



TECHNICAL UNIVERSITY OF MOMBASA

School of Humanities and Social Sciences

Social Sciences

UNIVERSITY EXAMINATION FOR:
DIPLOMA SOCIAL WORK COMMUNITY AND DEVELOPMENT
DSW 2211: FUNDRAISING AND PROJECT RESOURCE
MOBILIZATION
END OF SEMESTER EXAMINATION
SERIES: JULY 2025
TIME: 2 HOURS

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of five questions. Attempt question ONE (Compulsory) and any other TWO questions.

Do not write on the question paper.

Question ONE

a) Highlight the emerging trends in resource mobilization and fundraising? (8 marks)

b) Give the guidelines required to be followed in resource mobilization? (10 marks)

c) Give the meanings;

- i. Philanthropy (2 mark)
- ii. Donor psychology (2 mark)

d) Fundraising is the process of securing financial resources to implement a project, give the sources of funds for fundraising process? (8 marks)

Question TWO

- a) Highlight some of the donor fears that can be a hindrance to them giving support? (5 marks)
- b) Identify the types of fundraising? (10 marks)
- c) Clearly outline the type of resources in resource mobilization? (5 marks)

Question THREE

- a) State and explain 5 types of donors? (10 marks)
- b) Building partnerships for resource mobilization is of good significance explain why? (10 marks)

Question FOUR

- a) Briefly explain the reasons why financial management is important? (8 marks)
- b) List and explain the challenges encountered in the drive for fundraising? (7 marks)
- c) A good resource mobiliser should have various qualities, list and explain these attributes? (5 marks)

Question FIVE

- a) Describe the steps involved in resource mobilization process? (10 marks)
- b) Discuss steps involved in the fundraising process? (10 marks)