

UNIVERSITY OF SWAZILAND
FACULTY OF SOCIAL SCIENCES
DEPARTMENT OF SOCIOLOGY AND SOCIAL WORK
FINAL EXAMINATION, MAY 2017

COURSE TITLE: GRANT WRITING AND FUND RAISING
COURSE CODE: SWK232

TIME ALLOWED: 2 HOURS

- INSTRUCTIONS:**
- 1. THERE ARE TWO SECTIONS IN THIS EXAMINATION PAPER.**
 - 2. THE FIRST SECTION CONSISTS OF ONE QUESTION, WHICH IS COMPULSORY TO ATTEMPT.**
 - 3. IN SECTION TWO, ATTEMPT ANY TWO QUESTIONS.**
 - 4. ALL QUESTIONS CARRY EQUAL MARKS.**
 - 5. TOTAL MARKS 100.**

THIS PAPER IS NOT TO BE OPENED UNTIL PERMISSION IS GRANTED BY THE INVIGILATOR TO DO SO.

Section A: Compulsory

1. Discuss the elements of the fund raising cycle, illustrating your answer with specific examples.

Section B: Answer Any Two Questions.

2. Describe the following processes which are important in grant writing and fund raising:
 - a) Grant
 - b) Project
 - c) Needs Assessment
 - d) Grant Proposal
 - e) Revenue
3. Describe and discuss the three pertinent elements of resource mobilization.
4. A generic grant proposal/writing template has seven components/sections. Discuss these components in their chronological order, illustrating with specific examples.
5. Preparation is one of the phases in grant writing. Examine the basic steps that a grant writing team has to follow, illustrating your answer with examples.
6. Academics have serious problems in writing grant proposals. Discuss five remedial strategies to address these problems.