



COURSE CODE: POLN 810
COURSE TITLE: Advancement, Fundraising and Philanthropy for Nonprofits
EXAM DATE: April 2025
EXAM TIME: _____

INSTRUCTIONS

This paper consists of TWO sections A and B.

Section A is compulsory (10 marks). In section B answer any ONE question (10 marks)

SECTION 1: Compulsory question (10 marks)

Question 1

Case Study: US aid Freeze

Based on the new Administration's executive order on foreign aid, the US Secretary of State has frozen all foreign aid and ordered a review of every program, causing a sudden and drastic move that has shocked the global humanitarian system. National and local Non-Profit Organizations (NPOs) are probably the most vulnerable to the devastating effects of the US aid freeze and may not be able to adjust to such a sudden loss of funding, yet they play a crucial role in providing support directly to communities.

Discuss potential negative effects of this freeze on the community-oriented activities carried out by local NPOs in your country and suggest workable fundraising strategies to mitigate the effects of these impacts.

(10 marks)

SECTION 2: Answer any ONE (1) question. (10 marks)

Question 2

You are leading an NPO whose goal is enhancement of youth livelihoods. Critically analyze the roles technology tools would play in enhancing fundraising strategies for your organization.

(10 marks)

Question 3

In the context of nonprofit fundraising, donor cultivation is a key strategy for building long-term relationships with supporters. Assume you are the resource mobilization manager of a Non-profit organization focused on women empowerment in your country. Defend the steps you and your donor cultivation team would apply to create a donor cultivation plan for the NPO.

(10 marks)

Question 4

Boards of NPOs have legal and fiduciary responsibility for the organization. Although each board of directors will have its own problems, many boards have a number of problems in common. These problems are often not related to fundraising, but they hinder the organization's fundraising effectiveness. Using relevant examples, discuss common board problems as presented by Klein and Yogi (2022), proposing a viable solution for each problem. **(10 marks)**

----- END -----