



AMREF INTERNATIONAL TRAINING CENTER

Qualification code : 092306T4SWC
Qualification : Social work and community development level 6
Unit code : BUS/OS/SW/CC/04/6/A
Unit of competency : Carry Out Resource Mobilisation and Fund Raising

WRITTEN ASSESSMENT

INSTRUCTIONS TO CANDIDATE

1. You have **THREE (3)** hours to answer all the questions.
2. Marks for each question are indicated in the brackets.
3. The paper consists of **TWO** sections: A and B
4. Do not write on the question paper.
5. A separate answer booklet will be provided.

*This paper consists of **THREE** 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: (40 MARKS)

(Answer ALL the questions in this section)

1. Explain the meaning of the term resource mobilization (2 Marks)
2. Outline **four** types of resources that a nonprofit making organization may use to accomplish its goals. (4 Marks)
3. You have been appointed to seek donors for fundraising. Mention **four** types of donors you would approach. (4 Marks)
4. Resource mobilization requires combined efforts. Outline four key stakeholders involved in the process. (4 Marks)
5. State **four** factors to consider in resource mobilization and fundraising. (4 Marks)
6. Prepositioning is a key aspect of resource mobilization. donors. Identify **three** aims of prepositioning in resource mobilization. (3 Marks)
7. As a resource mobilize outline **four** tools that you would use in mobilizing resources. (4 Marks)
8. The success of resource mobilization depends on strong collaboration. Identify **three** roles of a resource mobilization team. (3 Marks)
9. As a resource mobilizer, outline **four** skills that you need to possess (4 Marks)
10. As a team leader you have been tasked with giving information about resource providers. Outline **four** such information. (4 Marks)
11. Community sources are resources that fulfill the criteria for those around them in an environment that facilitates them. List **four** Advantages of using local resources. (4 Marks)

SECTION B: (60 MARKS)

(Answer question 11 and any other 2 in this section)

12. A local organization in community X has been on the verge of collapsing due to inadequate resources. You have been outsourced by the organization to assist in resource mobilization.
 - a) Discuss **five** advantages of resource mobilization to an organization. (10 Marks)
 - b) Explain **five** ways you will use to assist the organization map out potential donors to support the organization. (10 Marks)

13. One of the requirements for funding by the United States Agency for International Development (USAID) is the presentation of a proposal.
- a) Explain **five** components a proposal should contain. (10 Marks)
 - b) Discuss **five** challenges of using a proposal in resource mobilization. (10 Marks)
14. For successful implementation of resource mobilization activities, a resource mobilization plan has to be developed.
- a) Describe **five** steps of developing a resource mobilization plan. (10Marks)
 - b) Examine **five** challenges an organization can face in the process of mobilizing the resources. (10 Marks)
15. Due to rising cases of school dropout in the Wema community the local leaders have approached you as a social worker to establish a community-based organization to help reduce the menace.
- a) Outline **five** strategies you would use to win to support other organizations (10 Marks)
 - b) Highlight **five** implications of donor dependency. (10 Marks)