



PAC UNIVERSITY

END OF TERM EXAMINATION

DAY CLASS - ROYSAMBU

DEPARTMENT: BIBLE AND THEOLOGY

COURSE: PARTNERSHIP & FUND DEVELOPMENT

CODE: CMN 2145

EXAM DATE: DECEMBER 2017

TIME ALLOCATION: 3 HOURS

INSTRUCTIONS

Read all questions carefully before attempting.

Answer **All Questions** in Section A, and any **Two** Questions in Section B.

Write your **student number** on the answer booklet provided.

SECTION A (Answer *all* questions in this section)

1. “God’s mission is too big for any one church to accomplish..... How freeing to discover what can happen when churches join forces” (Drew Dyck). Discuss the statements in relation to the partnership within the Christian organizations. (10 marks)
2. Explain the steps that must be followed in resource mobilization for an organization. (5 marks)
3. Explain the role of the Board of governors in the fundraising process. (5 marks)

SECTION B (Answer any *two* questions)

4.
 - a. Explain at Three main principles in stewardship campaign. (6 marks)
 - b. Describe the main components of a proposal for fundraising. (8 marks)
 - c. Discuss the importance of Debt finance as a source of funds for capital development in the organization and indicate limitations associated to its application. (6 marks)
5.
 - a. Contrast the Grants and Donations as sources of funding and clearly show the importance of each fund to the improved financial support for the Church. (10 marks)
 - b. At the project implementation stage, the leadership must ensure there are enough resources for the project, yet some projects have failed mid-way in implementation. Identify at five causes for such failure at the implementation stage. (10 marks)
6.
 - a. Discuss five ethical principles in fundraising. (10 marks)
 - b. Describe five ineffective approaches in fundraising. (10 marks)
7.
 - a. Describe at five types of partnership that exist with the Church. (10 marks)
 - b. Describe the budgeting process required in acquiring and application of donor funds. (10 marks)