



The Co-operative University of Kenya

END OF SEMESTER EXAMINATION AUGUST -2018

**EXAMINATION FOR THE DIPLOMA IN SOCIAL WORK AND COMMUNITY
DEVELOPMENT (YR II SEM I)**

UNIT CODE: COCD 1109

**UNIT TITLE: RESOURCE MOBILIZATION AND MANAGEMENT OF SELF-HELP
GROUP**

DATE: 24TH AUGUST, 2018

TIME: 9:00 AM – 11:00 AM

INSTRUCTIONS:

- Answer question **ONE (compulsory)** and any other **TWO** questions

QUESTION ONE

- (a) Explain at least FIVE reasons that can hinder a donor organization from giving funds to an organization. (10 Marks)
- (b) What are the problems a resource mobilizer might encounter when writing project proposals. (10 Marks)
- (c) Explain FIVE reasons why it is important for a self-help group to have proper management of finances. (10 Marks)

QUESTION TWO

- (a) As a fundraiser in one of the local non-profit organizations in your community, what are some of the ways that you can use to convince donors to granting financial support to your organization? (10 Marks)
- (b) Citing examples, state at least FIVE types of donors you are likely to encounter in the process of fundraiser. (10 Marks)

QUESTION THREE

- (a) Discuss any FIVE ways of evaluating fundraising activities. (10 Marks)
- (b) Explain at least FIVE principles of fundraising. (10 Marks)

QUESTION FOUR

- (a) Discuss at least FIVE reasons why a budget is essential in a self-help group. (10 Marks)
- (b) Outline FIVE types of records kept by a community-based organization and their purpose. (10 Marks)

QUESTION FIVE

- (a) Define Project Proposal in resource mobilization and how it differs from concept note. (4 Marks)
- (b) With examples explain the main categories of stakeholders involved in the process of writing a project proposal. (6 Marks)
- (c) Explain FIVE qualities of an effective fundraiser. (10 Marks)