



# EMERGE

EMPOWERING civic Engagement and participation

## Capacity Building Training Programme

### Module 6 | Assessment Exercise



**Read each statement carefully and mark the correct answer.**

**1:**Knowing your CSOs why, what, when and how, is important in establishing your message to key donors.

- A. True
- B. False

**2:**Before a CSO begins to attract donors, it must perform \_\_\_\_\_

- A. Quality assurance tests
- B. Risk analysis for donors
- C. Research and auditing

**3:**\_\_\_\_\_ is a key skill they would look to identify in the CSO organizational efficiency

- A. HR management
- B. Financial management discipline
- C. Social media management

**4:** A healthy method to establish a solid reputation entails systematic benchmarking of impact per project.

- A. True
- B. False

**5:**A “Donor’s Journey” consists of awareness, engagement, decision-making, and \_\_\_\_\_

- A. Marketing
- B. Follow up
- C. Analysis

**6:** A CSOs key message is not related to the success of its “donor’s journey”.

- A. True
- B. False

**7:** What budgeting rule can be used for a CSO to better manage its finances?

- A. 50/20/20/10
- B. 60/30/10
- C. 50/30/20

**8:** The first thing a CSO must do when money comes in is to pay their \_\_\_\_\_ first

- A. Founders and employees
- B. Donors and suppliers
- C. Employees and suppliers

**9:** It is a good idea for CSOs to take on debt to fund their projects.

- A. True
- B. False

**10:** Why should a CSO set 20% of their income aside?

- A. For wanna do expenses and projects
- B. To pay employees
- C. For must do expenses



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