

Test

1. How you can define „coalition resilience“
 - a. The experience of management in coalition
 - b. The fee which members contribute to coalition
 - c. The complex ability of coalition to resist an unexpected circumstances
 - d. The process of legitimization of coalition

2. How you can define Lobbying
 - a. Educating and creating awareness among legislators
 - b. Attempting to influence legislators and policy makers to support particular issue of your interest
 - c. Financing research at universities which support your interest
 - d. Cooperation with key stakeholders to control policy makers

3. How coalition can increase its influence
 - a. Improve web presentation
 - b. Hire a new CEO from business
 - c. Sell own products to broad public
 - d. Act as a first and frame the topic

4. What do we mean by organisation resources?
 - a. Money
 - b. Everything the organisation needs for its operations and fulfilling its mission
 - c. Money and staff
 - d. Anything the organisation is able to obtain

5. What kind of resources are generally regarded sustainable?
 - a. Diversified
 - b. From big donors
 - c. From foreign donors
 - d. From local donors

6. What is fundraising?
 - a. Writing project proposals
 - b. Systematic work on securing organisation's resources
 - c. Asking people for money
 - d. The work of a person called fundraiser

7. Who works on fundraising?
 - a. Fundraiser
 - b. Director
 - c. Financial manager
 - d. Everyone in the organisation partly

8. Typical result chain in EU funded projects is
 - a. Activities – results – specific objective – general objective
 - b. Resources – indicators – goals

- c. Budget – methodology – objectives
 - d. Assumptions–achievements – goals – general objectives
9. What is a typical donor/constituent lifecycle?
- a. Identification – planning – execution - evaluation
 - b. Ask for donation – use the gift effectively – ask for bigger donation
 - c. Fundraising plan – execution – evaluation of plan–updating fundraising plan
 - d. Discovery– engagement– solicitation– endorsement
10. Which of the below elements are essential for a successful lobbying campaign and explain.
(more than one answer can be correct)
- a. Timing
 - b. Expertise
 - c. Creativity
 - d. PR Team
11. What is the Eastern Partnership?
- a. Policy initiative and framework
 - b. Recommendation
 - c. Coalition
 - d. Working document