



ZIMBABWE EZEKIEL GUTI UNIVERSITY
COLLEGE FOR LIFE LONG LEARNING

Faculty of Law, Business Intelligence and Economics

EXAMINATION PAPER

COURSE CODE : DSFA 122
COURSE TITLE : FUNDRAISING AND GRANT MANAGEMENT
SPECIAL REQUIREMENTS : NONE
DURATION : 2 Hours
LEVEL : 1.2
DATE : 22 SEP 2025

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Use of silent, non-programmable calculators is allowed.
3. Answer ANY THREE questions
4. The number of marks for each question or part question is shown in brackets
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5. Begin each answer on a new page.
6. **DO NOT OPEN THIS PAPER UNTIL THE INVIGILATOR INSTRUCTS YOU.**

1. Discuss the importance of donor relationship management in ensuring long-term funding success. Use practical examples. **(25 Marks)**

2(a) Differentiate between restricted and unrestricted grants. **(10 Marks)**

(b) Explain the purpose of a "logical framework" in proposal writing. **(15 Marks)**

3. Design a sample outline for a grant proposal to support a community water project. **(25 Marks)**

4. Evaluate the role of communication strategies in maintaining donor trust. Provide real-world or hypothetical examples. **(25 Marks)**

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