



PAN AFRICA CHRISTIAN UNIVERSITY

SCHOOL OF THEOLOGY

**END OF SEMESTER EXAMINATION FOR THE DEGREE OF
BACHELOR OF ARTS IN BIBLE AND THEOLOGY**

MAY-AUGUST 2018

CAMPUS: ROYSAMBU

DEPARTMENT: BIBLICAL & THEOLOGICAL STUDIES

COURSE CODE: CMN2145

COURSE TITLE: PARTNERSHIP & FUND DEVELOPMENT

EXAM DATE: WEDNESDAY 8TH AUGUST 2018

TIME: 5.30PM – 8.30PM

INSTRUCTIONS

- Read all questions carefully before attempting.
- Write your **student number** on the answer booklet provided.
- This paper has **SIX** questions.
- **Section A** is COMPULSORY.
- Answer **ANY TWO** questions in Section B.
- *Write clearly and legibly.*
- *ALL PAC University's examination rules and regulations apply*

SECTION A: Answer ALL questions. (20 marks)

1. “The world has become too complex and challenging, and gospel opportunities too numerous, for Christ’s followers to work in isolation from one another, much less compete with each other” Todd A Wilson. Discuss the statements in relation to the partnership amongst Christian organizations. (6 marks)

2. Debt Finance is obtained from sources other than the owners of the organization. Discuss the strengths and weaknesses of using debt as a source of funding to an organization. (6 marks)

3. To cultivate sustainable funding, churches need to identify other sources other than the traditional tithes and offering. Explain the features and the management of the following sources of funding. (8 marks)

- a) Designated Funds
- b) Endowment Fund
- c) Reserve Fund
- d) Grants

SECTION B: Answer ANY TWO questions. (40 marks)

4. A good project proposal must sell to the target audience.

- a) Explain at least FIVE main strategies for success in project proposal writing. (10 marks)
- b) Using a Gantt chart, demonstrate how activities in project planning are scheduled to ensure success in a project implementation. (10 marks)

5. Effective fundraising demands that the organization upholds certain standards of behavior and ethics.

- a) Discuss FIVE ethical principles in fundraising. (10 marks)
- b) Describe FIVE ineffective approaches in fundraising. (10 marks)

6. Grant recipients are expected to comply with certain terms and conditions as set out in the signed contracts or agreements.

- a) Explain how the diversion of funds, poor budget monitoring and poor procurement processes affect the donor reporting and donor relations. (12 Marks)
- b) Identify FOUR consequences of non-compliance to the signed agreements. (8 marks)