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**UNIVERSITY EXAMINATIONS
2021/2022 ACADEMIC YEAR
FOURTHYEAR**

**SPECIAL/SUPPLEMENTARY EXAMINATION
FOR THE DEGREES OF SOCIAL WORK**

COURSE CODE: SSW 415

COURSE TITLE: FUNDRAISING FOR SOCIAL PROGRAMS

DATE: 16 NOV 2022

TIME: 2-4PM

INSTRUCTIONS TO CANDIDATES

Answer Question One and any other TWO Questions

TIME: 2 Hours

This Paper Consists of 4 Printed Pages. Please Turn Over.

1A). Define the following terms as used in fundraising and for each term explain its relevance program fundraising. Use appropriate example to back your argument. (20 Marks)

- a. Project Inputs
- b. Expected project outcome
- c. Project Activities
- d. Means of Verification
- e. Project Indicators

1B). Differentiate between the following Terms. (10 Marks)

- Monitoring and Evaluation (3 Marks)
- Fundraising, Resource mobilization and Proposal writing (4Marks)
- Program and Project (3 Marks)

2. Describe the various strategies you can employ to ensure project sustainability (20 Marks).

3. being the fundraising officer of your organization discuss the various sources of Donor information during the process of proposal development. For each Source give appropriate examples of the type of information you can get from them. (20 Marks)

4. Discuss the process of grant negotiation putting into consideration the key principles to observe as you negotiate. (20 Marks)

5. Explain the importance of a budget in a proposal and describe the key guiding principles of coming up with a budget. (20 Marks)