PAN AFRICA CHRISTIAN UNIVERSITY

SCHOOL OF THEOLOGY

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

MAY-AUGUST 2019

CAMPUS: VALLEY ROAD

DEPARTMENT: BIBLICAL AND THEOLOGICAL STUDIES

COURSE CODE: CMN2145

COURSE TITLE: PARTNERSHIP AND FUND DEVELOPMENT

EXAM DATE: TUESDAY 6th AUGUST 2019

TIME: 5:30PM-7:30PM

INSTRUCTIONS

- Read the instructions and questions carefully before you write the answers.
- Write your **STUDENT IDENTITY NUMBER** in the Answer Booklet given.
- Section A is compulsory.
- Answer ANY THREE questions in Section B.

Section A: Answer ALL questions. (30 marks)

1. Fundraising is a set of activities that enable an organization to access the necessary resources that would enable them to achieve their mission.

a) Explain **four** ethical Principles and Standards in Fundraising. (8 marks)
b) Evaluate a fund raising project that you are familiar with clearly explaining how the leadership positively or negatively embraced good ethical practices in their fundraising. (12 marks)
c) Explain the steps in the fundraising process as discussed by Temple, Seiler and Burlingame (2016). (10 marks)

Section B: Answer ANY THREE questions. (30 marks)

2. Involvement in strategic partnerships, requires clear understanding of self as well as the prospective partners.

a) Discuss the importance of partnership to the church or Christian establishments today. (5 marks)
b) Describe **Three** important of Five factors that you would consider before engaging in a partnership and show how those factors would be important to your organization and the prospective partner during the engagement. (5 marks)

3. The Board and the functional teams in the organization must work effectively to make a positive impact in the fundraising campaign.

a) Describe the role of the Executive Board in Resource mobilization. (3 marks)
b) Describe the role of the fundraising committee in resource mobilization within the Church. (4 marks)
c) State the role played by the support function in the fundraising campaign. (3 marks)

4. Identifying the right sources of finance for a given business is a great step to organizational success. Discuss the need for Debt finance in the church indicating the advantages and disadvantages of use of such finance to fund the Church. Use the Scripture to support your discussion. (10 marks)

5. Different sources of funding come with their advantages and disadvantages:

a) Contrast the Grants and Donations sources of funding and clearly show the importance of each fund to the improved financial support for the Church-today. (5 marks)
b) Contrast the Endowment fund and the reserve fund as sources of funding and clearly show the benefits of an Endowment Fund. (5 marks)

6. A project proposal is a blue print of ideas expressed from a third party for a consideration for funding.

a) Identify **Five** key elements of a good project proposal. (5 marks)
b) Describe **Five** consequences of lack of compliance to the set grants agreements. (5 marks)