PAN AFRICA CHRISTIAN UNIVERSITY

END OF SEMESTER EXAMINATION FOR THE DEGREE OF

BACHELOR OF ARTS IN BIBLE AND THEOLOGY

MAY-AUGUST 2017

CAMPUS: ROYSAMBU

DEPARTMENT: BIBLE AND THEOLOGY

COURSE CODE: CMN2145

COURSE TITLE: PARTNERSHIP AND FUND DEVELOMENT

EXAM DATE: WEDNESDAY 26TH JULY 2017

TIME: 9.00AM-12:00PM

INSTRUCTIONS

- Read all questions carefully before attempting.
- Write your student number on the answer booklet provided.
- Answer Question ONE in Section One and any Four Questions in Section two

SECTION ONE

QUESTION ONE

a) Explain how the church would effectively use the following sources of finance to expand its funding activities.

i. Endowment Fund **(2 Marks)**
ii. Reserve Fund **(2 Marks)**
iii. Debt Finance **(2 Marks)**

b) Describe at least **Four** types of partnership that the Church can engage in **(6 Marks)**

c) The Boardand the executive team in the Churchmust work effectively make a positive impact in the fundraising campaign.

i. Describe the role of the Executive Board in Resource mobilization**(4 Marks)**
ii. Describe the role of the fundraising committee in resource mobilization within the Church **(4 marks)**

SECTION TWO

QUESTION TWO.

a) A funding proposal must sell to the target audience. Describe the strategies used in the compiling a successful funding proposal **(5 Marks)**

b) Explain at **three main** principles in stewardship campaign. **(5 Marks)**

QUESTION THREE

a. Discuss at least Five ineffective approaches in fundraising **(5 Marks)**

b. In raising finances from the local finance institutions, describe the factors that you would consider in using debt as an option to finance your needs. **(5 Marks)**

QUESTION FOUR

Involvement in strategic partnerships requires that the strategic leaders first understand the need for existence, the main goals and objectives of the organization. Expound the following elements that the leader needs to review before such involvement.

i. Vision and Mission **(4 Marks)**
ii. Goals and objectives and Action plans **(6 Marks)**

QUESTION FIVE

Project budget is an integral part of any grant proposal. Explain the following terms as they relate to project budget management

i. Budget work-plans **(5 Marks)**
ii. Budget Variance Analysis (BVA) **(5 Marks)**

QUESTION SIX

a. Explain **Four** ethical Principles and Standards in Fundraising **(4 Marks)**

b. Evaluate a fund raising project that you are familiar with and clearly explain how well the management faired, both positively and negatively in employment of the recommended ethical practices in fundraising. **(6 Marks)**