Prepared by Donald Haider, Emeritus Professor of Strategy
J. L. Kellogg School of Management, Northwestern University

The first six entries are considered “must reads” in the literature about nonprofit mergers. If you must limit your reading time, then absolutely read the following six entries:


2. Cortez, Alex, et al. “*Nonprofit Mergers and Acquisitions: More Than a Tool for Tough Times.*” The Bridgespan Group, 25 Feb. 2009. One of the later studies done on nonprofit mergers, which has a comparison of the merger rate for nonprofits and for-profit businesses. Does a very interesting analysis of the business drivers for segments of the nonprofit sector. Great article that explains why some human service agencies have a higher merger rate than others.


4. La Piana, David. *The Nonprofit Mergers Workbook Part II: Unifying the Organization After a Merger*. St. Paul: Fieldstone Alliance, 2004. The companion book to the preceding item, containing a significant amount of information, tools, and work sheets for nonprofit leaders who want to know how to integrate their organizations after they have voted to merge. Another classic in the field.

A Minnesota study of 41 nonprofit mergers that assesses what happened after the merger process was completed. The most comprehensive analysis of nonprofit mergers.

**FULL BIBLIOGRAPHY**

These readings include everything from a big-picture view of nonprofit mergers to detailed strategies, practical advice, and examples to follow. Whenever possible, a link to a free version of an article or study has been provided, though some links require the user to register and/or pay a fee.


