

University of Swaziland
Faculty of Social Sciences
Department of Sociology and Social Work
(Social Work Program)
Re-Sit Examination, July 2017

Course Title: Grant Writing and Fund Raising

Course Code: SWK232

Time Allowed: 2:00HRS

Total Marks: 100

Each question carries equal marks.

Instruction: There are two sections in this examination paper. The first section consists of one question, which is compulsory to attempt. In section two, there are five questions, out of which you are required to attempt any two.

Section A: Compulsory

1. Preparation is one of the phases in grant writing. Under the preparation phase of a grant writing exercise, there are basic steps that a grant writing team has to follow. List the steps in their chronological order and describe them.

Section B: Answer any two question

2. Describe the following concepts which are important in grant writing and fund raising as well as to run a project of small or big sizes.
 - a) Grant
 - b) Project
 - c) Needs Assessment
 - d) Grant Proposal
 - e) Revenue
3. There are three major funding sources. Describe the characteristics of these sources by giving examples.
4. What is the 80-20 rule as described in the resource mobilization pyramid. Discuss.
5. Discuss the major itemization of resource needs required for grant writing.
6. Describe the following phrases that distinguish the merits of grant writing from academic writing.
 - a) Past versus future orientation.
 - b) Expository versus persuasive rhetoric.
 - c) Length versus brevity.