

092306T4SWC

SOCIAL WORK AND COMMUNITY DEVELOPMENT LEVEL 6

COD/OS/SW/CC/04/6 Printed By: And Vocational College

CARRY OUT RESOURCE MOBILIZATION AND FUNDRAISING

November/December 2025

Printed By: Technical And Vocational College Date: 24.11.2025
07:30 AM



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**TVET CURRICULUM DEVELOPMENT, ASSESSMENT AND CERTIFICATION COUNCIL
(TVET CDACC)**

WRITTEN ASSESSMENT

Printed By: Technical And Vocational College Date: 24.11.2025
07:30 AM

TIME: 3 HOURS

INSTRUCTIONS TO CANDIDATE

Technical And Vocational College

1. This paper consists of **TWO** sections: **A** and **B**. Date: 24.11.2025 07:30 AM
2. Answer **ALL** questions in section **A**.
3. Answer **THIRTEEN (13) Compulsory** and any other **TWO (2)** questions in section **B**. Date: 24.11.2025 07:30 AM
4. Marks for each question are indicated in the bracket's. Date: 24.11.2025 07:30 AM
5. Candidates are provided with a separate answer booklet
6. Do not write on the question paper. Date: 24.11.2025 07:30 AM

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This paper consists of THREE (3) printed pages.

Date: 24.11.2025 07:30 AM

Candidate should check the question paper to ascertain that all pages are printed as indicated and that no questions are missing.

SECTION A (40 MARKS)

Attempt ALL the questions in this section.

1. Fundraising plays a role in sustaining social work projects. Explain the difference between resource mobilization and fundraising. (4 Marks)
2. Organizations often depend on a mix of resources to operate effectively. Identify FOUR key sources of resources for community-based projects. (4 Marks)
3. A resource mobilization strategy must align with organizational needs. State and explain TWO important aspects of institutionalizing resource mobilization. (4 Marks)
4. Prepositioning helps organizations to be better prepared before seeking funds. Define prepositioning in resource mobilization. (2 Marks)
5. Clear identification of funding gaps guides effective fundraising. Outline TWO common funding gaps that organizations face. (4 Marks)
6. Donor mapping is critical in identifying potential partners. State TWO methods of identifying funding opportunities. (2 Marks)
7. Pitching is a persuasive technique in fundraising. List TWO key elements of an effective pitching. (2 Marks)
8. Accountability increases donor trust and confidence. State FOUR benefits of financial transparency in fundraising. (4 Marks)
9. Successful mobilization requires organizational readiness. Outline skills a social worker should have in resource mobilization. (2 Marks)
10. Community participation enhances the sustainability of mobilized resources. Identify FOUR ways in which community involvement improves fundraising outcomes. (4 Marks)
11. Documentation consists of documents that provide evidence of something, or are a record of something. State FOUR advantages of documentation in project evaluation. (4 Marks)
12. Outline FOUR qualities of a good mobilizer. (4 Marks)

SECTION B (60 MARKS)

Answer question **THIRTEEN (13 Compulsory)** and any other **TWO (2)** questions in this section

CASE STUDY

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13. Established in Date: 24.11.2025 07:30 AM "Green Future" is a passionate non-profit organization committed to fostering environmental conservation and promoting sustainable practices within communities. In response to the escalating challenges posed by climate change and ecological degradation, Green Future strives to mobilize resources with remarkable efficiency and innovation. The organization focuses on implementing impactful projects that inspire and empower local communities to adopt sustainable practices, thereby enhancing both their ecological footprints and quality of life. Through Printed By: And Vocational College and collaborative initiatives, Green Future aims to cultivate a greener, more sustainable future for all.

a) Explain the FIVE steps of institutionalizing resource mobilization in an organization. (10 Marks)

b) Donors require evidence of organizational preparedness. Explain FIVE prepositioning strategies an organization may use. (10 Marks)

14. Funding gaps represent a significant challenge faced by non-governmental organizations (NGOs). These gaps often hinder their ability to carry out essential programs and services, impacting their overall effectiveness and reach.

a) Printed By: Coaches on a Mission address funding gaps in community projects (12 Marks) Date:

b) Date: 24.11.2025 07:30 AM Delivering a compelling pitch is essential for securing funding, as it can significantly impact the outcome of your financial support efforts. Discuss FOUR elements of a winning fundraising pitch. (8 Marks)

15. Robust and effective monitoring significantly enhances accountability in the realm of fundraising efforts.

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Date: 24.11.2025 07:30 AM

a) Explain FOUR benefits of monitoring and evaluation in resource mobilization. (8 Marks)

b) Sustainability is a critical principle in resource mobilization. Discuss FOUR strategies to ensure sustainability in mobilizing resources. (12 Marks)

16. Printed By: Technical And Vocational College Donors are vital for development in many economies, but overreliance on them can harm recipient nations.

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a) Explain FOUR negative effects of donor dependence. (8 Marks)

b) To ensure successful resource mobilization, a team with key qualities and attributes must be taken into account. Printed By: And Vocational College Discuss the FOUR prerequisite requirements for the resource mobilization team. (12 Marks)

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