

Name: \_\_\_\_\_ Index No: \_\_\_\_\_

2428/201

RESOURCE MOBILIZATION, FUNDRAISING  
AND PROJECT MANAGEMENT

June/July 2012

Time: 3 hours

Candidate's Signature: \_\_\_\_\_

Date: \_\_\_\_\_



THE KENYA NATIONAL EXAMINATIONS COUNCIL

**DIPLOMA IN SOCIAL WORK AND COMMUNITY DEVELOPMENT  
MODULE II-**

RESOURCE MOBILIZATION, FUNDRAISING AND PROJECT  
MANAGEMENT

3 hours

**INSTRUCTIONS TO CANDIDATES**

*Write your name and index number on the spaces provided above.*

*Sign and write the date of examination on the spaces provided above.*

*This paper consists of EIGHT questions in TWO sections A; and B.*

*Answer a total of FIVE questions as shown below in the spaces provided in this booklet:*

*any TWO questions from section A;*

*any TWO questions from section B;*

*any other ONE question from either section A or B.*

**For Examiners Use Only**

Section	Question	Maximum Marks	Candidate's Score
A		20	
		20	
		20	
B		20	
		20	
		20	
<b>TOTAL SCORE</b>			

This paper consists of 12 printed pages.

Candidates should check the question paper to ascertain that all the pages are printed as indicated and that no questions are missing.

**SECTION A: RESOURCE MOBILIZATION AND FUNDRAISING**

1. (a) Explain **four** strategies required to win donor support. (8 marks)
- (b) Describe **six** steps used in the resource mobilization process. (12 marks)
2. (a) Describe **four** principles of legal and ethical aspects in fundraising. (8 marks)
- (b) Explain **six** types of fundraising activities. (12 marks)
3. (a) Explain the following types of resources:
  - (i) natural resources;
  - (ii) man made resources;
  - (iii) human resources.(6 marks)
- (b) Outline and explain **seven** parts of a project proposal. (14 marks)
4. (a) Explain **four** principal recommendations of the North-South Institute Organization for research. (8 marks)
- (b) Describe **six** steps followed in the fundraising process. (12 marks)

**SECTION B: PROJECT MANAGEMENT**

5. (a) Explain **five** reasons why project evaluation is important. (10 marks)
- (b) Explain **five** barriers to effective project planning. (10 marks)
6. (a) Explain the meaning of the following terms as used in project management:
  - (i) logical framework;
  - (ii) monitoring;
  - (iii) risk;
  - (iv) sustainability.(8 marks)
- (b) State and explain **six** roles of a project manager in project implementation. (12 marks)
7. (a) Explain **five** causes of project failure. (10 marks)
- (b) State and explain **five** forms of community participation in project management. (10 marks)

