

UNIVERSITY OF SWAZILAND
FACULTY OF SOCIAL SCIENCES
DEPARTMENT OF SOCIOLOGY AND SOCIAL WORK
(Social Work Programme)
RESIT EXAMINATION, JULY 2018

COURSE TITLE: GRANT WRITING AND FUNDRAISING

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. Examine four practical tips for preparing a grant application.

Section B: Answer Any Two Questions.

2. Discuss the characteristics of the three funding sources and give examples of each funding source.
3. Describe the following concepts:
 - a) Grant
 - b) Project
 - c) Needs assessment
 - d) Grant proposal
 - e) Revenue
4. Discuss the major itemization of resource needs required for grant writing.
5. Describe the resource mobilization pyramid and the 80-20 rule.
6. Describe the following predictions about fundraising:
 - a) Givers will become more navy
 - b) Women will play a bigger role in giving
 - c) E-giving will grow