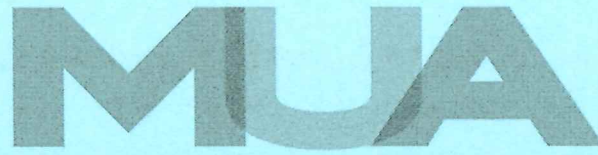


The
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UNDERGRADUATE UNIVERSITY EXAMINATIONS

SCHOOL OF MANAGEMENT AND LEADERSHIP

DEGREE OF BACHELOR OF ARTS IN DEVELOPMENT STUDIES

CDV 300: RESOURCE MOBILIZATION AND GRANT MANAGEMENT

DATE: 2ND DECEMBER 2024

DURATION: 2 HOURS

MAXIMUM MARKS: 70 Marks

INSTRUCTIONS:

1. Write your registration number on the answer booklet.
2. **DO NOT** write on this question paper.
3. This paper contains **SIX (6)** questions.
4. Question **ONE** is compulsory.
5. Answer any other **THREE** questions.
6. Question **ONE** carries **25 MARKS** and rest carry **15 MARKS** each.
7. Write all your answers in the Examination answer booklet provided

QUESTION ONE

Read the Case Study below carefully and answer the questions that follow:

CHALLENGES FACED BY NGOS IN MOBILIZATION OF FUNDS FOR OPERATION

Non-Governmental Organizations (NGOs) activities that include protecting the environment, social interventions, helping the needy and sick and preserving arts and culture is by nature unprofitable. Traditionally, the NGOs have relied on the benevolence, kind-heartedness and generosity of others to cover the costs of their activities through grants, aid donations and contributions. Today, however, NGOs find it difficult to mobilize funds the traditional way as most sources of funds are unable to meet the growing needs of the organizations and the rising costs associated with the operations. Restrictive conditions on grants and donations and unlikelihood of mobilizing funds over the years, becomes a challenge for NGOs to take on long-term planning, improve their service offerings or accomplish their full potential.

When the expenses on core initiatives of NGOs surpass the grants and donations available, the NGO is compelled to reduce either the quality or the quantity of its effort, or to pursue new sources of funds to accommodate the deficit. Inadequate funds mobilized limit the quantity and quality of the important work that NGOs do. Inadequate resources are a basic fact of economic life in rich and poor countries. It affects the international organizations as well as the domestic NGOs. From rural development agencies to health care providers, education and training institutes. In this case, the managers of NGOs have to pay as much attention to mobilizing funds as they do to using those funds.

With population growth, the numbers of vulnerable groups needing various forms of assistance from NGOs also increase. In view of this, the charitable organizations ever more find that grants and donations are insufficient to meet existing program needs and there are much less resources to enlarge program activities. With so many noble needs that are competing for the kindness, consideration, attention and generosity of the community, even financially able donors lack the possessions needed to fund every worthwhile initiative. NGOs face mounting staff costs and other program or

project inputs which further damage their insufficient budgets. Dependence on grants and donations can also reduce the independence of NGOs especially on selecting which program activities to go on board and choosing effective intervention approaches to achieve program goals. Often, donors have their own agenda and views as to which efforts are consequential and the best intervention strategies to address them. NGOs managers are therefore obligated to follow the money and allow the donors to state the scope and direction of their interventions, or else, obtain no financial support at all. This confirms the old saying that goes; beggars can't be choosers.

Required:

- a) Assess **five** ways in which non-governmental organizations(NGOs) cover the costs of their activities **(10 Marks)**
- b) Analyze **five** consequences of inadequate funding to non-governmental organizations **(10 Marks)**
- c) Describe **five** disadvantages of overreliance on grants and donations by non-governmental organizations **(5 Marks)**

QUESTION TWO

- a) Describe **five** components of a non-governmental organization code of conduct on resource mobilization **(5 Marks)**
- b) Evaluate **five** reasons why individuals and organizations donate their resources to non-governmental organizations **(10 Marks)**

QUESTION THREE

- a) Giving relevant examples, discuss **five** reasons why individuals and organizations donate their resources **(5 Marks)**
- b) Examine **five** ways of securing funding to serve disadvantaged populations in a particular community **(10 Marks)**

QUESTION FOUR

- a) Discuss five reasons why community groups should incorporate VMOSA (Vision, Mission, Objectives, Strategies, and Action Plans) in their operations
(10 Marks)
- b) Discuss five key areas to include in grant proposal writing to win donors heart and support
(5 Marks)

QUESTION FIVE

- a) Analyze **five** strategies that nonprofits could employ in recruiting and retaining donors
(10 Marks)
- b) Grants are difficult to get for education sector as compared to healthy sector. Argue the statement with five points
(5 Marks)

QUESTION SIX

- a) Corruption has resulted to challenges in grants management and accountability. Discuss five ways the government has contributed to this and the impact to the country
(10 Marks)
- b) Give your five opinion on how resources can be mobilized to support basic education in Kenya to alleviate strikes
(5 Marks)