053
- “A Battle of Budget Priorities,”
www.asaecenter.org/ANcase112010
- “Crucial Competencies for Today’s Global Association Leader,”
www.asaecenter.org/Resources/EnewsletterArticleDetail.cfm?ItemNumber=49965
- “Enterprise Risk Management: Syncing Your Association’s Risk Barometer,”
www.asaecenter.org/Resources/articledetailnew.cfm?ItemNumber=652325
- “Will Your Association Merger Work?,”
www.asaecenter.org/Resources/articledetailnew.cfm?ItemNumber=314495