

092306T4SWC

**SOCIAL WORK AND COMMUNITY DEVELOPMENT LEVEL 6****COD/OS/SW/CC/04/6****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**

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**TIME: 3 HOURS****INSTRUCTIONS TO CANDIDATE**

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

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**This paper consists of THREE (3) printed pages.**

**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 key 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 fundraising pitch. (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. O 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 2010, "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 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) Coaches to address funding gaps in community projects.

(12 Marks) Date:

b) 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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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 of mobilized resources.

(12 Marks)

16. 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 dependency.

(8 Marks)

b) To ensure successful resource mobilization, a team with key qualities and attributes must be taken into account. Discuss the FOUR prerequisite requirements for the resource mobilization team.

(12 Marks)