

**SECTION A: RESOURCE MOBILIZATION AND FUNDRAISING**

1. (a) Explain the contents of each of the following sections of the project proposal outline:
- (i) project justification;
  - (ii) problem statement;
  - (iii) anticipated outcomes or results;
  - (iv) workscope or implemented plan;
  - (v) reporting.
- (10 marks)
- (b) Explain **five** benefits of strategic planning in fundraising. (10 marks)
2. (a) Describe **three** tools used in fundraising. (6 marks)
- (b) Explain **seven** principles of fundraising. (14 marks)
3. (a) Explain **four** techniques of mobilizing financial resources. (8 marks)
- (b) State and explain **six** income generating activities used for fundraising. (12 marks)
4. (a) Explain the meaning of **each** of the following terms used in resource mobilization:
- (i) philanthropy;
  - (ii) resource;
  - (iii) resource mobilization;
  - (iv) financial management;
  - (v) funding.
- (10 marks)
- (b) State and explain **five** types of donors for resource mobilization. (10 marks)

**SECTION B: PROJECT MANAGEMENT**

5. (a) Describe **each** of the following types of project appraisals:
- (i) market;
  - (ii) technical;
  - (iii) financial;
  - (iv) economic.
- (8 marks)
- (b) State and explain **six** factors influencing the selection of community project ideas.
- (12 marks)
6. (a) State and explain **four** sources of risk in project management. (8 marks)
- (b) Explain **six** pre-requisites for successful project implementation. (12 marks)
7. (a) Differentiate between the following:
- (i) direct project management approach and participatory project management approach;
  - (ii) project termination and project abandonment.
- (8 marks)
- (b) Describe **six** characteristics of a good project monitoring system. (12 marks)
8. (a) Explain **four** forms of community participation in project management. (8 marks)
- (b) Explain **six** common causes of project failure. (12 marks)