GRETSA UNIVERSITY - THIKA

UNIVERSITY EXAMINATIONS
MAY - AUGUST 2018 SEMESTER

BACHELOR OF ARTS IN COMMUNITY DEVELOPMENT

COURSE CODE: C0MD 205

COURSE TITLE: RESOURCE MOBILIZATION AND   FUNDRAISING

DATE: 6 AUGUST 2018   **TIME: 3.00 PM – 6.00 PM**

INSTRUCTIONS TO CANDIDATES

1. SECTION A IS **COMPULSORY.**
2. SECTION B: ANSWER ANY OTHER **THREE** QUESTIONS.
3. **DO NOT** WRITE ANYTHING ON THIS QUESTION PAPER AS IT WILL BE AN EXAM IRREGULARITY.
4. ALL ROUGH WORK SHOULD BE AT THE BACK OF YOUR ANSWER BOOKLET AND CROSSED OUT.

CAUTION: All exam rooms are under CCTV surveillance during the examination period.

SECTION A: COMPULSORY

Question One

a) Fundraising is the process of soliciting and gathering voluntary contributions. Discuss
[12 marks]

b) A resource is a source or supply from which benefit is produced. Describe the four benefits of resources. **[8 marks]**

c) Categorise two natural resources on the bases on distribution. **[4 marks]**

d) Describe four enemies of civil society. **[8 marks]**

e) Examine principles that civil societies operate on. **[8 marks]**

SECTION B: ANSWER ANY THREE QUESTIONS

Question Two

a) Discuss the primary hurdles one may face in securing funding from the donors. **[12 marks]**

b) Discuss four importance of resource mobilization to an organization. **[8marks]**

Question three

a) Distinguish the roles played by social societies in development of the communities
[8 marks]

b) Identify and explain four roles played by civil societies in Kenya. **[12 marks]**

Question Four

a) "Civil society is the arena outside of the Family, State and Market" Discuss. **[12 marks]**

b) Differentiate tangible from intangible resources. **[8 marks]**

Question five

a) Explain four problems that relate to the usage of resources. **[8 marks]**

b) 'Donor dependency is the sickness of some of the non-government organization'

Discuss four problems of donor dependency. **[12 marks]**

Question six

a) Examine how resources can be used for sustainable development. **[8 marks]**

b) Explain methods used in fundraising. **[12 marks]**