



**MASINDE MULIRO UNIVERSITY OF
SCIENCE AND TECHNOLOGY
(MMUST)**

**UNIVERSITY EXAMINATIONS
2021/2022 ACADEMIC YEAR**

**FOURTH YEAR FIRST SEMESTER EXAMINATIONS
FOR THE BACHELOR
OF
SOCIAL WORK**

COURSE CODE: SSW 403

COURSE TITLE: PROPOSAL WRITING AND FUNDRAISING

DATE: 27/4/2022

TIME: 12:00-2:00PM

INSTRUCTIONS TO CANDIDATES

Question ONE (1) is COMPULSORY

Answer ANY other TWO (2) Questions

TIME: 2 Hours

MMUST observes ZERO tolerance to examination cheating. This
Paper Consists of 2 Printed Pages. Please Turn Over.

Section A

Q1

- a. With appropriate examples, explain particular challenges for Southern fundraisers and show how these challenges can be mitigated. **20mks**
- b. Discuss the qualities of a good funding proposal: **10mks**

Section B

Q2. Explain the challenges faced in developing an effective fundraising strategy for an organization. **20mks**

Q3. Examine the key issues you would consider when writing the capability statement of a fundraising proposal. **20mks**

Q4. Discuss the steps followed in preparing an evaluation plan for project reporting. **20mks**

Q5. Using examples, discuss ways of designing a viable fundraising programme. **20mks**