

**UNIVERSITY OF SWAZILAND
INSTITUTE OF DISTANCE EDUCATION
BACHELOR OF EDUCATION (ADULT EDUCATION)**

YEAR IV

FINAL EXAMINATION PAPER 2016

TITLE OF PAPER: MANAGING THE NON-PROFIT ORGANIZATION

COURSE CODE: IDE-BAE 426

TIME ALLOWED: THREE HOURS

INSTRUCTIONS:

- 1. ANSWER ALL QUESTIONS IN SECTION A.**
- 2. ANSWER ANY TWO (2) QUESTIONS IN SECTION B.**
- 3. ANSWERS SHOULD BE WRITTEN IN THE EXAMINATION BOOK PROVIDED.**

THIS PAPER SHOULD NOT BE OPENED UNTIL PERMISSION HAS BEEN GRANTED BY THE INVIGILATOR.

SECTION A

QUESTION 1

The source of revenue and the mission statement are the key major factors that best differentiate a Non-profit organisation from a Profit organisation. Discuss this statement.

(25 marks)

QUESTION 2

Explain why a Profit organisation is more market oriented than a Non-profit organisation.

(25 marks)

SECTION B

QUESTION 3

a) Distinguish between managerial performance and organisational performance.

(5 marks)

b) Discuss the four factors that contribute towards organisational performance.

(20 marks)

QUESTION 4

a) Why is fundraising one of the major activities for a Non-profit organisation?

(10 marks)

b) Discuss three fundraising initiatives you would set up for a Charity Organisation.

(15 marks)

QUESTION 5

Examine the characteristics of Non-profit organisations that pose a constraint to effective strategic management?

(25 marks)

QUESTION 6

Explain how the Balanced Scorecard can be used as a Strategic Planning Model in a Non-profit organisation.

(25 marks)