



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF BUSINESS, ECONOMICS AND ACCOUNTING

DEPARTMENT OF BUSINESS ADMINISTRATION AND MANAGEMENT

EXAMINATION PAPER

COURSE CODE : CBM403

COURSE TITLE : MANAGEMENT OF NON-PROFIT ORGANISATIONS

SPECIAL REQUIREMENTS :

DURATION : 3 Hours

LEVEL : 4.1

DATE : November 2022

28 NOV 2022

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Answer question number **one (1)** in Section A (Compulsory) and any other **three (3)** questions in Section B.
3. Begin each question on a new page.
4. The number of marks for each question or part question is shown in brackets []

SECTION A (This question is compulsory)

Question 1

Read the case study below and answer the following questions

Several years ago, I had the opportunity to work with a mid-sized non-profit that was struggling mightily to raise money. The organization had been around for several years, and like many non-profits in the post-start-up phase, had gotten big enough to be adding staff and services for clients, but was still small enough that there was no full-time development director.

When I sat down with the Executive Director and Board Chairwoman, it was clear that this organization had big plans, but no clue how to raise the revenue to get there. This fact was clear from their answer to the first question I asked...

Me: "Can I see your fundraising plan?"

Them: "We need to raise \$550,000 this year."

Me: "Can I see the written plan for how you plan to do that?"

Them: "We don't have one."

Instead of a written (or even an "in our head only") fundraising plan, this non-profit simply jumped at every fundraising opportunity that came across their desks

Answer all questions (25 marks)

- a) Explain five (5) funding opportunities that can be used by this non profit organisation to raise funds. (15)
- b) Explain the following terms with the aid of examples which are used in non profit organisations
 - i) Debt financing (5)
 - ii) Equity financing (5)

SECTION B

Choose any 3 questions. Each question carries 25 marks

- 2) With reference to public goods theories and trust related theories, explain why Non-profit organisations exist? (15)
 - b) With aid of examples explain the following terms
 - Pure public goods (5)
 - Pure private goods (5)
- 3) Values are important in Non-profit making organisations. Discuss(25marks)
- 4) Compare and contrast Non-profit organisations and social entrepreneurship. (25marks)
- 5) Discuss the major types of foundations and what sets foundations apart from NPOs. (25 marks)

16/20 AM