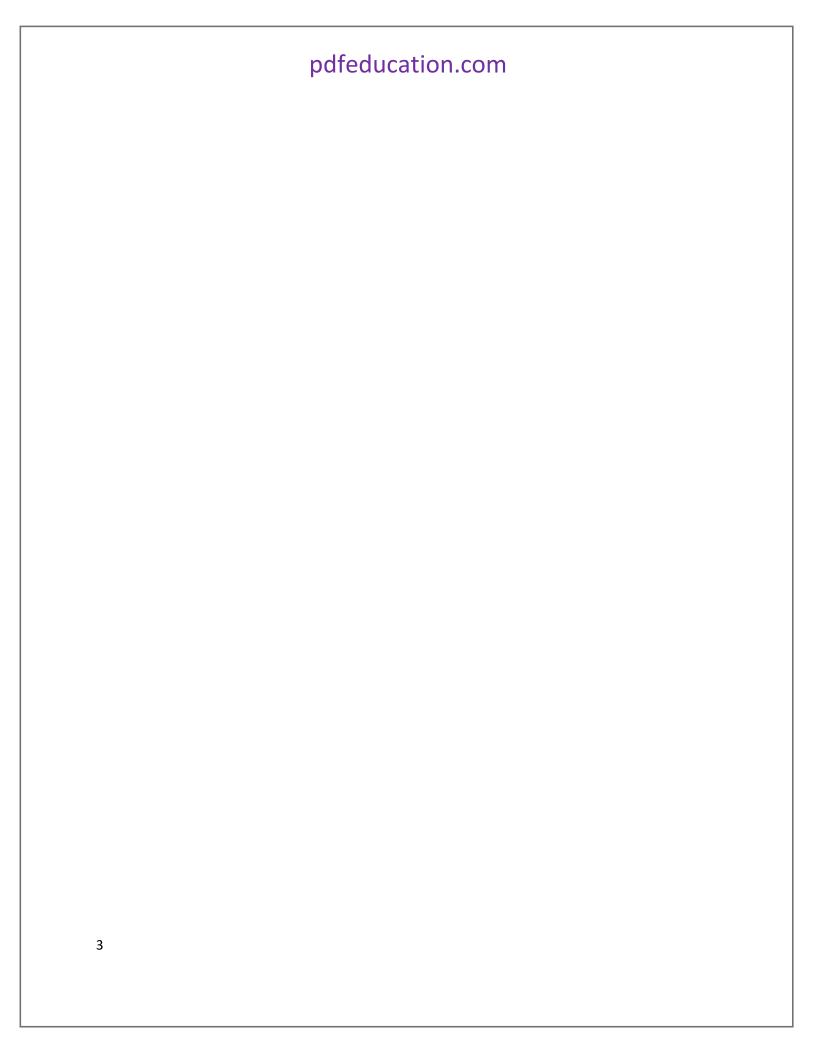
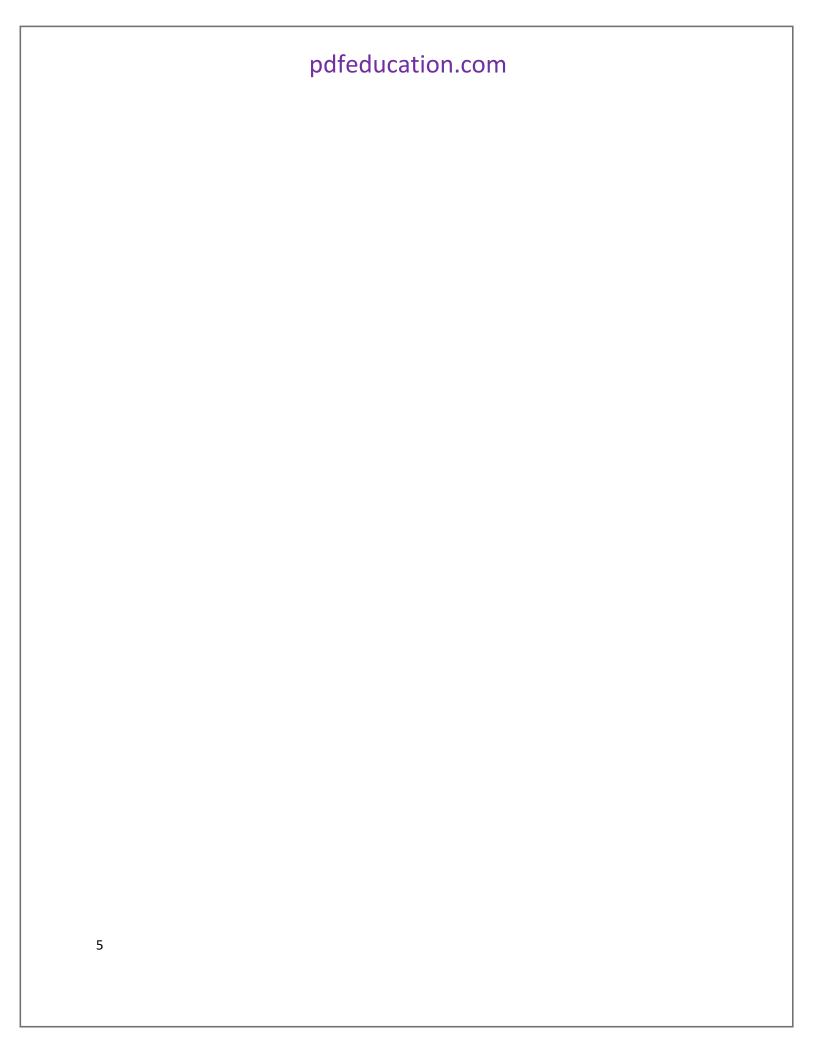
Name	_				-		Index No.				
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July 2015 Time: 3 hours							Date	-	-		
INSTRUCTIO Write your nam Sign and write t This paper cons	CRAF	CAND dex nun of the e	RTIFIC RE IDATES aber in toxaminate ctions; A	CATE M SOURCE Source She space ion in the and B	IN PR ODUL  E MOB  3 hour  es provi he space	E I E I III.I s dea	ZATION  above.  rovided above	NAG	EME	NT	
Answer ALL the Write your answ	e questic oore in t	ons in se he space	ection A es necui	ana an tod in ti	y FOUR	qu	estions in se	ction i	В.		
Do NOT remov	e any po	iges from	m this qu	estion,	paper,	an	paper.				
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SECTIONA							1				
Questions	1	2	3	4	5	6	7	8	9	10	SCORE
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SECTION B											
Questions	11	12	13	14	15	5	TOTAL SCORE		GRAND		
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	Annual ATT the second of the second	
	Answer ALL the questions from this section.	
2	State four ways through which donors can give support to organizations.	(4 marks)
	(i)	
	(ii)	
	(iii)	
	(iv)	
	List four actors that may be involved in fund-raising for projects.	(4 marks)
	(i)	
	was:	
	(ii)	
	(iii)	
	(iv)	
	State three reasons for resource mobilization in an organization.	(3 marks)
	(i)	
	(ii)	
	(iii)	



