



**REFORMED CHURCH UNIVERSITY**

---

**FACULTY OF COMMERCE**

**BACHELOR OF COMMERCE HONOURS DEGREE IN  
PROJECT MANAGEMENT**

**PROJECT PROPOSAL DEVELOPMENT**

**HPMG 211**

**PART 2 SEMESTER 1 EXAMINATION**

**TOTAL MARKS [100]**

**DATE: DECEMBER 2024**

**Time: 3 Hours**

---

**INSTRUCTIONS**

- 1 This paper has *six (6)* questions
  - 2 Answer Question One (*1*) and any other *three (3)*
  - 3 Each question carries *25 marks*
  - 4 Start each question on a new page
-

1. Discuss the importance of conducting needs assessments in identifying project opportunities. (25)
2. Explain why it is important to define project scope and objectives early in the project planning phase. (25)
3. Examine how clear and concise project objectives may enhance the readability and effectiveness of a project proposal. (25)
4. Examine the concept of social impact assessment in grant writing and project evaluation. (25)
5. Discuss how identifying funding sources and mobilizing resources efficiently impact the overall success of a project. (25)
6. Explain the key components of a successful grant proposal highlighting strategies for maximizing your chances of securing funding. (25)

**END OF PAPER**