

UNIVERSITY OF ESWATINI
FACULTY OF EDUCATION

DEPARTMENT OF ADULT EDUCATION

CERTIFICATE IN ADULT EDUCATION YEAR 11

MAIN EXAMINATION PAPER – AUGUST, 2020

TITLE OF PAPER : PROGRAMME MANAGEMENT 11

COURSE CODE : AED 106

TIME ALLOWED : THREE (3) HOURS

INSTRUCTIONS : 1. ANSWER ALL QUESTIONS IN SECTION 'A'
2. ANSWER TWO QUESTIONS IN SECTION 'B'

**THIS PAPER IS NOT TO BE OPENED UNTIL PERMISSION HAS
BEEN GRANTED BY THE INVIGILATOR**

SECTION A - ANSWER ALL QUESTIONS

QUESTION 1

- Define resource mobilization and explain in five (5) points why it is important for an organization (14 marks)
- Explain four (4) ways in which organizations get different support (8 marks)
- Name three (3) other resources other than money that non-profit organizations need to carry-out their activities (3 marks)

[25 marks]

QUESTION 2

Identify and discuss five (5) different types of donors that non-profit organizations may engage.

[25 marks]

(50 marks)

SECTION B – ANSWER ANY TWO (2) QUESTIONS

QUESTION 3

- What is fundraising as used in Non-profit organizations? (5)
- Non-profit organizations engage in different types of fundraising. Identify and explain at least four (4) types of fundraising that you have learnt in your course (20 marks)

[25 marks]

QUESTION 4

- Define the term 'meeting' as used in organizations (5)
- Organizations convene different types of meetings, give four (4) types of meetings for non-profit organizations you have learnt in your course explaining how effective they are in these organizations (20 marks)

[25 marks]

QUESTION 5

Conflict management strategies are in two categories, i.e. functional and non-functional categories. Identify and explain these strategies under each category.

[25 marks]

END OF EXAM PAPER