(ii)	
List three factors that should be considered when budgeting for a project fund-raising eve	
list three factors that should be considered when budgeting for a project fund-raising eve	
List three factors that should be considered when budgeting for a project fund-raising eve	
(1)	narks)
0	
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itate three characteristics of a good project proposal. (3 mil)	narks)
ii)	
ii)	
butline three ways in which a project manager may encourage teamwork among the organ f a fund-raising event. (3 n	nizers narks)
)	
0	
	iii)



*	
Outline three benefits of evaluating a resource mobilization process. (3	marks)
(1)	
(ii)	_
(iii)	
Give three reasons that make it necessary for a project team to develop a plan for the implementation of a fund-raising event. (3	(marks)
0	
(ii)	
(iii)	
List three items which may be included in the appendix of a project funding proposal.	marks)
0	
(ii)	
(iii)	
180V.	

#### SECTION B (68 marks) Answer any FOUR questions from this section. Explain four benefits that may be obtained from involving project beneficiaries in the 11. (n) resource mobilization process. (8-marks) Highlight six skills that an effective project fund-raising team should possess. (b) (9 marks) 12. Describe the procedure that should be followed when planning for project fund-raising. (a) (9 marks) Highlight four factors that should be considered when allocating resources for a (b) development project. (8 marks) The awareness of certain donor preferences may assist a resource mobilizer in obtaining 13. (a) donor support. Explain six such preferences. (9 marks) Outline four issues that should be considered when choosing the venue for a fund-raising (b) (8 marks) Explain six principles that should guide the formation of an effective resource mobilization 14. (a) partnership. (9 marks) Highlight four reasons that may make it necessary for an organization to offer financial (b) support for a development project. (8 marks) Explain six factors that should be considered when developing a project funding proposal 15. (a) in an organization. (9 marks) Outline four types of media that may be used in the process of fund-raising for projects. (b) (8 marks)