UNIVERSITY OF SWAZILAND

FACULTY OF SOCIAL SCIENCES

DEPARTMENT OF SOCIOLOGY AND SOCIAL WORK

(Social Work Programme)

FINAL EXAMINATION, MAY 2018

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. SECTION A CONSISTS OF ONE (1) QUESTION, WHICH IS COMPULSORY.

3. IN SECTION B ATTEMPT ANY TWO (2) 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.   Multiple choice questions

Choose the most appropriate answer and write the letter corresponding to it in your answer book.

1.1.   One of the following is not an element of strategies for developing a systematic understanding of grant writing. (2 Marks).
   a.   Education
   b.   Mentoring
   c.   Volunteering
   d.   Testing

1.2.   Except one, all are essential factors in accounting for the achievements of successful grant writers. (2 Marks).
   a.   Fluency in language use
   b.   Think logically
   c.   Be good speaker
   d.   None of the above

1.3.   Which of the following is not true regarding the principles and strategies that are regarded as the "DNA" of a successful grant writing and development effort. (2 Marks).
   a.   Lobbying donors
   b.   Having a lead role in developing grant applications
   c.   Evaluating reviewers' comments and feedback on grants submitted
   d.   Serving on review panels that appraised a diverse array of grants and grant types

1.4.   Which of the following is not an element of grant writing? (2 Marks).
   a.   Planning
   b.   Conducting workshop to review the proposal
   c.   Writing and packaging a proposal
   d.   Submitting a proposal to a funder

1.5.   Preparation is the first step in grant writing. Which one of the following is not an element of the preparation phase? (2 Marks).
   a.   Defining the project
   b.   Identifying the right funding sources
   c.   Determine the manager of the project
   d.   Determine personnel needs

1.6.   Which of the following statement does not belong to the description of a grant? (2 Marks). (2 Marks)
   a.   A grant is typically an allotment of funds that an organization is tasked with disbursing those funds to awardees it sees as worthy individuals, teams or entities
   b.   A grant is more or less equivalent to a revenue that serves to bring socio-economic development
   c.   Sometimes grants will include non-monetary aspects as well
   d.   A grant can be as small or large as the project envisioned by the agency

1.7.   Which one of the following is not an element of foundations of successful grant writing? (2 Marks).
   a.   Profiles of a grant writer

    b. The social components of the grant writer

    c. Development of compelling arguments

    d. The psychological components of the grant writer

1.8. One of the key skills in fundraising is....? (2 marks

    a. Good project leadership

    b. Good administrative skill

    c. Good communication skill

    d. None of the above

1.9. Except one, all are core questions to be considered before you begin to plan and implement fundraising activities. (2 Marks).

    a. How up-to-date is your charity's strategy and business plan?

    b. Do you have a license for fundraising?

    c. What is your charity's experience of fundraising?

    d. Do you have a plan and a budget in place for fundraising activities?

1.10. What a STEEP stands for? (2 Marks).

    a. STEEP stands for success, effective, efficient and polite fund raising

    b. STEEP stands for social, technical, economic, environmental and political

    c. STEEP stands for strategy, evaluation, examining and planning

    d. None of the above

1.11. Which of the following is not rue about techniques/methods of fund raising? (2 Marks).

    a. The techniques you choose will be influenced by the SWOT analysis

    b. The techniques you choose will be influenced by nature of the funding prospect

    c. The techniques you choose will be influenced by the length of time you have to raise funds

    d. The techniques you choose will be influenced by the type of beneficiaries you choose to be included in the project

1.12. One of the following is not an element of the fund raising cycle. (2 Marks).

    a. Research

    b. Campaigning

    c. Planning

    d. The case for support

1.13. Your choice of activities for fund raising depends on...? (2 Marks).

    a. Your financial needs

    b. Your resources

    c. Your communication capacity

    d. Your fundraising experience

1.14. One of the following is not true about effectiveness of crowdfunding. (2 marks).

    a. Crowdfunding is not a powerful tool without the use of social media platforms.

    b. Crowdfunding is a guaranteed way to raise all the funds you may need

    c. Crowdfunding is most effective for those who have extensive online networks and those who can frequently check on, update, and share their online campaign

    d. None of the above

1.15. Which of the following is not part of the practical tips for preparing a grant application? (2 Marks).

    a. Learn about the funder

b. Prepare to present your work
c. Arrange business lunch
d. Make a strong case for your project

1.16. Except one, all are elements of the ten predictions about fund raising. (2 marks)
a. Givers will become more navvy
b. Women will play a bigger role in giving
c. Fundraising costs will be scrutinized
d. Rural-urban flow of funds will be increasing

1.17. Which of the following is a characteristics of earned income? (1 Mark)
a. Unrestricted, short-to-long term funding, for-profit operation, needing different management skills
b. Unrestricted, can lead to endowments, medium-to long term funding
c. Usually restricted, project-based, time-bound, short-to-medium-term funding
d. None of the above

Section B: Answer Any Two Questions.

2. Discuss the elements of the fundraising cycle. Illustrate your answer with specific examples.

3. There are basic steps that are followed in grant writing. List the steps in their chronological order and describe them.

4. Examine the seven generic grant/proposal writing components.

5. Illustrate the four practical tips for preparing a grant application.

6. Discuss the characteristics of the three funding sources and give examples of each funding source.