



PAN AFRICA CHRISTIAN UNIVERSITY
END OF UNIT EXAMINATION FOR THE DEGREE OF BACHELOR OF
ARTS IN BIBLE AND THEOLOGY
MAY-AUGUST 2019/2020

MODE OF STUDY: ONLINE

UNIT TITLE: PARTNERSHIP DEVELOPMENT & FUND-RAISING

UNIT CODE: CMN 2145

INSTRUCTOR: Dr. Phidel Adah Baraza

TIME ALLOWED: 3HRS

INSTRUCTIONS TO CANDIDATES:

- Read the instructions and questions carefully before you write the answers.
- Section A is compulsory.
- Answer any TWO question in Section B.
- You are allowed to use the Bible.
- Once you have opened the exam you must complete within the allotted time **(3 hours)**
- Once you exit the exam you cannot return
- When the three-hour period elapses, the exam will automatically expire and cannot be recovered.

Section A: Answer **ALL** questions (20 Marks)

1. Explain the four realities of giving in the context of fund-raising and partnership development. Give examples to support your answers (10 Marks)
2. Discuss four obstacles that block the flow of resources in organizations, and explain how you would apply the principles in your context. (10 Marks)

Section B: Answer **ANY TWO** questions **(20 marks)**.

3. Using two Scriptural examples, explain the significance of fund-raising for the Kingdom of God. (10 marks)
4. Discuss five “Principles of Christian Giving” that can be derived from 2 Corinthians 8 and 9, and how each can be applied to a local church context. (10 Marks)
5. If the fundraising campaign were a bus, and you were putting leaders and other donors on that bus, discuss the ten things you will need in place for a successful venture. (10 Marks)
6. Fundraising and communications processes are closely linked. Explain five helpful communication tips for a fundraising campaign and discuss how each can be applied in organizations (10 Marks)