



TECHNICAL UNIVERSITY OF MOMBASA

Faculty of Business & Social Studies

**DEPARTMENT OF LIBERAL STUDIES & COMMUNITY
DEVELOPMENT
LAMU CAMPUS**

DIPLOMA IN COMMUNITY DEVELOPMENT AND COUNSELING
(DCDC SEPT 11/MAY 2013)

**BCD 2203: FUNDRAISING IN PROJECT & RESOURCES
MOBILIZATION**

SEMESTER: END OF SEMESTER EXAMINATIONS

SERIES: APRIL/MAY 2014

TIME: 2 HOURS

INSTRUCTIONS TO CANDIDATES:

-This paper consists of section **A** and **B**
-**SECTION A : COMPULSORY**
-**SECTION B : Answer any TWO** questions
This paper consists of **2** printed pages

SECTION A: COMPULSORY (30 MARKS)

QUESTION ONE

- (a) List and explain the **THREE** types of labour (6 marks)
- (b) Differentiate between Restricted and Unrestricted funds. (4 marks)
- (c) Explain any **FIVE** emerging issues in Resource Mobilization and Fundraising. (10 marks)
- (d) Briefly explain the steps of strategic planning. (2 marks)

SECTION B: Answer any TWO questions (40 marks)

QUESTION TWO

- (a) Explain Any **FIVE** types of fundraising (10 marks)
- (b) State and explain the challenges in the drive of fundraising. (10 marks)

QUESTION THREE

- (a) Discuss strategies that works well with donors during fundraising process. (10 marks)
- (b) (i) Define the term proposal. (2 marks)
(ii) List and explain the features of proposal. (8 marks)

QUESTION FOUR

- (a) State and explain the objectives of resource mobilization. (10 marks)
- (b) Discuss the qualities of resource mobilize (10 marks)

QUESTION FIVE

Discuss the importance of building partnership for fundraising. (20 marks)