

**UNIVERSITY OF SWAZILAND  
INSTITUTE OF DISTANCE EDUCATION  
B. ED. (ADULT EDUCATION) YEAR IV**

**SUPPLEMENTARY EXAMINATION, JULY 2015**

**TITLE OF PAPER: MANAGING THE NON-PROFIT ORGANISATION**

**COURSE CODE: IDE-BAE 426**

**WEIGHT: 100 MARKS**

**TIME ALLOWED: THREE (3) HOURS**

**INSTRUCTIONS:**

- 1. ANSWER ALL QUESTIONS FROM SECTION A.**
- 2. ANSWER ANY TWO (2) QUESTIONS IN SECTION B.**
- 3. ANSWERS SHOULD BE WRITTEN ON BOOKLET PROVIDED**

**THIS PAPER SHOULD NOT BE OPENED UNTIL PERMISSION HAS BEEN GRANTED  
BY THE INVIGILATOR**

## SECTION A

### Question 1

Explain how the three (3) dimensions of structure contribute to the effectiveness of a non-profit organisation [25 marks]

### Question 2

Briefly discuss the following:

- a) Organisational performance [9 marks]
- b) Organisational efficiency [7 marks]
- c) Organisational effectiveness [9 marks]

## SECTION B

### Question 3

- a) Explain why the organisational structure is viewed by many to be an “anatomy” of an organisation [10 marks]
- b) Describe an organisational structure of any non-profit organisation in Swaziland [15 marks]

### Question 4

“An effective mission statement focuses on markets rather than products. It is also achievable, motivating and specific”. Discuss [25 marks]

### Question 5

Fund-raising is one of the main activities that non-profit organisations use to raise funds. Mention five (5) fund-raising initiatives you would embark on to raise funds for a non-profit organisation [25 marks]

### Question 6

In a strategic planning process, a SWOT analysis results in knowledge about internal operations and external influences. Discuss this statement [25 marks]